

Asian Service Provider Chooses APCON Saves Over \$600,000 on Network Monitoring Tool Costs



Case Study

A leading national telecommunications provider in Asia relies on APCON for a unified monitoring solution as it extends its Internet Protocol (IP) Network to meet customer demand in Data Services. Through its three principal business groups – fixed line, wireless, and information & communication technology – this company offers the largest and most diversified range of telecommunications services across an extensive fiber optic backbone, along with fixed line, cellular and satellite networks. APCON allowed this service provider to connect multiple data centers in a single intelligent data traffic management system, saving over \$600,000 in monitoring tool purchases.

- **APCON enterprise-class network monitoring switches provide the 10G Ethernet port density required for telecommunications infrastructure monitoring, along with data management features and centralized switch management**
- **New telecom services require increased data traffic monitoring with a variety of tools in several locations**
- **Solution requires network monitoring switches with high port density, packet aggregation, filtering, and data rate conversion**
- **Customer realized cost savings of over 50% by reducing required tool inventory and maintenance**

Challenge

As part of its IP Network expansion, which included support for data services to business, media streaming and other similar services, the company identified the following capabilities as critical:

- IP Network Monitoring
- Traffic Classification and Analysis
- IP Network Data Collection

The tools selected to achieve these goals included a selection of passive TAP devices, NetScout nGenius monitors, NetScout Infinistream network probes, and an IP traffic collector. Collectively, these tools provide IP Detail Record Server (IPDRS) information for traffic classification, real-time monitoring, proactive problem detection, and post-event forensic packet analysis through a fraud management system (FMS).

The APCON Solution

The company asked for proposals to implement a network monitoring system with filtering, data rate conversion, scheduling, and full line rate switching between the production network and the monitoring devices.

Additionally, the monitoring system required a suitable port density for the size of the project, the ability to manage the switches from a central point and scalability and room to grow the network in the future.

APCON met these requirements by proposing a system based on its INTELLAPATCH® Series 3000 switch chassis, populated with INTELLAFLEX packet aggregator blades.

After the proof of concept phase, the company chose APCON for its combination of packet aggregation, data rate conversion, and filtering capabilities, along with superior 10G port density, reliability, scalability, and the centralized management features provided by APCON's unique TITAN EP software package.

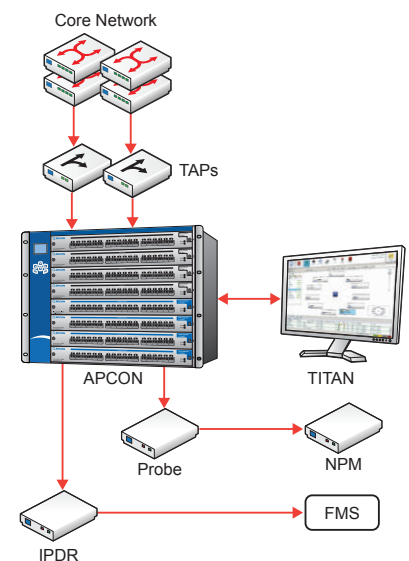


Figure 1: Individual Site Network Monitoring Design, with Connection to the TITAN Server.



ABOUT APCON

APCON develops innovative, scalable technology solutions to enhance network monitoring, support IT traffic analysis, and streamline IT network management and security. APCON is the industry leader for state-of-the-art IT data aggregation, filtering, and network switching products, as well as leading-edge management-software support. Organizations in over 50 countries depend on APCON network infrastructure solutions. Customers include Global Fortune 500 companies, banks and financial services institutions, telecommunication service providers, government and military, and computer equipment manufacturers.

Contact Us

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To achieve the desired monitoring visibility throughout their network at the central exchange data center and several satellite data centers around the metro area, the company purchased several INTELLAPATCH Series 3000 chassis, along with a selection of INTELLAFLEX and INTELLAPATCH 10G blades to populate the switches. APCON's TITAN EP™ software was overlaid to provide a single point of control for all APCON switches at the various network locations.

Results

At each network location, the passive TAP devices on the primary network links feed data into the INTELLAPATCH switch populated with INTELLAFLEX blades. Data streams from the TAPs are aggregated in the APCON switch and then multicast in a many-to-many configuration to the NetScout Infinistream probe and IP Detail Record Server. The NetScout probe then feeds data to the Network Performance Monitor (NPM), while the IP Detail Record server feeds the Fraud Management System. The APCON INTELLAPATCH switches are remotely controlled from the central exchange offices using TITAN EP, minimizing the need for personnel to enter the network site. The Network Performance Monitor also displays to the same screens.

This implementation allowed the company to reduce its planned purchases of many duplicated tools from \$1.25 Million to \$620,000, along with further savings in maintenance contracts and staff time.

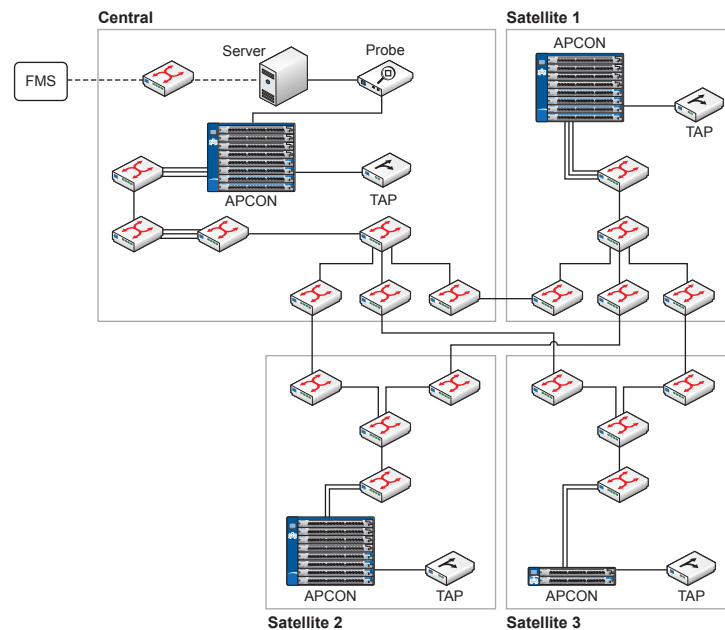


Figure 2: Multi-Site Network Monitoring Design. APCON Switches at Each Satellite Office Feed Data Back to the Central Data Center.

This installation covers the core network for the capital city in which this company operates. At this time, all APCON chassis in multiple sites are operational, monitoring the production network. The company plans future expansion of this same design into more cities over the next several years, as well as similar installations in several subsidiaries and related enterprises in the same nation.