

Case Study

Data Center Solution

FS Offers Future-proof Solution by Replacing Cumulus with PicOS®

FS helps a network and data center upgrade provider to replace Cumulus with PicOS® on their switches, which offers a simplified management and configuration for their datacenter and future-proof network upgrade.



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Country

 United States

Industry

 ISP

Network Type

 Service Provider Data Centers

Solutions

 Internet Data Center

Highlights

- Provides PicOS® eliminating single-supplier dependency on critical networking infrastructure to deliver a more resilient, programmable, and scalable networking operating system (NOS) at a lower TCO.
- Ampcon™ management platform offers client Zero Touch Provisioning (ZTP), deployment, configuration and lifecycle management to improve client network flexibility and productivity.
- Support CrossFlow™ dual control plane technology which provides software-defined networking (SDN) capabilities, boosting network security by providing dynamic control of traffic on both ingress and egress at a granular level.

Key States

- PicOS® saves 35% to 40% of costs for clients.
- AmpCon™ platform saves over 70% management time.
- Supports remote deployment and scalability for 1000s of PicOS® switches after the network upgrading.

Overview

The client has been the fastest growing network and data center upgrade provider in North America and beyond. Recently, they have faced the challenge of expiring Cumulus switch support contracts and are in urgent need of a solution to replace Cumulus based on the existing network equipment to ensure stable and efficient network operation without being constrained by hardware and protocols, thereby guaranteeing that the data center remains unaffected.

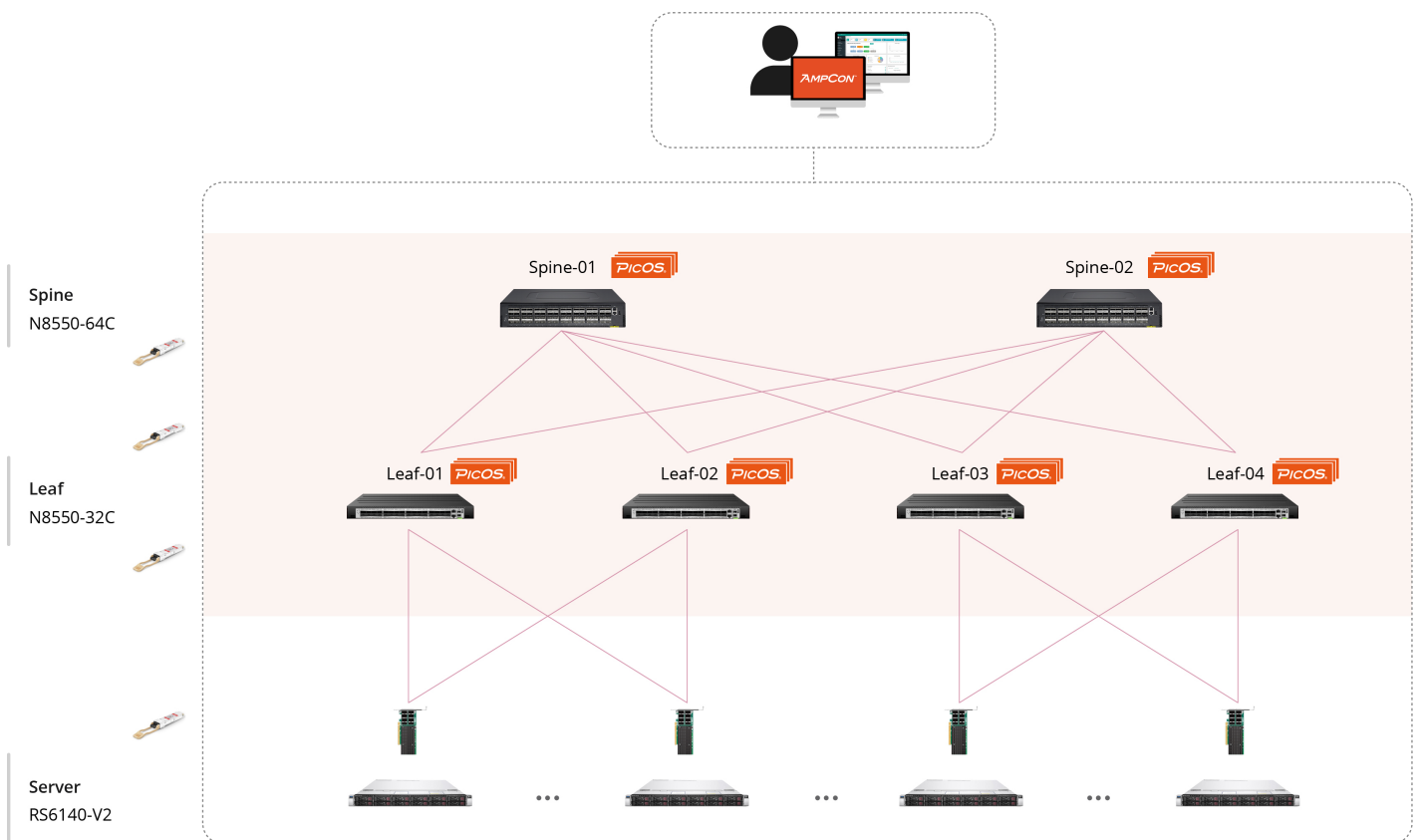
Challenges

The client's existing Cumulus switches will soon lose support. Lack of support and updates for the equipment may lead to serious downtime risks, which will affect the client's access speed and service quality to external software projects. If the client continues to use the switch solution from the current supplier, it will not only be expensive, but also too complicated to manage. They urgently needs to find a solution that meets the current budget and needs to help complete the network upgrade.

Solutions

FS helped the client test and set up PicOS® switches based on the client's existing configuration, in accordance with the client's requirement to maintain its spine-and-leaf architecture. Through initial demonstrations, the client was shown how the AmpCon™ management platform can achieve zero-touch configuration. The client highly recognized the rolling back configurations and updates, and the CLI commands are highly consistent with the commands that the client is accustomed to. After three weeks of rigorous POC testing, the client reached a deal on the PicOS® solution provided by FS. During this period, FS conducted an initial assessment of the client's current network infrastructure,

including hardware, software, and operational requirements. A detailed migration plan was developed, outlining the steps, timelines, and resources required to transition from Cumulus to PicOS®. Extensive technical support was provided, including a dedicated support team to assist in the migration process. Detailed documentation was provided, including installation guides, configuration manuals, and troubleshooting resources. Training courses and seminars were also provided for the client's IT staff to familiarize them with the features, management tools, and best practices of PicOS®. Access to online training materials, webinars, and certification programs was provided. Through FS's efforts, the customer successfully upgraded the network and improved performance, ensuring network security.



Results

FS solutions provide a user-friendly management interface and comprehensive network management tools to simplify operations and reduce the learning curve of customer IT personnel, perform a seamless migration process, and minimize downtime, including step-by-step guidance, automated migration tools, and rollback plans when problems arise. And continue to coordinate closely with the customer's IT team to ensure a smooth transition. By switching to PicOS® with active development and support, customers can benefit from performance optimization and reliability improvements, which is critical to maintaining efficient network operations.

PicOS® combined with AmpCon™ technology provides customers with an integrated management solution, simplifies the network operation and maintenance process, and improves management and configuration efficiency by more than 70%. With PicOS® actively supported by the vendor, you can ensure that you can get technical support, regular updates and security patches to ensure that network security and stability are not affected.



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