BUSINESS OBJECTIVE: LEAVING LEGACY LIMITATIONS TO EMBRACE FUTURE GROWTH

After three decades of purchasing network infrastructure from an industry icon, this global aerospace giant finally tired of the ever-escalating CapEx and OpEx costs associated with the once-innovative legacy network equipment provider it relied on to build out its wide-reaching enterprise network. Two other issues also factored heavily in the decision to move to open networking and effectively disengage with a long-term partner. First, the organic onslaught of mobile, IoT, and cloud services data at the access-edge was overwhelming the legacy three-tier architecture provided by the company's existing vendor. Meeting future growth necessitated a sea change to a more modern architecture. Second, service and support – once nimble, responsive and a source of pride – was now a constant source of irritation as things like simple bug fixes often became an on-going struggle.

By selecting Pica8's disaggregated Linux NOS, PICOS® and the new Pica8 Automation Framework the company was able to select high performance switches from two ODMs of their choice for global second sourcing. The result was a vastly simplified and more reliable network architecture, one without expansion constraints, and at a fraction of the cost of a legacy refresh. Indeed, with Pica8, the aerospace powerhouse now achieves TCO savings in excess of 60%. The bulk of the OpEx reductions derive from higher labor efficiencies in network management and security operations that free up Tier-2 and Tier-3 staff for more leveraged internal development and deployment tasks. And on the CapEx side, for example, a higher density Pica8 white box replacement for a fully configured Cisco 6509 campus chassis switch saves more than $250,000 in list pricing alone while reducing the switch's footprint by 5 RUs.

Select customer PICOS and Pica8 Automation Framework features include:

- Linux NOS, simultaneous L2/L3 plus OpenFlow on every port; full enterprise feature set
- Simple transition to OpenFlow also fits company's existing monitoring and management framework
- Security, threat monitoring and fast reaction control implemented on each network switch
- A simplified, automated process for delivering switch software upgrades to hundreds of campus and edge switches
- Elimination of bandwidth constraining STP from company's access edge network, replaced by MLAG – supported by Pica8's PicaPilot switch orchestration application
- Control of QoS via CrossFlow™
- IGMP, IGMP snooping and DHCP snooping
- Use PICOS to collect syslog, trap and counter entries for security threat event reporting
- Use POE/POE+ with PICOS LLDP to recognize and place VoIP phones and cameras in their VLANs
- Backwards-compatible with all existing legacy network infrastructure

CUSTOMER PROFILE

With over 100,000 employees in virtually every state working out of campuses and/or branch offices, this company produces and services aircraft and provides aviation-centric information services. It also has one of the world's most sophisticated IT organizations. Skilled in operating system, application and cybersecurity software development, its network and security operations management and cloud-based software services are delivered through its information services division. In its production enterprise network, the company has deployed Pica8's PICOS network operating system on open white box switches as replacements for end-of-support OEM switch chassis and switch stacks.

SAMPLE AEROSPACE COMPANY'S PICAPILOT DEPLOYMENT TOPOLOGY

Simplified Pica8 Leaf-Spine Campus Architecture Compressed to Two IP Addresses

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