

## Case Study: SKYBEAM Texas



### SKYBEAM

#### Challenge

Find highly reliable, economical solution for routing at multiple remote tower locations

#### Solution

Vyatta 514 appliance  
Vyatta 2502 appliance

#### Benefits

Highly reliable  
Solid performance  
Cost effective  
Responsive support  
Flexibility to meet current and future requirements

*"Vyatta offers equal or superior performance at a lower price point to Cisco. It has improved the throughput of our network everywhere that we have installed it."*



### Vyatta Delivers Network Reliability and Performance for Wireless Broadband Service Provider

SKYBEAM-Texas, located in Midlothian, Texas, is a service provider offering high-speed broadband services via fixed wireless across four northern Texas counties. Services include Internet access, local and long distance phone, managed WAN and firewall, as well as Web hosting and collocation.

#### Challenge

SKYBEAM-Texas's infrastructure consists of a typical three-tiered network with the core layer at the offices, distribution layer at strategically placed towers, and access layer at the customer premises. The WiMAX-based technology serves customers up to 15 miles, line of sight, from each tower.

The company initially deployed MicroTik routers at tower sites. "They were cheap and easy," says Phil Walsh, General Manager of SKYBEAM-Texas. Within a couple of years, however, the routers no longer delivered the performance needed as the customer base expanded. Reliability issues were also impacting service levels. "We had to reboot the MicroTiks every couple of days or they would stop passing traffic," says Walsh.

The service provider needed a more reliable, high-performance routing solution if it wanted to continue growing and provide the level of service customers demanded. The default solution for tower sites initially appeared to be costly Cisco 2811 routers, which SKYBEAM-Texas had already begun deploying at some of its head-end locations.

#### Solution

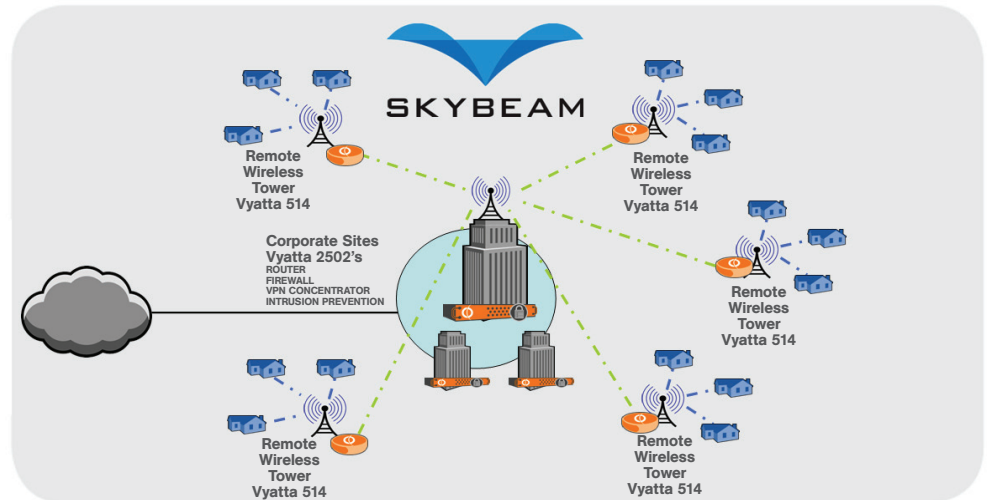
For some time, however, Kris Kenyon, Director of Information Technology at SKYBEAM-Texas, had been watching the market for open networking solutions and came across Vyatta. "Kris approached me several times to evaluate it," recalls Walsh. "Finally, one day, a Vyatta appliance showed up and Kris insisted that we put it in a tower. We did, and I was quite impressed with how well it worked and how it integrated with other devices, including Cisco."

Following the successful trial, SKYBEAM-Texas replaced all of its MicroTik routers with Vyatta 514 appliances at tower sites. The small form-factor Vyatta 514 appliance integrates Vyatta's award-winning open-source routing and security software with high-performance, low-cost hardware that SKYBEAM-Texas uses to route traffic from remote tower locations using the Open Shortest Path First (OSPF) routing protocol.

After standardizing their customer-facing network on the Vyatta 514 appliance, SKYBEAM-Texas turned to Vyatta to address routing and security needs at other points in their network. When faced with building a corporate VPN for secure interoffice communications, SKYBEAM-Texas chose to deploy several Vyatta 2502 appliances for their scalable firewalls and VPN capabilities.

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### Benefits

Vyatta has enabled SKYBEAM-Texas to build a reliable, high-performance network. In nearly a year of operation, the Vyatta appliances have performed perfectly. "We've never had an issue with the Vyattas going down. As long as the power has been up, Vyatta has been up," says Walsh. "And it has improved the throughput of our network everywhere that we have installed it."

Vyatta has also proved to be an economical solution. "Vyatta offers equal or superior performance at a lower price point to Cisco," says Walsh who is quick to add, "While the price point was a plus, frankly that wasn't a driver for us as much as the performance and stability of Vyatta."

Just as important as reliability and performance is support. "The couple of times I've needed help, Vyatta was very responsive," says Kenyon. "Although I purchased email-only support, they have actually gotten on the phone with me and done a web-conference session to go in and look at a box. They go above and beyond my expectations."

Walsh is also pleased that Vyatta listens. "They are very receptive to customer input. That's a really important thing to see in a company. Overall, Vyatta has proven that it can deliver reliability,

performance, flexibility, and scalability at a fair price to meet our needs today and well into the future."

### About Vyatta

Vyatta builds commercially supported, open-source networking solutions that provide an alternative to over-priced, inflexible products from proprietary vendors. Vyatta customers know that Vyatta's open routing and security software gives them a level of control unavailable from proprietary solutions. Vyatta customers are thought leaders who recognize the benefits of flexible deployment options—x86 hardware, blade servers, virtualization—of freedom to integrate applications of their choice, and of the economic and performance advantages of commodity hardware and components. For more info, visit <http://www.vyatta.com>.