

SW Hosting Expands Cloud Services with Juniper Networks MetaFabric Architecture and Professional Services

Summary

Company:

SW Hosting

Industry:

Service Provider

Business Challenge:

- Increase service offering and revenue
- Respond rapidly to changing customer demands
- Reduce time to market for new services
- Simplify network management of its data center infrastructure
- Guarantee business continuity

Technology Solution:

Juniper Networks MetaFabric Architecture, which includes:

- Juniper Networks QFX Series Switches
- Juniper Networks MX Series 3D Universal Edge Routers
- Juniper Networks SRX Series Services Gateways
- Juniper Networks Professional Services

Business Results:

- Improved time-to-market
- High performance and scalability
- Migration to new network environment with minimal downtime

SW Hosting manages several data centers in Spain. Its service portfolio consists of cloud, colocation, and hosting services. It uses proven solutions to provide maximum value and performance to its customers. In recognition of this, the company has been awarded prizes such as “MSP of the Year 2014” by IBM, and “Technological Innovation of the Year” by Ingram Micro.

Business Challenge

In recent years, the market has grown explosively and customers are demanding additional services from their data center infrastructure providers. Although hosting and colocation, combined with a disaster recovery option, are still valuable services today and will continue to be in the future, the focus has shifted to cloud computing, for which there is huge demand from small enterprises to large organizations.

SW Hosting wanted to take advantage of this development by expanding its service portfolio to increase revenue streams. However, over the years, it had introduced different data center infrastructures which complicated the underlying network and its management, making it difficult to respond quickly to changing customer demands and introduce new services. Instead, SW Hosting needed to simplify the management of its data center infrastructure.

“We were looking for a more efficient, more scalable, and higher performing network which would allow us to expand our service portfolio,” explains Xavier Serra Martinez, CEO, SW Hosting. “We wanted to reduce time to market for new services whilst staying ahead of our competitors in speed and latency performance.”

With the ultimate goal clear, SW Hosting performed a thorough market analysis to find a partner who could help the company achieve these objectives in a safe and stable manner.

“Juniper Networks MetaFabric Architecture is the perfect answer to our requirements and will help us become an international leader in the cloud provider space. We are already planning to deploy new data centers in the very near future and are delighted with the Juniper Networks partnership.”

Xavier Serra Martinez, CEO, SW Hosting



Technology Solution

Juniper Networks, offering a complete data center network solution consisting of hardware, software, and Professional Services and providing all the technical expertise to make it work, soon emerged as the leading vendor. SW Hosting decided to base its data center infrastructure on the Juniper Networks® MetaFabric™ Architecture, using QFX Series switches as top-of-rack (ToR) devices, MX Series 3D Universal Edge Routers, and firewall clusters using the SRX Series Services Gateways.

SW Hosting's deployment of MetaFabric Architecture delivers a nonblocking architecture featuring high speed and low-latency performance, coupled with the ability to scale physical ports to quickly increase density in a rapidly growing environment. MetaFabric Architecture delivers the agile and efficient network foundation that today's complex data centers demand, reducing deployment complexity, providing an open and flexible architecture that eliminates vendor lock-in, and implementing network intelligence that improves application performance through analytics and actionable insights. Each QFX Series switch delivers redundant Ethernet and redundant Fibre Channel over Ethernet (FCoE) interfaces, making the data center LAN a single, logical system that is easy to configure, manage, and maintain.

In practical terms, the simplicity of the design reduces the time between receiving a sales order to activating the service for the customer, and this results in higher revenues and greater long-term customer loyalty. The new infrastructure also allows SW Hosting to accelerate new product design initiatives with the network supporting all types of connectivity topologies. Expanding one data center by increasing physical or logical server density, or adding a new data center altogether, is now easy and straightforward.

“Juniper Networks Professional Services helped us with faster solution testing and faster deployment, instilling confidence in us in moving to the new architecture. This confidence was well-founded when we experienced no downtime during the migration to the new environment.”

Narcis Escarpenter, Engineer, SW Hosting

The “north side” (IP edge and gateway) of the MetaFabric Architecture is based in the MX Series 3D Universal Edge Routers, which offer high nonblocking performance, high availability, and dense quality-of-service (QoS) features. MX Series routers also perform peering functionality with Internet providers at each data center, as well as interconnecting different data centers.

Thanks to the intelligent use of MPLS between all data centers, L3VPN, virtual private LAN service (VPLS), and Ethernet VPN (EVPN) services are deployed. This means that SW Hosting can now offer seamless delivery of the same Layer 2/Layer 3 services spanning multiple geographical locations. Security is delivered by a cluster of SRX Series Services Gateways.

“We challenge the idea that high performance data center networks have to be complex, because we believe in something different. We believe in simplicity, we believe in networks that are part of the solution and not part of the problem”

Miguel Barreiros, Consultant, Professional Services Solutions, Juniper Networks

The Juniper Networks Professional Services team was key to this implementation, providing design expertise, specialist knowledge, and real-world experience with similar deployments and migrations. “Juniper Networks Professional Services helped us with faster solution testing and faster deployment, instilling confidence in us in moving to the new architecture,” said Narcis Escarpenter, an engineer at SW Hosting. “This confidence was well-founded when we experienced no downtime during the migration to the new environment.”

The SW Hosting team was involved throughout the process, gathering the knowledge and skills needed to continue moving forward. Additional onsite training ensured that the team was fully prepared to take on management and maintenance of the new network.

Business Results

The new environment provides a secure, low-latency, high-speed, highly available, and highly scalable network with complete disaster recovery integration. These features, combined with a future-proofed network design, enable SW Hosting to realize its expansion plans, both in existing and new data centers. The new MPLS interconnection between the data centers is ready to accommodate customer requirements that span multiple data centers.

“We challenge the idea that high-performance data center networks have to be complex, because we believe in something different,” said Miguel Barreiros, Professional Services consultant, Juniper Networks. “We believe in simplicity, we believe in networks that are part of the solution and not part of the problem.”

The relationship with Juniper Networks Professional Services resulted in a future-proofed design, a smooth migration, and a successful knowledge transfer.

Next Steps

Xavier Serra Martinez concludes: “Juniper Networks MetaFabric Architecture is the perfect answer to our requirements and will help us become an international leader in the cloud provider space. We are already planning to deploy new data centers in the very near future and are delighted with the Juniper Networks partnership.”

The next steps being evaluated by SW Hosting are the Juniper Networks Contrail SDN controller and introduction of the Juniper Networks Firefly product suite, which allows deploying the service of stateful firewalls between hosts in the same hypervisor.

For More Information

To find out more about Juniper Networks products and solutions, please visit www.juniper.net.

About Juniper Networks

Juniper Networks is in the business of network innovation. From devices to data centers, from consumers to cloud providers, Juniper Networks delivers the software, silicon and systems that transform the experience and economics of networking. The company serves customers and partners worldwide. Additional information can be found at www.juniper.net.

Corporate and Sales Headquarters

Juniper Networks, Inc.
1133 Innovation Way
Sunnyvale, CA 94089 USA
Phone: 888.JUNIPER (888.586.4737)
or +1.408.745.2000
Fax: +1.408.745.2100
www.juniper.net

APAC and EMEA Headquarters

Juniper Networks International B.V.
Boeing Avenue 240
1119 PZ Schiphol-Rijk
Amsterdam, The Netherlands
Phone: +31.0.207.125.700
Fax: +31.0.207.125.701

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