



InterOptic

By Advantage Optics

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◆ CASE STUDY:

HOW TEXAS A&M MAINTAINED NETWORK THROUGHPUT & RELIABILITY WHILE CUTTING COSTS

Texas A&M's Engineering Extension managed to reduce spend on cable infrastructure without sacrificing throughput by finding a third-party supplier that was truly brand equivalent.

CLIENT: Texas A&M University

LOCATION: College Station, TX

DATE: November 2019

BACKGROUND: RELIABILITY IS THE FIRST PRIORITY

For Texas A&M University, performance and reliability requirements are stringent: equipment has to operate at a high level for students, professors, researchers, and administrators to do their work and studies every day.

Because of these requirements, it's hard for network architects to recommend equipment from anyone other than a pre-approved OEM vendor. The general assumption is that the potential risk of reduced performance outweighs any potential benefits, including cost savings.

So for the most part, Texas A&M stuck to Cisco equipment. While never the most cost-effective option, it consistently met the school's quality requirements. However, network architects saw an opportunity to operate in a more cost-efficient way and set about seeking alternatives.

CHALLENGE: PREVIOUS THIRD-PARTY CABLE QUALITY PROVED INSUFFICIENT

We first came into contact with Texas A&M when we met representatives of the Engineering Extension (TEEX) at a conference.

They mentioned that TEEX was implementing site-to-site replication, which required 10 Gbps speeds. While Cisco cables consistently met these speed requirements, the network



architects had been looking for ways to improve cost efficiency by using third-party cables. Unfortunately, none of the third-party equipment they'd tried provided 10 Gbps throughput; instead, the non-OEM equipment would only operate up to 1 Gbps when tested.

In other words, the non-OEM equipment didn't meet the school's stringent quality standards. Prior to our company engagement, their team believed they had no choice but to purchase the expensive Cisco gear.

We thought it would be worth offering some sample devices to see if our cables might meet their throughput needs. The engineers agreed to try - they had nothing to lose.



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SOLUTION: INTEROPTIC DIRECT-ATTACH CABLES

After trying our cables, the TEEX team discovered they worked perfectly. In fact, our cables were the only non-OEM products that met the university's needs. This is the difference between being "brand compatible" and truly brand equivalent: our products not only work with equipment from a variety of OEM brands, they also consistently deliver equivalent performance.

OUTCOME: RELIABLE 10G BACKUP, LOWER COSTS

TEEX is now using InterOptic cables for its site-to-site replication. With InterOptic gear, the backup infrastructure achieves reliable 10 Gbps - providing the throughput that the university requires - while enjoying **significant cost savings**. Now, because the Engineering Extension is saving on networking equipment, it has more room in its budget for other projects, such as implementing additional security protocols.

IMPROVING PERFORMANCE AND RELIABILITY FOR YOUR APPLICATIONS

If you're interested in improving reliability or achieving higher speeds - and you're working on a lean budget - let us know. We'd be happy to help you figure out whether our networking equipment could help you improve performance while keeping expenses under control.

Reach out to Sales@interoptic.com.

"WE TESTED INTEROPTIC'S CISCO-COMPATIBLE CABLES AND THEY PERFORMED EVERY BIT AS GOOD AS, AND IN SOME CASES, BETTER THAN, SEVERAL VENDOR-BRANDED CABLES."

JOHN K. MES

Systems Administrator III at Texas A&M Engineering Extension Service

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