



*Aricent helps
a leading OEM
reduce Ethernet
Edge Aggregation
Node development
cost by 85%*

Next Generation Ethernet Edge Aggregation Node Development for a Leading OEM

Customer Profile

The customer is a leading supplier of network infrastructure to carriers and service providers across the world. More than one-third of the world's wireless calls are routed through the network equipment supplied by this customer.

The customer was designing a multi service Ethernet Edge and Aggregation platform, for a service provider in North America, that would enable VPN and IPTV services over a packet switched network. This was a critical project for the customer and it planned to extend the solution to other service providers in the future.

Customer Challenges

- Become a first mover in the Ethernet Edge and Aggregation devices market
- Develop a multi-feature solution on a single platform
- Assembling a team of domain experts with the right mix of skills to integrate components from multiple vendors
- Significantly reduce the cost of R&D to improve margins

Solution

- Aricent designed, developed and integrated the software components to develop production ready Ethernet Edge Aggregation devices
- Aricent provided test frameworks to speed-up development and improve product quality

Results

- The customer was able to reduce development cost by 85% as compared to in-house development
- Customer achieved its 'first mover' objective in the the Ethernet Edge Aggregation market
- Aricent's ISS Software IPR and customization capability significantly reduced the risk and cost of the project

Why Aricent?

After evaluating multiple vendors the customer chose Aricent primarily for the following reasons:

- Aricent's proven and ready to use Intelligent Switching Solution (ISS) offered a comprehensive feature-set including Ethernet switching, IP routing, Operations and Management, Quality of Service and Security.
- The redundancy and multi-board system capability of ISS was very critical to build the product for service providers.
- Aricent's extensive experience in co-developing Ethernet Switching solutions using ISS along with its proven expertise in carrier Ethernet control and management software convinced the customer of Aricent's capability to develop best in class solution.

Owing to its strong relationship with the other ecosystem vendors including silicon vendors, third party ISVs and ODMs, Aricent had gained unmatched expertise in developing solutions on the target platform. This ensured significant reduction in the product development costs and risks. Finally, Aricent's proven ability to quickly scale engineering resources to meet stringent budget and development timelines reinforced the customer decision.

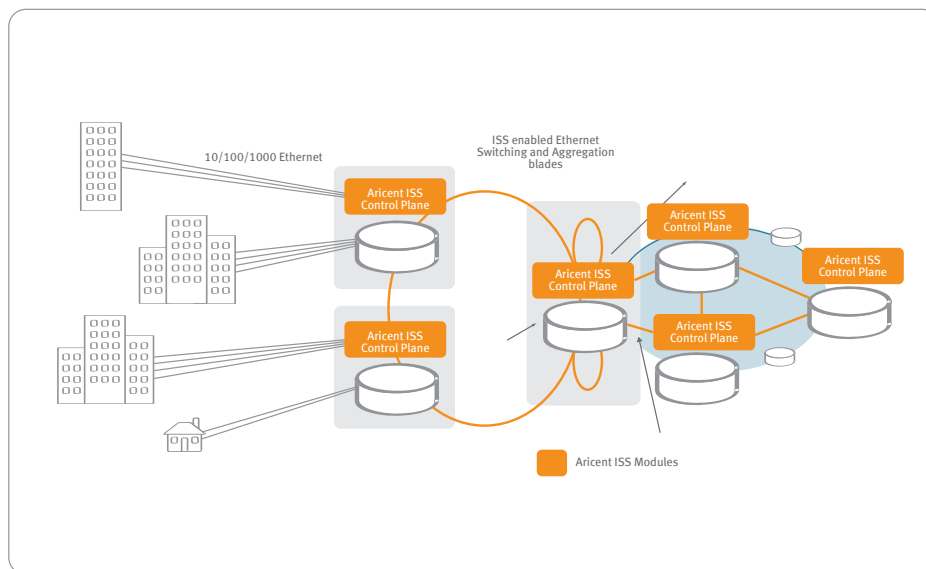
Customer Challenges

The customer was looking to gain the first mover advantage in the multi feature Ethernet Edge Aggregation devices market. It needed a proven software solution for Ethernet control plane to support a variety of features including routing, switching, security and fault tolerance and management. Integrating these features into a single product platform was complex and required expertise across multiple domains. Assembling a team of domain experts in Ethernet switching, security and IPTV technologies was a daunting and expensive task for the customer. Furthermore, the customer was pressed to reduce its R&D costs to develop the product at an attractive price point for service providers.

The complexity for the customer was increased even more as it needed to demonstrate, to service providers, that the services offered on a circuit / leased infrastructure could be easily delivered over a packet network as well, with similar levels of efficiency and quality.

Aricent Solution

Assuming the complete ownership of the entire solution, Aricent designed, developed and integrated different software components of the Ethernet Edge Aggregation node. Additionally, Aricent established a seamless working relationship with two Merchant Silicon companies (Dune Networks and Xelerated) who brought in cutting edge silicon and software drivers. Aricent also provided test frameworks to speed development cycle and improve product quality.



With a deep understanding of the Ethernet switching control and management platform; unmatched expertise in integrating software; and a comprehensive understanding of the Ethernet switching silicon and packet processing, Aricent interacted closely with the end customer (the Service Provider) to understand product requirements and features and developed a compelling solution.

Results

The customer was able to reduce its development cost by 85% as compared to in-house development. Additionally, it was able to reduce management overheads as Aricent assumed the complete ownership of the entire solution, including managing the integration of multiple software components from various third party vendors.

With its highly customizable product and the right mix of engineering resources, Aricent helped the customer to quickly respond to the rapidly evolving requirements, while meeting its 'first mover' objective.

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