

Reducing Data Center Expense and Protecting Investments

Case Study: Reducing CAPEX and Cutting Inventory Requirements in Half

Summary

Customer
- New York State

Challenges
- Data center consolidation
- Complexity and cost of buying and stocking transceivers for multiple platforms

Solution
- Switching away from OEM optics to reduce CAPEX spend for the build out

Result
- More than a 50% savings on transceiver CAPEX
- Reduce inventory requirements in half by utilizing Integra's Smart Coder

Equipment Used
- Integra Ethernet Transceivers
- Integra's Fiber Channel Optics
- Integra's Smart Coder

Data Center Consolidation

Consolidating data centers is no small feat, and often comes with a high price tag. Complexity concerns and the cost of buying and inventorying transceivers for multiple platforms are two significant considerations.

New York State, provides IT services to all branches of government including data center, Internet, ethernet, and private IP MPLS network services over their own statewide fiber network. They were looking to consolidate their many disparate data centers into a single footprint accessed through this network.

They recently built a new 30,000 square foot data center to merge the multiple data centers that had been autonomously built and operated by various agencies. Their goal was to obtain better control of the IT environment and drive savings through economies of scale. They were juggling multiple vendor platforms, and needed to keep costs down to invest in technological advancements elsewhere. The answer was clear; moving away from OEM optics to Integra would provide the required savings and flexibility, without sacrificing reliability.

The Switch: OEM to Third Party

Until now, New York State was traditionally using Cisco switching, routing, computing and collaboration solutions that represented the vast majority of technology deployed throughout the State.

To maximize ROI on the equipment required for the new data center, they were originally looking to expand their technology to Cisco, Arista and HPE. In doing so, they would need to purchase and inventory optics for each platform to ensure compatibility within the network. This costly expenditure would limit investment elsewhere.

The State was also experiencing long lead times for the transceiver portion of their BOM when working with the OEM's, which proved to be challenging as they were working around a tight schedule to complete the consolidation.

Reducing CAPEX Spend

After conducting a technology review, the State decided to proceed with Arista switches, along with their legacy Cisco equipment.

Needing a way to minimize the transceiver cost overlap they would face in supporting both solutions, they decided to look at third-party optics to reduce their CAPEX spend. The savings would allow them to invest in advanced switching technologies.

The State tested Integra's transceivers in both Arista and Cisco switching platforms, as well as in the Cisco Fiber Channel SAN switches.

Integra's transceivers worked flawlessly across both platforms for 1G, 10G, 40G and 100G Ethernet, as well as the Cisco 16BG FC MDS platform for both SR and LR.

They also utilized Integra's Smart Coder to recode optics between the brands, which allowed them to reduce sparing inventory and significantly reduce their upfront CAPEX even further.



Saving Money and Advancing Tech

As a result of switching to Integra's optics, New York State saved more than 50% transceiver CAPEX, and reduced the transceiver portion of their overall BOM.

The State was also able to buy more advanced technology with the savings they realized, cut their inventory requirements in half, and add recoding flexibility with Integra's Smart Coder.

They continued to expand their use of Integra's optics outside of their data center consolidation, which has allowed them to find and solve similar inefficiencies in other areas of their network.