

Case Study: Sermonspice



Throughput Requirements of a Colocated Online Business

Sermonspice

Challenge

Find an affordable routing and security solution for high traffic hosted service

Solution

Vyatta Open Networking Software

Benefits

Cost-effective
Simplified installation
Integrated routing and security
Scalability

"We had a prominent local networking company quote us \$6,000-8,000 just to acquire and install a Cisco router. That's not even including support. All said and done, Vyatta cost me just over \$1000, and includes one year support. "

Background

Sermonspice is an online service that delivers streaming videos, dynamic content and other large files to over 50,000 users per month. To guarantee the best customer experience, Sermonspice decided to colocate its servers.

When selecting equipment for its colo infrastructure it was imperative to purchase equipment that would handle its throughput requirements without straining the budget.

Problem

When choosing a router, Sermonspice turned to its colo provider who suggested a Nortel/Tasman solution. But, after testing several units, it became obvious that the Nortel/Tasman router was incapable of handling the throughput required. Sermonspice needed a solution fast, and contacted a systems integrator to order a Cisco router that could handle its throughput needs. When the integrator quoted \$8000 (not including support) for a Cisco router that was capable of handling its load, the Sermonspice team had a difficult decision to make: pay for unnecessary features, functions and hardware in order to get a capable router, or try something new

Solution

Just prior to submitting its order for a Cisco router, Sermonspice was informed that the Vyatta router was out of beta and generally available. Adam Temple, Founder of Sermonspice, immediately downloaded Vyatta and booted it on an old PC. He found that Vyatta had no issue handling routing at line-rate Gigabit speeds and decided to move it to the Sermonspice production environment. Feeling guilty about running a multi-million dollar online business on a discarded PC, Adam decided to purchase a new Dell server to serve as the hardware platform for his new Vyatta router. With a little help from Vyatta support, the move to the new server was completed and Sermonspice was able to build a reliable infrastructure for its service and save more than \$7000.

LONG LIVE VYATTA! - written by Adam Temple of SermonSpice

We initially contacted our colo provider, who suggested a Tasman router for our budget. I went for it immediately since I generally root for the small guy. Unfortunately, after two replacements, the router just couldn't handle our throughput. That's unfortunate since the router was rated for the traffic we were throwing it.

I surveyed the router market and grudgingly decided to follow the well trodden corporate tracks; I had to go Cisco. I was literally making the decision to contract a local company to install our shiny new Cisco router when I found



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that Vyatta was out of beta. Having one failure so loud on my IT management record, I couldn’t afford to implement another lousy router. This is the beauty of Vyatta. I was able to build and test a full fledged Vyatta router, with one year enterprise support for 1/20 the cost of installing its Cisco counterpart.

We simply found an old computer (700 MHz, 512 MB RAM), installed a second NIC card and booted up into the Vyatta live CD. The talented Vyatta support team was able to guide us through the configuration, which wasn’t long at all. Being very excited to see what our \$50 box could handle, we took a trip to our server.

Our website streams videos and large downloads to more than 50,000 users every month. There are also plenty of requests and dynamic content which keeps our servers and connections busy. Assuming there would be little down time, we moved our Ethernet from our old router to our new one. Unfortunately, it didn’t just work. We frantically called Vyatta support who told us to swap the NIC cards. Bingo. A sub-\$100, 1-gigabit router.

After this swift geeky victory, we decided to upgrade our box. It just didn’t seem right to run our multi-million dollar company through such an old computer, though I don’t think it would have mattered. Shopping around led us to a \$700 Dell server. It was painfully easy to move the install and config over and plug the unit in.

We are glad to say in the few months of using Vyatta, support has been perfect, the router hasn’t even thought of crashing, and my company is \$7,000 the richer. You see we had a prominent local networking company quote us \$6,000-8,000 just

to acquire and install a Cisco router. That’s not even including support. All said and done, Vyatta cost me just over \$1000, and includes one year support.

Long live Vyatta!
Adam Temple
Founder
Sermonspice

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>