

Frustrations with Incumbent Networking Vendor Led to a New Approach with Big Switch Networks

big switch
networks

Customer Success Story

Alan Weckel, Founder and Analyst of the 650 Group, interviewed a large state government insurance agency, regarding their successful deployment of Big Cloud Fabric. The following summarizes their results.

The insurance agency's existing data center network, which was designed several years ago, was no longer meeting the needs of the business. The amount of time needed to configure and maintain the network was not scaling with the number of new virtualization and cloud technologies the agency was deploying. These challenges initiated new design discussions, where greater emphasis was placed on

automation, simplicity, and analytics, and less on which vendor had the greatest throughput (fastest chassis). This led them to Big Switch, where automation, and open networking switches, where several of the top features within Big Cloud Fabric (BCF).

They decided to conduct a POC, where they acquired Open Networking Switches from Dell, and demo licenses of BCF from Big Switch. The POC went better than expected, as within hours they had the fabric up in running with significantly less configuration steps, then they had become accustomed to.

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We haven't had one failure since we switched to Big Switch. More up time allows my team to increase business velocity instead of just putting out networking fires.

Insurance Services

Requirements

- Network must enable and deliver on the agency's IT Modernization initiatives
- Reduce networking complexities by moving away from a CLI-driven, time consuming approach
- Network scalability on-demand to support regular addition of virtualization and cloud technologies

Solution

- Big Cloud Fabric-Enterprise Cloud
- Dell EMC Open Networking Switches

Results

- Reduced complexity thus eliminating the need for professional services
- Faster deployment of switches in both the POC lab and in the production network
- Cost savings in both Capex and Opex by a factor of two
- Elimination of costly break/fix switch maintenance agreements

