



# **CORPORATE**

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# OVERVIEW

*Making Infrastructure Connectivity Simple Again.*

## The Value of a Real-Time Infrastructure

RTI has three value propositions, expressed as business goals: **reduced costs**—achieved by better and more efficient resource usage and by reduced system-management (labor) costs; **improved service levels**—achieved by dynamic adjustments or tuning of IT services; and **increased agility**—achieved by rapid provisioning of new services or resources and scaling of established services.<sup>1</sup>

*-Gartner Analyst Discussion  
Gartner Press Release*

## The Value of a Virtual Infrastructure Layer:

IT organizations of all sizes are looking for ways to do more with less and to do more with what they already have. By leveraging a virtual infrastructure layer to maximize available IT resources including hardware, software, networks and people, IT organizations can address the error prone, manual, and time consuming tasks associated with managing the underlying physical infrastructure including adds, moves, and changes—and other physical cabling operations—required to support a virtualized data center environment in a cost-effective and secure manner.

*-Greg Schulz  
Founder and Senior Analyst,  
The Storage IO Group*

## The Value of Implementing a Virtual Infrastructure Layer:

Our disaster recovery business demands rapid reconfigurations. Doing this process manually takes approximately 12 hours. With the use of OnPATH Technologies' solutions, this task can be accomplished in less than an hour.

*Data Center Manager  
Fortune 100 Company*

## Get to Know OnPATH Technologies

The OnPATH Technologies company name may be new, but our physical layer connectivity solutions have a long history of success. The team at OnPATH consists of the same people who have engineered, manufactured and supported physical layer switch products with companies such as Telenex, General Signal Networks, INRANGE, CNT, & McDATA. With over 1,000,000 ports of LAN, MAN, SAN, and WAN connectivity installed globally, OnPATH's physical layer switching products have been at the heart of over 30% of North American Fortune 100 companies, plus many large government network operations, for over 20 years!

Known for creating visionary technology that provides the physical layer backbone connectivity required to support complex network infrastructures, the team at OnPATH is continuing their track record of automation excellence by virtualizing the physical infrastructure layer of current- and next-generation network deployments.

Today, OnPATH's solutions provide a Virtual Infrastructure Layer (VIL) that automates, simplifies, secures and solidifies the physical interconnection of LAN, MAN, SAN, and WAN equipment. Quite simply, implementing a VIL based network enables our customers to cable the physical layer just once—so they never have to go under the floor tiles again. Our control system software automates and virtualizes management of the network infrastructure and equipment—on-site or remotely—locally or globally.

Virtualizing the physical infrastructure layer enables our customers to:

### *Attain data center agility*

Automatically handle moves, adds and changes of equipment to meet business objectives—efficiently and effectively—without having to be on-site.

### *Realize a real-time infrastructure (RTI)*

Achieve reduced operating costs; reconfigure environments dynamically for faster and easier testing and disaster response; and rapid provisioning.

### *Implement power & cooling initiatives with ease*

Increase energy efficiency through shared resources, less equipment, less bulk, and better airflow.

### *Reduce costs through operational efficiencies*

Monitor, test, and reconfigure physical infrastructure with a click of the mouse and reduce downtime by quickly identifying, isolating and resolving path or circuit problems with system and circuit alarms.

### *Consolidate resources*

Attain increased cost savings through secure departmental sharing and/or the consolidation of resources—locally or globally.

### *Enhance performance*

Delivers a protocol agnostic, ultra-high bandwidth, low-latency network interconnect, that allows networks to quickly scale up and reconfigure without disrupting network operations.

Plus, our solutions are proven to meet the stringent requirements of enterprise organizations and government entities with complex, dynamic, and mission-critical network environments with uptime requirements in excess of 99.999%.

## Driving Performance through Virtualized Connectivity

For data center managers, virtualization isn't a new concept. Many are already using virtualization solutions for provisioning, managing and monitoring applications, servers, network equipment and storage. Many others operate under the risky assumption that they simply don't need switching technology at the physical layer.

By virtualizing the infrastructure layer and associated networks, OnPATH's solutions can help provide unlimited connectivity, bandwidth and fault tolerance. As the demand on the network infrastructure grows and evolves, reconfiguration of the physical layer can be handled—virtually—to accommodate required service levels.

