

Case Study: Adify Corporation



DELL Cloud Services

Challenge

Find a routing and security solution to help consolidate network and scale and segment LAN

Solution

Vyatta Open Networking Appliance

Benefits

Simplified installation
Integrated routing and security
Scalability
Cost-effective

"I needed a dependable, feature-rich routing solution, but as a growing business I had to keep a close eye on cost and resources. I don't want to pay for a bunch of unnecessary features, and I don't want to waste limited data center rack space on an underutilized piece of hardware."

Using Vyatta Appliances to Cost-Effectively and Efficiently Manage Network Resources

Adify Inc. is a small but growing company in the online advertising business. Like many small companies, their initial network infrastructure included outsourced services, in their case telephony. As Adify grew, they found a need to move from a hosted VoIP solution to an in-house Asterisk-based VoIP telephony solution. When planning for their new telephone system, they evaluated their current network infrastructure and growth plans and decided that it was necessary to functionally segment their network to manage the new traffic overhead that would be introduced by their VoIP application as well as by additional employees and services.

Their existing infrastructure was built using an edge router and a firewall from proprietary vendors. With the new network being planned, they were forced to reevaluate their existing networking solutions and ran into several issues.

1. Their Cisco PIX Firewall was recently announced as an end-of-life product by Cisco.
2. Their Edgewater router didn't offer the expansion capabilities that were required and therefore wouldn't scale to meet future needs.

Adify researched available routing and firewalling equipment and decided that the costs involved in deploying, supporting, and upgrading proprietary solutions were just too high. Since they were happy with their initial foray into open source with their Asterisk-based phone system, they decided to evaluate open-source networking products as well. That's when Adify's VP of Operations, Charles Stewart, found Vyatta. "The fact that it was open source didn't matter to me. I didn't choose Vyatta to be cool, I just wanted a solution that worked."

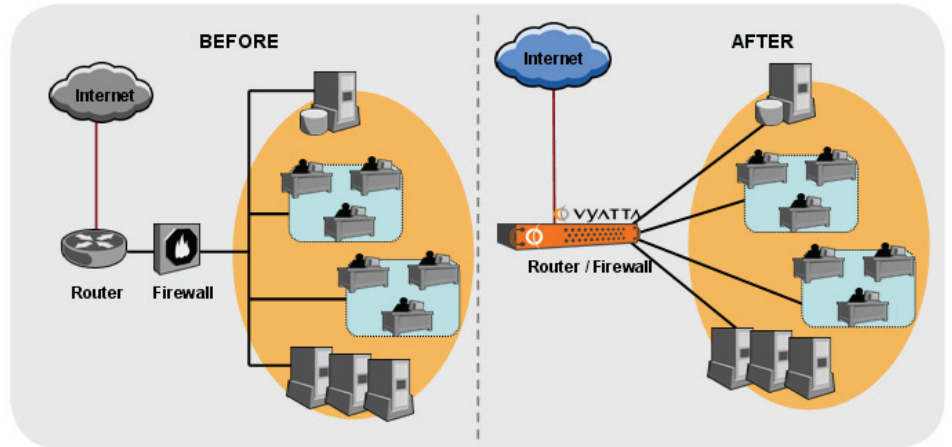
After downloading and testing Vyatta, Adify determined that it offered everything they needed to handle LAN routing and firewalling for their new office infrastructure and their long-term planned growth. For their production network, Stewart decided to purchase the Vyatta appliance: "I liked being able to buy a pre-integrated solution directly from Vyatta—the features and flexibility I need, in a familiar and trustworthy hardware package that I can drop right into my network."

Using a Vyatta appliance, Adify was able to replace their existing router and firewall with a single solution, saving money and consolidating their network. The initial configuration was used to manage traffic flow by isolating VoIP packets from other data packets on the network. Since then, they have also added more functional segments to their network. Also, using Vyatta's ACLs and built-in stateful inspection firewall functionality, they were able to easily replace their PIX firewall. Vyatta's ability to run on standard x86 hardware addressed any concerns about future end-of-life issues and significantly reduced future upgrade costs by simply requiring off-the-shelf hardware and components.



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The Vyatta appliance gave Adify a robust, future-proof routing and firewalling solution for a fraction of the cost of available proprietary solutions. The familiar packaging and management of the Vyatta 850 appliance delivered a complete product that was easily deployed and is already being scaled to address the new users and new services that have been added to the Adify network.

About Vyatta:

Vyatta has reintroduced innovation to the networking industry by leveraging open source technologies and the performance increases of x86-based processors. This innovation has allowed Vyatta to create routing and security appliances that scale from the branch office to the service provider edge, use standard x86-based Intel/AMD hardware and components, run in VMWare, Xen and Hyper-V virtual environments and allow users to customize networks. Oh, and all of that can be done for a fraction of the cost of proprietary systems. For more info, visit <http://www.vyatta.com>