

BROCHURE

4 Reasons ISPs are Shifting to Open Networking

ISPs are facing significant challenges expanding their networks, particularly ones in rural areas backed by the RDOF and BEAD programs. Your ISP can now benefit from the same technology that tier 1 carriers like AT&T and Verizon have already been utilizing for years. Below are some common reasons why many ISPs move from the monolithic traditional networking approach to a modern Open Networking model to help mitigate some of these challenges.

01 Better Hardware Availability

Ongoing component shortages have significantly impacted the production and delivery of many products, with traditional networking products being particularly affected. With lead times of up to a year or longer for traditional platforms, organizations are turning to white box platform vendors with off-the-shelf merchant silicon, which have better availability.

02 Lower TCO

Traditional networking equipment is expensive, and the cost of maintaining and upgrading the equipment can add up over time. By adopting an open networking model, organizations may be able to reduce CapEx and OpEx by using less expensive white box hardware and software from disparate vendors without sacrificing functionality or performance.

03 More Flexibility & Control

Open networking gives organizations more control over their networks, as they are not locked into a single vendor's proprietary hardware, software, and component solution. Proprietary networking solutions can limit an organization's ability to customize its network to its unique needs, which can reduce its competitive edge.

04 Faster Innovation & a Future-Proof Network

Disaggregated networking is a new approach to networking that allows organizations to independently upgrade or replace hardware and software components. This enables them to take advantage of new technologies and innovations without replacing their entire network infrastructure, protecting their network investment against technological obsolescence for years. Additionally, disaggregated networking platforms are more cost-effective, can be deployed more quickly with automation, and use innovative fanless designs.

Addressing Open Network Challenges

Open networking offers a number of significant benefits, but it can be challenging to implement without proper guidance. Some of these challenges are based on misconceptions, while others are real and should be carefully considered. That is why we recommend partnering with our team of experts who have real-world experience implementing open networking solutions in a wide variety of use cases and industries, including **data center operators**, **service providers**, and **enterprise clients**. We can help you navigate the complexities of open networking and avoid the pitfalls. We will work with you to develop a customized plan that meets your specific needs and ensures that your open networking deployment is successful and meets your unique business needs.

Top 4 Open Networking Challenges

01 Complexity

Without proper guidance, open networking can be more complex to deploy and manage than traditional networking solutions. This is because it uses multiple open-source technologies and standards, which can be difficult to integrate and manage. For example, an open networking solution may use a variety of different hardware components, each with its own operating system and management interface. It is recommended to work with a partner who has experience integrating open networking solutions.

02 Fragmentation

There can be a lack of standardization in the open networking space, which can lead to fragmentation. This means that there are many different open networking solutions available, each with its own set of features and capabilities. This can make it difficult for network operators to choose the right solution for their needs and to ensure that disparate solutions are interoperable. Hardware Nation can help you navigate the fragmented open networking landscape and choose the right holistic solution for your unique needs. We have a deep understanding of the open networking space, and we can help you find the solution that best meets your requirements. We can also ensure that your new solution is interoperable with your existing tech stack.

03 Migration Process

Migrating to an open networking solution can be a complex and demanding process. It requires operators to replace or add to an existing network infrastructure with new open networking equipment and software. This can impact network performance and availability. Our team has years of open networking experience and deep expertise in data center infrastructure, connectivity, cybersecurity, and cloud solutions across diverse industries. We will work with you every step of the way to ensure a smooth and successful migration and to ensure that your network is secure, high-performing, and meets your business needs.

04 Support & Warranty

One of the most common questions when a customer is considering an open networking model is about warranty and support. We understand this concern, as you need to be confident that you will receive timely and competent support should you experience an issue with your mission-critical infrastructure. The open networking industry has matured, and vendors now offer the same world-class level of support as traditional vendors, with a variety of options to meet your unique needs.

Challenges Unique to ISPs

ISPs are facing significant challenges in expanding its networks due to the impact of inflation on rural build plans, particularly those backed by the Rural Digital Opportunity Fund (RDOF) and Broadband Equity, Access, and Deployment (BEAD) Program. Rising labor, materials, and fuel costs have caused build estimates to skyrocket, making it increasingly difficult for operators to secure project financing. This has led to concerns about defaults on their obligations, with some industry insiders calling for the U.S. government to extend broadband loan programs to assist RDOF winners. One way that ISPs have been able to mitigate some of these challenges is by adopting an open networking model, which can significantly cut costs without compromising the quality and features provided by traditional networking vendors, enabling ISPs to build more cost-effective and flexible networks.

Why Hardware Nation for Open Networking?

Open Networking can be a game changer for your organization, but realizing its full value requires a trusted partner. Our team of experts offer vendor-neutral guidance and assess whether open networking is appropriate for your organization's unique needs. We have deep partnerships with industry-leading open networking vendors, and our prior real-world experience implementing these solutions enables us to identify the best solutions based on prior use cases. We guide customers through every stage of the implementation process, from discovery to consultation, roadmap creation, adoption, implementation, and management. Our experts, with their diverse backgrounds in networking, security, cloud, and other key areas, help determine the most effective approach to implementing an open networking solution, bridging the gap between emerging and legacy technologies.

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