

## Case Study: Tier 1 Service Provider

# Achieving Maximum ROI in Network Visibility Investments

### Case Summary

In the current competitive and budget-constrained marketplace, service providers are increasingly 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 resulting in:

- Significantly reduced costs
- Avoiding 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.



## 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 carrier-grade 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.

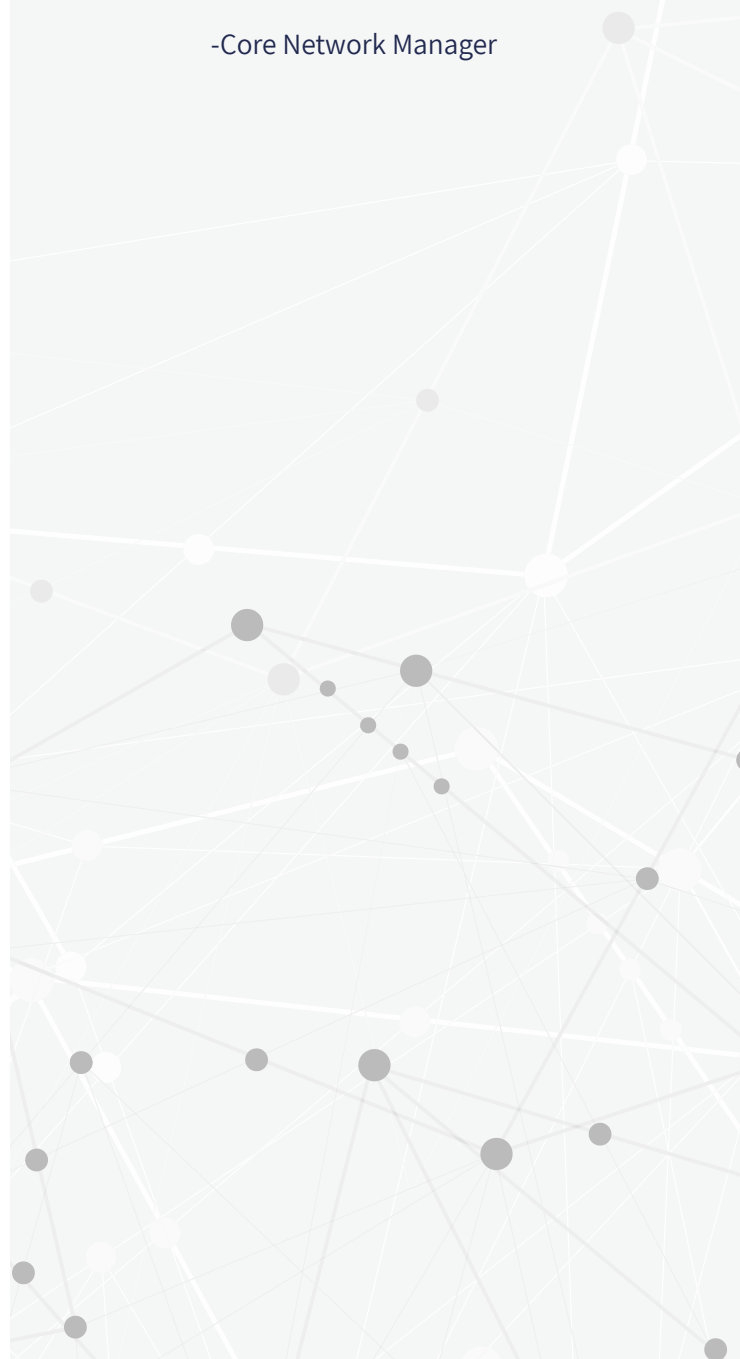
Secondly, it achieved cost avoidance by eliminating data clutter and the resulting unnecessary costs as well as flawless integration with other robust network equipment.

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.

“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



## 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 efficient and supreme network traffic delivery at 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.



“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”

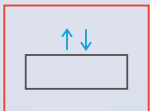
-Network Architect

## About Niagara Networks

Niagara Networks™ is a Silicon Valley based company that pioneer the Open Visibility Platform™ to bring desperately needed agility to network security.

Niagara Networks provides high-performance, high-reliability network visibility and traffic delivery solutions for the world's most demanding service provider and enterprise environments.

We Design, Develop and Manufacture our Products in Silicon Valley, USA.



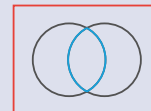
Packet Broker



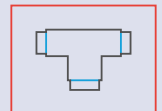
Network Bypass



Visibility  
Orchestration



Open Visibility



Network TAP