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Aviat Networks

Pursuing Better Time to Market with Tail-f

About Aviat Networks

Aviat Networks, headquartered in Santa Clara, California, provides microwave radio solutions to businesses in the public and private sector, enabling them to utilize increasingly popular gigabit data services to supplement traditional wire and fiber connections under challenging conditions. Its intelligent routing and radio solutions provide always-on connectivity to entities such as emergency responders and telecom providers, ensuring the best level of service for businesses and end users.

The Search for Next-Generation Application Management

As networks become more complex and more control is given to the software that runs on network hardware, communication providers are looking for solutions with more granular capability. Aviat is currently developing the next generation of microwave routers that not only meet the needs of today's communications, but also future-proof networking needs by supporting the ongoing adoption of software-defined networking (SDN) and network programmability. To speed its delivery of new solutions and incorporate more intelligent, open standards-based interfaces, Aviat set a goal to find a vendor with proven, mature technology for managing the applications built into future appliances. As part of the selection process, Aviat evaluated several vendors in an effort to find the most cost-effective solution that would accelerate development and time to market.

The Solution: Tail-f Technology

As Aviat researched network programmability and management solutions, they sought a solution that would provide them with the building blocks for best-in-breed communication hardware, prioritizing the protocol stack and

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— Matthew Hansen, Director of Product Line Management at Aviat Networks

the management interface. After a proof-of-concept period to ensure that the protocol stack could be correctly integrated into their hardware, they made the decision to work with a vendor incorporating Tail-f technology, specifically ConfD. Not only was the Tail-f solution the most cost-effective option for Aviat, but it also required less reconfiguration than incorporating a different management solution.

ConfD met a key selection criteria by helping speed up development and ultimately decreasing time to market for Aviat solutions.

Developing with Tail-f

Aviat has just launched their first product variant with the Tail-f solution including its NETCONF interface and are already seeing concrete results from the market. "We've managed to develop a complex product in a short period of time, delivering a high level of functionality for our Customers while using the latest industry yang models" says Matthew Hansen, Director of Product Line Management at Aviat Networks. Aviat also anticipates providing customers with a next-generation SDN interface that can be more easily integrated into their networks. "Our experience has been very good with Tail-f providing excellent support to solve any issues we were having quickly," Hansen notes. Aviat is on track for a more rapid time to market for their products as a result of using ConfD from Tail-f than was previously possible, with a positive overall financial impact on the company.

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