

# Use Case | Production and Services

## Network-Automation | Medium-sized production and service companies

### Situation:

In this case, the exemplary company has almost 10,000 employees spread over five locations. The company-wide network infrastructure is based on 650 routers and switches. 400 devices come from hardware manufacturer A and 250 devices from manufacturer B, as the customer took over the existing IT landscape as part of a takeover of a other company. The devices from manufacturer A are now out of date and need to be replaced. In addition, the network should be automated in order to be able to manage the increasing complexity more easily.

The customer hopes that automation will significantly reduce network errors, as these can be business-critical. The migration to a single manufacturer seems inevitable to him. The customer assumes that he will have to replace his devices (from manufacturer A and B) for this purpose, since no manufacturer offers him a comprehensive automation solution. Actually, he would rather avoid dependence on one vendor.

### Offer of the current provider

Vendor A offers both the software for the network automation as well as the replacement of all hardware (including that of vendor B), since the vendor does not offer a vendor-independent automation solution. Although the vendor grants a substantial discount, a high 6-digit amount would still be charged for the hardware alone. The configuration of the new system and the integration of the new devices into the network will be performed by an external certified partner.

The integration time is planned to be 5-6 weeks. Two employees of the customer collaborate during the integration period. In addition there is the training of the employees, for which 10 days are estimated..

### racksnet® solution:

With the racksnet® solution the customer is free to choose his hardware supplier. In order to replace the 400 "old" devices from vendor A, the customer purchases new devices from another vendor who uses Cumulus Open Source Networking as its operating system. If the customer is granted the same discount as above, the hardware costs are only about 40% of the cost of the previous vendor's offer. The integration effort is also considerably lower because, firstly, considerably fewer devices have to be connected and, secondly, the employees do not need any vendor-specific know-how due to the cross-vendor automation templates, not even with regard to Linux. Existing templates can be automatically integrated.

### Conclusion:

The racksnet® solution results in significantly lower investment costs. The integration of the software and the implementation into practice happens faster, because still functioning network devices can be reused. Customers will also be free to choose their own hardware in the future. If desired, they can now even purchase white or brite box switches and easily integrate them into their network using existing standards. In addition, expensive certifications or high training costs are finally no longer necessary, as every trained network expert can manage and configure the corporate network without errors. Ultimately, the customer has a flexible, future-oriented and intelligent IT network.



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