

## Replace an aging, costly network infrastructure with a high-performing and easier-to-maintain alternative



### The customer's challenge

Santa Cruz County had an aging Cisco network infrastructure that was costly to support. The county wanted more modern network technology that would provide better performance with a lower total cost of ownership. At the same time, state and county spending cuts challenged Santa Cruz County to maintain the current technology with a shrinking budget.

Santa Cruz's aging network infrastructure solution had an estimated lifecycle of two years. This added on costly services that were required to support the solution. Bottlenecks at gigabit bandwidth led to performance problems for Santa Cruz County, and due to the cost of the solution and maintenance services, the county couldn't afford any redundancy or failover.

### How DataEndure helped

DataEndure recommended replacing the Cisco network infrastructure with Brocade. The new Brocade solution would reduce capital and maintenance costs while delivering higher performance. Brocade switches integrate with the Cisco network, so the county was able to conduct the upgrade incrementally, helping to deliver better performance while staying within the limited budget.

Pleased with the performance of the new solution, Santa Cruz County then planned to replace 50 Cisco Edge switches and two core switches with Brocade. "Brocade made it affordable for us to go from a gigabit to a 10-gigabit network," said Tammy Weigl, Data Center Manager at Santa Cruz County. "We're migrating now, and have already seen one of our biggest bottlenecks clear up. The time for our 45-terabyte full backup has been reduced by about one-third, saving us a day."

### CHALLENGE

Replace an aging network solution that required expensive maintenance with an affordable and higher-performing alternative on a tight budget.

### APPROACH

Deploy Brocade network solutions to reduce the initial cost, as well as the annual maintenance cost, and clear up bottlenecks in the process.

### BENEFITS

- Reduction in annual maintenance costs
- Weekly contact from the DataEndure team
- Moving from a 1-gigabit network to a 10-gigabit network
- Made redundancy and failover affordable

## How did the customer benefit?

After making the switch to Brocade, Santa Cruz County was able to meet their network goals while still staying within budget. Since they could upgrade their network incrementally, the performance increased, but costs were contained. Santa Cruz County experienced 60% lower annual maintenance costs, and the bottlenecks that were holding them up disappeared. Due to the affordability of the solution, Santa Cruz County was also able to afford redundancy and failover for switches, making them more resilient.

Service and support also made a major difference. "DataEndure touches base with us every week," Weigl explained. "Brocade, once a month. The Cisco rep lives in our county, but I heard from him once in five years. And Brocade sent pre-sales engineers to help us for two days and make sure our users were comfortable—we never got that from Cisco."



60% lower annual maintenance costs and 20% lower initial costs



Increased bandwidth from 1 gigabit to 10 gigabits



Increased resilience with redundancy and failover for switches



Weekly check-ins from DataEndure

## Why Santa Cruz County went with DataEndure and Brocade

This figure shows the side-by-side comparison between Santa Cruz County's original solution and their new Brocade solution. Aside from lower costs, the county was able to increase resilience and performance and received frequent check-ins from both DataEndure and Brocade.

	Cisco	Brocade
<b>Initial cost</b>		20% lower
<b>Annual maintenance cost</b>		60% lower
<b>Estimated length of lifecycle</b>	As short as two years	"At least four years longer than what we saw with Cisco"
<b>Performance</b>	Bottlenecks at gigabit bandwidth, 10-gigabit upgrade not affordable	Made 10-gigabit network affordable, with bottlenecks disappearing as migration progresses
<b>Redundancy</b>	Could not afford	Made redundancy and failover affordable for switches, enhancing resilience
<b>Frequency of contact from account team</b>	Once in five years	Weekly from DataEndure and monthly from Brocade

## How can you experience the same benefits?

If you're interested in what DataEndure can do for you, give us a call at **1-800-969-4268** and see how our relationships with the right vendors and knowledge of cutting-edge technology can help you meet your goals and more.

DataEndure helps companies build digital resilience so that their critical information assets are protected and available to the right people, at the right time. We take a holistic approach in architecting and delivering a data management and protection strategy designed to simplify enterprise environments and accomplish specific customer goals.

