ARISTA

Customer Success Story

Accelerating business momentum while improving IT productivity at a Large Healthcare Company

Alan Weckel, Founder and Analyst of the 650 Group, interviewed a large healthcare provider, regarding its successful deployment of Converged Cloud Fabric. The following summarizes its results.

Senior IT healthcare representatives said that changing IT vendors and products can cause concern because of perceived risks to the company. Conversely, the company recognizes that it is important to think of IT as a strategic business enabler for being competitive. The organization acknowledges that sometimes sticking to old business procedures can actually slow down a business. This dichotomy of risk versus progress is challenging.

To this end, the IT infrastructure team recognized the need to re-architect their switching fabric in concert with their hyper-converged (HCI) environment. They wanted to insure the network could respond to any HCI node additions or changes without weeks of manual provisioning and/or request tickets. This forced the IT team to rethink its approach to networking, where automation, open hardware, and API programmability were their top 3 technical priorities. On paper Converged Cloud Fabric checked all of these boxes.

"CCF allowed us to ramp additional capacity quickly to meet our end user demands. Instead of spending almost all of our time receiving and standing up equipment, we can now set up new equipment ourselves, in hours. Our organization is becoming more proactive with the time savings, directly impacting our company's revenue."

Healthcare Company Solution

Requirements

- Must enable network automation
- Open hardware
- API programmability

Solution

- Converged Cloud Fabric
- Dell EMC Open Networking hardware

Results

- Reduced CAPEX and OPEX
- Faster customer onboarding
- Better alignment with sales organization
- Less labor per server workload
- Faster and simpler build-outs with zero-touch provisioning
- Efficient integration due to compatibility with existing resources
- More productive network staff, freed from configuration and routine maintenance to work on projects that helped the business objectives

Moreover, Arista sales tightly engaged with the evaluation team and was able to address all of the organization's concerns, including: fabric redundancy, low latency failover, change control, and secured access control. Based on these responses, the evaluation team decided to go forward with a proof of concept test in the team's lab.

The Proof of Concept with Converged Cloud Fabric went quickly. The health care company was able to acquire open networking switches from Arista's hardware partner, Dell EMC. Upon download and boot up of the Converged Cloud Fabric software, the network was up and running in minutes. This POC experience drove a production decision for CCF.

The company's backlog to deploy additional IT resources was reduced; for the first time networking requests began to align better with customer on-boarding.

"CCF delivered strong vendor interoperability with our security and application delivery vendors. It doesn't care what firewall, virtualization or load balancer vendor we are working with, it's vendor agnostic. This allowed us to focus on running our business and not on replacing or integrating unnecessary vendors."

As the company went into production it saw immediate benefits ranging from 35% lower CAPEX costs compared to the previous vendor, to increased efficiencies in setting up and maintaining the new network. With CCF in place, fewer personnel are required to oversee operations, with the man-hour per server-workload reduced significantly. Because of this, the health care company was able to reduce staffing time that was previously devoted to installing and configuring equipment and to reallocate that time for other projects that were on the back burner. **Freeing of resources allowed the team to become more agile and more proactive with less tactical time spent provisioning the network when new compute capacity is added.**

Fast forward to today, ongoing HCI deployments moves quickly, with new capacity and data center build-outs both on-premises and colocation taking significantly less time than in the past. The company is now able to simply plug-in another server or switch, with the network being able to auto configure.