Case Study:
Network Infrastructure Design and Implementation

Online higher education provider selects Juniper Networks to Displace existing Cisco infrastructure:

A large Online Education provider needed to replace an aging infrastructure in their headquarters and a few regional offices. Atrion was engages in the project from initial design, proof of concept, hardware procurement, and implementation.

The Challenge:

The company maintains a large 24x7 network and was tasked with replacing their entire infrastructure. The previous architecture was based on outdated switch technology throughout the environment. As the company questioned the current switch vendor's future direction, they were interested in exploring alternatives for their network design. Atrion proposed a comprehensive design for the company and provided equipment for a Proof of Concept, ensuring that there would be a seamless integration with minimal downtime. The new switch infrastructure (two datacenters and a number of closets) would have to interoperate with the existing infrastructure as the company desired a phased rollout over a period of months.

The Solution:

The company considered upgrades to the existing environment, as well as solutions from Juniper, ultimately choosing to use Juniper.
To fully meet the business challenges and provide the company with the best possible solution, Atrion:

- Provided a Proof of Concent in Atrion's Center of Excellence lab to perform interoperability testing between Juniper and other vendor solutions

- Procured Juniper switched, router, and firewalls and centralized management solutions for a homogenous Juniper network
- Staged the new Juniper switch infrastructure in our Center of Excellence lab environment
- Provided on-site professional services throughout the project, from staging to implementation, including weekend/after-hours cutovers, to accommodate the company's limited scheduled maintenance windows
- Provided an informal knowledge transfer throughout the project to ease the customer's transition to the Juniper (Junos OS) operating system
- Provided ongoing remote post-implementation support services as needed

The Benefits:

By choosing Atrion, this company was able to realize the following benefits:

- The company was able to utilize Atrion's senior engineers to provide Proof of Concept for which the company lacked the expertise
- Atrion was able to handle the entire project from initial design and Proof of Concept, through product procurement to implementation, education, and support, providing the company with one point of contact for the duration of the project.
- The company achieved a high-speed modern network utilizing switch virtural chassis technology for a flexible and highly redundant solution