

ACHIEVING MAXIMUM ROI IN NETWORK VISIBILITY INVESTMENTS

"Niagara Networks assisted us in lowering our operational costs by optimizing network connectivity and enhancing integration of what previously had been a collection of stand-alone in-store gadgets and network fragments. The outcome was remarkably better visibility into the operating status of our vast network architecture"

Core Network Manager

A CASE OF A TIER 1 SERVICE PROVIDER

CASE SUMMARY

In the current competitive and budget-constrained marketplace, service providers are more focused on maximizing the value of their network investments and optimizing their network efficiency. A tier 1 service provider needed a versatile solution to achieve efficient network operations and capitalize on their return on investment (ROI).

After accessing several different vendor solutions, they selected Niagara Networks to answer their network visibility needs and as a result:

- Reduced its costs significantly
- Avoided unnecessary costs
- Reduced footprint through higher port density

BUSINESS CHALLENGE

The tier 1 service provider had an extensive network and application mix that required constant monitoring to maintain maximum uptime and high-quality service delivery.

However, managing the company's large, complex network infrastructure led to an increase in capital expenditures (CAPEX) and operating expenditures (OPEX), as well as reduced network productivity. Furthermore, the company was using a competitor's product and was not satisfied with the cost-per-port price for a large tier 1 rollout.

Therefore, the company required a cost-effective solution to monitor their extensive network infrastructure and ensure everything was working optimally.

NIAGARA NETWORKS' SOLUTION

Using Niagara Networks products, the tier 1 service provider deployed their entire service ops, VoIP and core routing monitoring infrastructure, leading to more efficient network monitoring and management.

Niagara Networks' top-notch products provided fail-safe visibility into the company's infrastructure, ensuring every packet and byte was received efficiently and at a low cost.

As a leader in bypass and packet broker technology, Niagara Networks' solution helped reassure the tier 1 service provider that its network now works optimally and is protected from potential outages.

REAL ROI RESULTS

The tier 1 service provider now uses Niagara Networks' cost-effective products to monitor all of its applications and extensive network infrastructure, guaranteeing users high network availability and reliability.

Most importantly, the company increased its network visibility ROI through three means:

- cost reduction
- cost avoidance
- reduced footprint

It achieved cost reduction by eliminating costs of adding extra monitoring tools, lowering CAPEX costs for TAP ports, and minimizing OPEX costs for monitoring tools and resources.

Secondly, it achieved cost avoidance by eliminating data clutter and the resulting unnecessary costs as well as flawless integration with other robust network equipment.

Lastly, the tier 1 service provider increased its revenue through maintaining maximum network uptime and optimal application performance.

The high density and cost-effective advantage of Niagara products provides a competitive edge to the tier 1 service provider. By cutting down expenses on valuable rack, power, and cooling resources, the company is realizing a true total cost of ownership (TCO) savings and maximized ROI.



About Niagara Networks

Niagara Networks is a Network Visibility industry leader, with emphasis in 1/10/40/100 Gigabit systems including Network TAPs, External Bypass Switches, and Network Packet Brokers that integrate with monitoring systems, inline networking appliances, IPS, UTM, Load Balancing, WAN acceleration, and other mission-critical IT and security appliances. Formerly part of Interface Masters, a Silicon Valley based network solutions company, Niagara Networks recently spun off from Interface Masters to focus on its core competencies, and developed an independent company identity.

Niagara Networks offers the highest port-density systems, the most complete Network Visibility Systems, and the highest quality and feature-rich Bypass Solutions in the market. Niagara's unique and modular designs, innovative next generation Network Visibility technology, including the 100 Gigabit-capable Network Packet Broker, and the ability to tailor systems to exact customer specifications, allow it to lead the industry with high quality, innovative products and exceptional service. For more information, please go to: www.niagaranetworks.com

**NIAGARA NETWORKS IS HERE TO HELP YOU REALIZE THE MAXIMUM ROI FROM YOUR
NETWORK VISIBILITY INVESTMENTS.**

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*"Niagara helped us
increase our revenues
by 33% during the first
quarter of this year. We
would recommend
them to anyone who
wants to increase their
network visibility and
improve their ROI"*

Network Architect