With OnPATH Technologies solutions, our customers realize reduced costs, increased efficiency and system agility that seamlessly brings them into their next generation of network deployments—without having to replace any of their existing infrastructure.

Constantly changing business and environmental factors demand that today's IT infrastructures be increasingly dynamic, nimble and scalable. OnPATH Technologies solutions allow our customers to achieve truly agile networks that can turn-on-a-dime and be truly performance driven. For OnPATH Technologies, virtualizing the infrastructure layer isn't just something we talk about. It's what we've been delivering to customers for more than 20 years to provide them with the ability to:

- Monitor, test, and reconfigure physical infrastructure with a click of the mouse
- Execute moves, adds and changes instantly and reliably
- Reduce downtime by quickly isolating and resolving path or circuit problems with system and circuit alarms
- Lower operational costs through efficient resource utilization
- Isolate and resolve problems quickly through end-to-end network path management
- Support current and future technologies through a wide range of LAN, MAN, SAN, and WAN interfaces
- Deliver enterprise-class RAS (Reliability, Availability & Serviceability) with redundant connection paths; automatic rerouting; hot-swappable, redundant components; automated fail-over and advanced diagnostics
- Reduce requirements for patching equipment, thanks to OnPATH Technologies' unique non-blocking architecture
- Provide multiple levels of robust security

## Virtual Infrastructure Layers in Action

### **Disaster Recovery Testing: Meeting Tough Compliance Challenges**

Contingency plans for disaster recovery have gone from IT wishlists to corporate and federal mandates. Today, organizations are looking for solutions that not only meet these tough compliance requirements, but are also simple to implement.

One such example is a large retail organization who needed to facilitate adds, moves and changes in its production and disaster recovery sites. Corporate and federal mandates for disaster recovery require monthly testing and rapid recovery of connectivity. Previously, this organization couldn't meet DR testing mandates because of the time and expense required for manual redirection of connectivity.

*Thanks to utilizing a solution from OnPATH, the IT department now supports instantaneous redirection of connectivity—and can more efficiently and effectively meet corporate mandates for DR testing.*

### **Daily Production: Meeting a Global Connectivity Challenge**

Organizations with multi-site operations located nationally or internationally are challenged by the logistics and costs of meeting service-level guarantees and ensuring the necessary resources are available to reconfigure and provision their server, storage and network assets located at different geographic locations. Without the luxury of teams of trained personnel available 24/7 at each location, these organizations look for ways to minimize costs and the need for on-site maintenance. An armed forces division with 13 geographically dispersed sites demonstrated this. They needed to automate operations and management associated with more than 2,000 network paths.



IT personnel were required to travel to remote sites to test and troubleshoot these many connections. Failure was not an option, costs were high and efficiency was low.

*OnPATH Technologies switching platforms provide the ability to remotely monitor, test, troubleshoot and reconfigure network paths—eliminating the need to travel to distant sites and other operational inefficiencies.*

### **Test Lab: Reducing Personnel-Hours and Increasing Efficiency**

Manually configuring and reconfiguring LAN, MAN, SAN, and WAN networks can be costly, time consuming, and potentially produces errors leading to expensive delays. Organizations seek automated solutions whenever possible to realize decreased costs, faster time to market, and increase efficiencies.

A multi-billion-dollar technology company was looking for such a solution. It needed the ability to rapidly connect and test multiple IP and SAN configurations in its testing labs. The hours associated with this process were hurting the company's time to market, placing a burden on the staff and posing the threat of damage to equipment.

*By installing an OnPATH solution in its testing lab, the company was able to automate the reconfiguration process. Doing so has reduced an 80-hour manual process to one that takes mere seconds. As a result, staff no longer need worry about manual cable management—and can instead concentrate on more important initiatives.*

## Let's Connect

If you have a data center or test lab, OnPATH can help you drive measurable improvement. Contact an OnPATH sales representative today at 609.518.4100 or visit our web site at [www.onpathtech.com](http://www.onpathtech.com) to learn more.

## **OnPATH Technologies**

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