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NETWORKING INDUSTRY NEWSLETTER

Avoid Year Long Equipment Delays

Enterprise customers are being saddled with record length lead times for new equipment due to the industry-wide silicon shortage. While many are altering their plans or modifying their equipment strategies, Pica8 and **Edgecore** are offering a comprehensive open networking solution that can be a cost-effective alternative for any organization looking to expand their infrastructure portfolio today.



**Hardware Shortage?
Take Open Networking Relief
Avoid Year Long Delays**

[Click here to read the official announcement.](#)

[To register for more information from Pica8 and Edgecore, click this link.](#)

Open Networking Software Alternative To Cisco DNA Center And Catalyst Switches For Enterprise Campus Networks

We have recently published a new case study describing the roll out details of a **Top 10 Systems Integrator** that successfully displaced a Cisco network with Pica8. A combination of Pica8 software including Pica8's **AmpCon Network Controller** and **PicOS Software Switches** deployed on hardware from **Dell** was able to displace **Cisco DNA Center** and **Cisco Catalyst 9000 Chassis**. The upgrade not only was able to integrate with an existing Cisco network, but by using white box switches in a spine-leaf array, expanding to easily accommodate future growth needs is a simple matter of plug-and-play capacity as necessary. This solution easily checks all the boxes for network planners: Reduction in CapEx, reduction in OpEx, easily scalable and industrially robust.



[Download the complete case study here.](#)

Publicly Traded Telecom Provider Displaces Cisco With Pica8

In 2017 a top 3 telecom provider with a heavy retail presence (*more than 4,000 stores in the U.S.*) made a business decision that has been delivering solid dividends ever since: It started replacing thousands of **Cisco Catalyst** switches in its stores with Pica8's **PicOS Software Switches** on



hardware from **Edgecore**, all centrally managed with automation using our **AmpCon Network Controller**. Read about the ongoing success in a blog post by Pica8 **Chief Operating Officer Niraj Jain**, and learn how a Pica8 solution is able to bring the benefits of an open networking methodology to market.

[Read the case study here.](#)

Are You A Cumulus Linux User Looking To Stay On Broadcom?

Cumulus Linux and **Broadcom** parted ways after **NVIDIA** acquired Cumulus. Pica8 joined **STORDIS'** **#Back2Open** program to help Cumulus Linux users migrate to our PicOS Software Switches and AmpCon Network Controller for automated network management.

[Cumulus Linux users, for more information click this link.](#)



From SDXCentral Editor Nancy Liu:

“Cisco’s Campus Switch Dominance Threatened.”

sdxccentral®

In her article from August 22, Liu covers the changing nature of the campus switching market and external market forces. Cisco is lagging at a time when competitors like **Arista** and **Juniper** continue to invest into technologies and acquire companies that can complete their technology story with products for SD-WAN, security, switches and wireless.

Analyst group **Dell’Oro** increased its market forecast for the 2021 switch market slightly, but added the firm does not expect the market to hit pre-pandemic levels until 2022.

"An increasing number of IoT devices need the latest version of switches, such as the higher-priced power over Ethernet (PoE)-compatible switches, that support new features to accommodate automation, analytics, and security functions. (**Sameh Boujelbene**, analyst for **Dell'Oro**) forecasts that the PoE ports will compose nearly half of total campus-switch ports by 2025."



"Even though some switches are not old enough to be replaced, companies are being forced to refresh or upgrade them sooner than expected, she said, adding that the digitalization transformation accelerated the pace of the upgrade cycle on campus switches, which drives the market revenue. 'That's a major reason why the pandemic's ... upside [impact] is offsetting the downside,' Boujelbene said."

Is this a case of a market leader getting lax in their pole position?

[Click here to read the entire story.](#)

Cisco Catalyst Switches?



You cat be serious.

Pica8: Software Makes Your Net Work



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