

Technology Partner Case Study | Xirrus

Xirrus is the leading provider of high-performance wireless networks. Proven with over 4,000 customers worldwide, Xirrus' Array-based solutions perform under the most demanding circumstances with wired-like reliability and superior security.



Challenge

Xirrus, a well-established provider of high-performance Wi-Fi solutions that are unique in the market, recognized the need to add application awareness to its product portfolio. With enterprise users becoming increasingly dependent on wireless as their primary method of network access, the need to more closely manage wireless usage has become apparent. Tracking and engineering wireless network bandwidth to meet business requirements was an increasingly important consideration. As Bring Your Own Device (BYOD) initiatives take hold, the requirement to ensure critical business applications are prioritized over recreational needs becomes paramount.

Adding application intelligence to the product line, while well within the reach of Xirrus engineers, was not a core competence. An internal development would be distracting to the company's focus on their revolutionary hardware and management software.

Said Bruce Miller, Vice President of Product Marketing from Xirrus, "The Xirrus value is best expressed through our unique, high performance Array architecture, together with best-in-class management and RF planning tools. We could have developed application signatures ourselves, but were well aware of the time to market and resource requirements to do so. So, a partnership in this arena was the best way to go."

Solution

As the Xirrus team evaluated a number of potential next-generation DPI solutions, several critical requirements emerged:

Xirrus Requirement	NAVL Capabilities
Performance. A like-minded focus on high performance consistent with core values was over-arching.	Supports multi-core scaling and implements a low memory footprint ensuring the highest performance in the category.
Signature Coverage. A complete inventory of application recognition signatures, along with a flexible architecture for evolving and including new applications as needed.	Implements the broadest array of signatures in the business with over 10 years experience in developing, perfecting and publishing new application signatures quickly. NAVL is deployed in thousands of sites and has been extensively tested across a variety of applications.
Integration Ease. The ability to easily integrate a lightweight engine on all platforms. This included installed base, as well as new hardware form factors.	Recognized as having market-leading simplicity. The commitment to ease-of-implementation further cuts time to market and development risk.
Accuracy. A commitment to precision that customers expect and rely on for application classification was extremely important. There is little room for error or ambiguity from a customer perspective.	Relies on the uncompromising accuracy and quality required to satisfy the most demanding security and monitoring applications where perfection defines the standard of effort. Vigilance toward this end is a critical success factor and requires ongoing diligence.

Summary

Area of Business:

High Performance Wi-Fi Solutions

Challenge:

Enable application recognition and control directly at the network edge in the company's performance-leading Wi-Fi solutions.

Solution:

Procera's Network Application Visibility Library (NAVL) added next-generation Deep Packet Inspection (DPI) technology to the Xirrus high performance Wi-Fi portfolio. The implementation in ArrayOS, the company's flagship operating system, significantly reduced engineering resources enable application intelligence and accelerate time to market.

Results:

- Differentiated offering in the Wi-Fi market
- Greater depth of DPI functionality
- Enabled distributed DPI at network edge
- Reduced development time and resources
- Accelerated time to market
- Mitigated execution risk
- Value add offering to installed base
- Increased addressable market

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—Jack Horner, Xirrus Vice President of Software Development

Through the evaluation period, key differentiators surfaced that influenced the Xirrus team. NAVL exceeded the core performance requirements for Xirrus, whose products are based on multi-core Cavium processor design. With this most pressing requirement addressed, the team looked at accuracy and ease-of-implementation. NAVL distinguished itself in satisfying these key requirements over competitive offers and proved to be significant advantages.

As Jack Horner, Xirrus Vice President of Software Development, said, "NAVL distinguished itself from a performance perspective, which is a key component of our products. The support team, documentation and software proved to be very easy for our engineers to acclimate. It was impressive and we feel very comfortable that the Procera culture matches that which we look for in a partnership of this nature. The relationship is one of shared values and outlook and that makes it both productive and special."

Results

The Xirrus team selected NAVL as their next generation DPI solution after an extensive and thorough evaluation. This decision shortened the development cycle and allowed the company to deploy in six months a solution that represented nearly 80 man-years of effort. The new product offering further enhances Xirrus's market position as a technological leader in the growing Wi-Fi space.

Mr. Miller said after the launch, "Customers and prospects have responded very positively to the application visibility and control they now have with NAVL added to our products. Application intelligence is a fundamental requirement for optimizing the performance of Wi-Fi. BYOD typically drives 3-4 times or more the usage of Wi-Fi networks, necessitating a different approach to how these networks are designed and operated. With our NAVL implementation, our customers are well positioned to manage the growth of their wireless deployments without the brute force addition of more equipment being the only option. Xirrus has the most complete solution in the industry to address this pain point."

About Procera Networks

A leader in Deep Packet Inspection technology, Procera Networks delivers real-time, application classification solutions to Enterprise Gateway and Telecommunications vendors globally. Network Application Visibility Library (NAVL), a real-time, Layer-7 classification engine, is designed exclusively for integration into third party platforms and enables Procera Networks to provide its partners with next-generation application-aware networking solutions.

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