



ITConsult uses OcNOS™ for MPLS Interconnect solution

Using OcNOS™ with Dell EMC gives ITConsult's customers the innovative and competitive edge

ITConsult provides IT services to mid and high-end customers across Australia. They pride themselves in delivering their clients with a more personalized, responsive type of IT outsourcing which results in a more customer-centric approach.

ITConsult needs to deliver reliable and flexible WAN connectivity to their customers including L2 and L3 connectivity to multiple locations with speeds up to 10Gbps. As ITConsult's business rapidly grew, their existing infrastructure, based on simple L2 and L3 technologies could not easily provide the virtualization needed to support increasing customer's separation within a common infrastructure.

Their business requirement was simple: Provide the equivalent level of service, but go the extra mile to provide lower capital expenditures (CAPEX) and lower operating expenses (OPEX) by using innovative open networking solutions, at higher speeds with increased port density. The challenge for ITConsult was to find a solution which is low cost for their end client that still maintained the high service levels the customer had with their current solution.

ITConsult looked to the market and discovered Dell EMC Open Networking solutions that could provide MPLS L2 and L3 VPN capabilities for a fraction of the cost of a solution compared to traditional network vendors.

Industry Partners Working Together

"Around the world, our customers are telling us that they require flexibility, high degree of scalability and modularity for their networks, but which need to be faster, simpler and more affordable than current solutions. By partnering with Dell EMC, our customers will have a key tool in their toolbox which delivers more than what's expected, keeps them competitive at lower CAPEX and OPEX costs."

Kiyo Oishi, CEO and President
IP Infusion

"Dell is focused at helping its customers to cut through the complexities and challenges of virtualizing their environments with the latest open networking technologies. With OcNOS, we are able to offer a carrier grade open networking choice to our customers while providing them with the support they need to manage the transition and production."

Adnan Bhutta, Director
Global Strategy, Open Networking
Dell EMC

"With OcNOS, we were able to satisfy our customer's need for continuing the performance and service levels they were accustomed to with the added bonus of reduced costs to operate their network."

Stephen Parsonage
Managing Director and Co-Founder
The IT Consultancy Group

Their Selection for the Best Solution

Through ITConsult's partnership with Dell EMC, they were introduced to IP Infusion, a leader in disaggregated networking — specifically for OcNOS™, a network operating system for white box solutions. They selected IP Infusion for its long history in making commercial carrier grade software, which is used by major carriers around the world. OcNOS is the industry's first and only carrier grade open networking solution available which can provide and maintain the existing service levels to their customers, while providing the additional benefits of open networking.

OcNOS, is a modular, multitasking networking operating system which gives network equipment manufacturers and network carriers the tight integration capabilities with commodity hardware they need to develop highly robust, scalable, redundant solutions that can be used in multiple deployment scenarios, and in turn, reduce operational complexity. OcNOS is a full-featured network operating system that includes advanced capabilities, such as extensive switching and routing

protocol support, MPLS (Multiprotocol Label Switching), and SDN. With OcNOS, customers can be assured of seamless transition from traditional networks to open networks with investment protection. Plus, it's based on the widely-deployed and time-tested ZebOS® network platform.

With IP Infusion's OcNOS network operating system, ITConsult was able to provide its customer with an equivalent level of service and also bring the open networking benefits of CAPEX and OPEX savings. Plus, the IP Infusion technology provided the freedom to change the OS without changing the hardware to re-purpose and will save on the need for additional investment over time.

Dell EMC provides the award-winning Ethernet switches with modern, fixed-form factor architectures; a complete data center solution with common acquisition, deployment and operational model from single vendor for server, storage and networking – global distribution and fulfillment; global services and networking expertise including planning, deployment and support services.

About ITConsult

ITConsult designs, implements and supports IT environments for Australia's medium-large organizations through a portfolio of business IT solutions. The company strives to deliver a full spectrum of solutions at the highest level of quality from IT audit, IT assessment and strategy to large scale infrastructure projects and disaster recovery and business continuity solutions. Focusing on people and relationships at our core, ITConsult delivers a more personalized, responsive and efficient type of IT outsourcing, which results in faster response times, more flexibility and higher customer satisfaction. For more information, please visit <http://itconsult.com.au/>



About IP Infusion

IP Infusion, the leader in disaggregated networking solutions, delivers the best network OS for white box and network virtualization. IP Infusion offers network operating systems for both physical and virtual networks to carriers, service providers and enterprises to achieve the disaggregated networking model. With the OcNOS™ and VirNOS™ network operating systems, IP Infusion offers a single, unified physical and virtual software solution to deploy new services quickly at reduced cost and with greater flexibility. Over 300 customers worldwide, including major networking equipment manufacturers, use IP Infusion's respected ZebOS platform to build networks to address the evolving needs of cloud, carrier and mobile networking. IP Infusion is headquartered in Santa Clara, Calif., and is a wholly owned and independently operated subsidiary of ACCESS CO., LTD. Additional information can be found at <http://www.ipinfusion.com>.

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