

# ARISTA

## customer case study

### AMERICAN INTERNET SERVICES (AIS)

*“On functionality, feature set and price, Arista Networks 7000 Series switches had everything we needed.”*

- John Killian,  
Chief Architect, AIS

AIS's **'BusinessCloud1'** combines:

- VMware cloud service software suite.
- Redundant optical network connectivity between AIS facilities

### Enterprise-Class Data Center Services Industry Leader AIS Delivers Cloud Computing Solutions using 10GbE switches from Arista Networks

One of the Southwest's leading IT infrastructure solutions providers, AIS (American Internet Services) delivers colocation and cloud services across seven enterprise-class facilities in San Diego, Los Angeles and Phoenix.

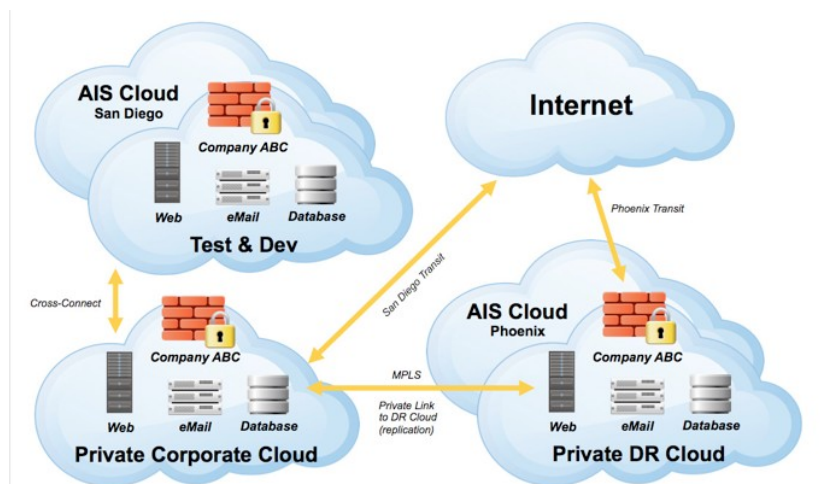
#### The Cloud Computing Challenge

In 2011 AIS recognized that some customers were starting to do things differently.

As Chief Architect, John Killian, puts it:

*“The biggest challenge we faced was customers turning to cloud computing resources instead of owning their own hardware and utilizing our colocation services.”*

Confronted with these new market realities, in 2012 AIS launched a VMware-based cloud solution for customers using their San Diego and Phoenix facilities.



AIS's two major cloud computing infrastructure challenges were:

- the speed needed to interface the compute host with the storage.
- the increased complexity of network management tasks.

Solving these would require a move to 10 Gigabit Ethernet (10GbE) on a much higher port density than before.

During the vendor selection phase AIS learned that some of their own customers were already using products from Arista Networks in AIS's colocation space.

It was this knowledge, together with reading blog posts from IT professionals involved in VMware deployments, that gave the AIS team good technical and business reasons to approach Arista Networks.

Brian Wood, AIS's marketing vice-president, summed up the pre-sales discussions with Arista Networks:

*"There was lots of back and forth on the technical specifications. The (Arista Networks) sales engineer knew what we were trying to implement and he had solid suggestions."*

### **"I/O Performance Beyond Even The Biggest Cloud Computing Players"**

AIS's initial deployment used 7050S series switches in a Multi-Chassis Link Aggregation (MLAG) configuration. This design simplified both the dual 10GbE-connected hosts, and the storage array configurations.

The second deployment rolled out additional 7050S series switches and a number of 7048T Gigabit Ethernet switches. (AIS's IT engineering staff were also impressed with the convenience offered by out-of-band remote management capabilities on the switches.)

In the colocation business it's quite common for customers to also be competitors and one of them recently complimented AIS on having the fastest I/O performance. They also wanted to know AIS's secret!

*"People are finding that we're offering them higher I/O performance than what they can get by putting equipment into their own cabinets."*

- John Killian, Chief Architect, AIS