MYRIAD360

STEADFAST MAKES PREMIUM DATA CENTER SERVICES AFFORDABLE WITH JUNIPER AND MYRIAD360

steadfast
Always there.

Steadfast, a leading data center services company in the Midwest, was started by 14-year-old Karl Zimmerman in 1998. Fast forward to today: Zimmerman is CEO, and Steadfast offers highly flexible cloud services, dedicated and colocation hosting, and disaster recovery, remotely securing and maintaining enterprises' IT infrastructure—at reasonable rates. Steadfast has been ranked on the Inc. 5000 list of the fastest-growing private companies multiple times.

Company: Steadfast

Partner: Juniper Networks

Vertical: Web Services

Business Challenge: Deliver premium cloud, data center, and disaster recovery services at reasonable rates

Technology Solution:
- MX480 3D Universal Edge Router
- EX9208, EX3300, and EX2200
- Ethernet Switches
- SRX100, SRX220, and SRX240 Services Gateways

Business Results:
- Able to offer premium data center services at reasonable rates
- Data center optimized for high- performance, latency-sensitive services like trading, voice, and gaming
- Carrier-class network reliability delivers on 100 percent uptime guarantee

JUNIPER
NETWORKS®

www.juniper.net

Business Challenge

Eight years ago, Steadfast used Juniper Networks® M20 and M5 Multiservice Edge Routers in its first server-as-a-service offering. As Steadfast grew, it needed to scale up. What was required was a router platform that would deliver them top performance, carrier- class reliability, and high port density, but stay within its budget.

"At the port density we needed, Juniper was prohibitive," recalls Kevin Stange, chief technology officer at Steadfast. Steadfast searched for a router platform that would deliver the density and performance it needed—and that fit its budget. Over the next four years, Steadfast tried different core routers from two leading vendors, but time and again, unpredictable network performance, congestion, and slow recovery times impacted business.

As their business grew to support more customers with unforgiving applications like trading, gaming, and voice, Steadfast was faced with a decision to upgrade its routers and hope the reliability issues would be resolved, or it could change platforms again.

"Myriad360 has industry expertise in the service provider market and a deep bench of engineering resources. We understand what our clients need and can help companies like Steadfast grow their business and differentiate from the competition."

— **Rob Schleider,** Account Director, Myriad360

Selection Criteria

Steadfast consulted with Myriad360, a Juniper Elite technology advisor and supplier, Juniper's East Region Partner of the Year for 2014. Myriad360's technical pre-sales team has extensive knowledge of all the offerings available in the market. In this case, Steadfast's business requirements perfectly matched Juniper's solution.

"We jumped at the chance to have Juniper. For about the same price as upgrading our existing routers, we could buy brand-new MX480s. We have been very happy ever since."

— **Kevin Stange,** CTO, Steadfast

For about the cost of upgrading all their existing routers, Steadfast could buy Juniper Networks MX480 3D Universal Edge Router. These SDN-ready MX Series 3D Universal Edge Routers would deliver the high performance, reliability, and scalability; provide high- density, scalable 10GbE, 40GbE, and 100GbE; and deliver the legacy connectivity that Steadfast needed.

"When we looked again, Juniper had come down in price and was a better value," says Stange. "We jumped at the chance to have Juniper. For about the same price as upgrading our existing routers, we could buy brand-new MX480s. We have been very happy ever since."

Business Results

"Reliability has been the biggest benefit of Juniper," says Stange. "Juniper is solid." A high-performance, high-density Juniper network has enabled Steadfast to expand its data center services and meet its 100-percent uptime guarantee. Fueled by the market demand, Steadfast is expanding its managed security service based on SRX Series gateways.

Running Juniper Networks Junos® operating system has simplified network operations and improved the reliability, performance, and security of Steadfast's applications and services. With automated network operations, the team now spends less time on manual configuration and more time on strategic projects.

"Using all Juniper in our New Jersey data center has made the network much more efficient and coherent, because Junos OS works the same on every platform from the big core routers to the little EX3300 and EX2200 switches," says

Stange. "Junos OS much easier and more flexible, providing protection against mistakes and transactional changes with the rollback capabilities."

Next Steps

Businesses ranging from Chicago's Lincoln Park Zoo to the e-mail delivery provider SendGrid rely on Steadfast for data center services. With Juniper and Myriad360, Steadfast can continue to deliver on its "Always There" brand promise, providing premium data center services at reasonable prices to businesses large and small.ues would be resolved, or it could change platforms again.

For More Information

To find out more about Myriad360 products and solutions, please visit www.myriad360.com.

About Myriad360

Myriad360 is a widely recognized supplier of best-of-breed networking, data storage, cloud, wireless, VoIP, and security hardware. With over 10,000 global accounts and nation-wide distribution facilities, Myriad360 serves Fortune 500, Big Data, Healthcare, Government, and Financial Services outfits as a full- service, one-stop resource. Myriad offers a broad spectrum of solutions capabilities and elite partner-ships. Myriad360 has been on the Inc. 5000 list 7 years in a row and has been on the Crain's "Best Places to Work" list 4 years in a row.

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About Juniper Networks

Juniper Networks is in the business of network innovation. From devices to data centers, from consumers to cloud providers, Juniper Networks delivers the software, silicon and systems that transform the experience and economics of networking. The company serves customers and partners worldwide.

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