## Pica8 Backgrounder



Pica8 is the global market leader in automated open networking solutions for upgrading and/or replacing entire legacy-vendor enterprise campus and access networks of any size. The company focuses on providing Fortune 1000; state and local governments; and educational institutions with fully automated, cost-effective open networks that run on white- and/or brite-box switching infrastructure. These networks are far easier to deploy and manage than their legacy predecessors, and offer the additional security and reliability needed to address the data complexity and volume issues resulting from IoT, 5G, wireless upgrades, and mobile/BYOD initiatives.

Pica8 understands that today's customers are looking for networks that fit their applications, not networks that force their applications to adapt to the restrictions imposed on them by legacy bulk-purchase network equipment. In short, they are looking for networks that combine the right amount of performance and manageability with far better security and lower costs than their legacy networking vendors can provide.

Since 2009, Pica8 has continued to lead the open networking industry by developing an unmatched suite of new capabilities, such as Linux-based open networking; CrossFlow<sup>TM</sup> dual control-plane Open Intent-based Networking (IBN); PicaPilotPro<sup>TM</sup> -- open networking alternatives to legacy switch stacks and chassis switches -- and AmpCon<sup>TM</sup>, the world's first automation framework for open campus and access switches. Together, these innovations have allowed Pica8 to create the world's first open networking reference architecture for the enterprise - Threshold(TM) - that can create a fully automated and centrally managed campus and access network comprising modern, open switches.



1000+ CUSTOMERS



40+

In 2012, the founders of Pica8 shipped the industry's first Linux-based open network operating system (NOS) that controls bare-metal open switches from leading vendors like Dell EMC. Pica8 based its platform on the stable Debian Linux distribution. With its flagship NOS product PICOS, Pica8 now powers a wide variety of modern 1G-to-100G white-box and branded white-box switches. Because Pica8 is the only networking vendor in the industry to support both OpenFlow (SDN) and existing Layer-2/Layer-3 networking on every switch port in the network, Pica8 alone can offer true future-proofed open networking solutions to its customers, offer unparalleled levels of discrete security policy control, along with improved network analytics and visibility.

With over 1,000 customers in more than 40 countries and counting, Pica8 has already solved some of the world's toughest next-generation access networking problems by deploying networks that are truly open, where customers will always have multiple hardware and software choices available. In short, Pica8 offers the only commercially proven mainstream open networking alternative to proprietary legacy networks.

Headquartered in Palo Alto, California, Pica8 – a late-stage venture-backed startup – also has operations in Asia (engineering and support) and Europe (support). This, along with Pica8's global Tier 1 support agreement with Dell EMC, allows the company to offer world-class 24x7x365 technical support to its entire \customer base.

Pica8 Software Inc.

1032 Elwell Court, Suite105, Palo Alto, CA. 94303 USA