



Case Study

Network Upgrade

Faster Connectivity and Streamlined Management

Client: Ohio National Financial Services

Ohio National Financial Services is a mutual insurance holding company with more than 1,000 employees headquartered in Cincinnati. Ohio National markets a variety of insurance and financial products including life insurance, annuities, and broker/dealer services.

Challenge	CBTS solution	Results
<ul style="list-style-type: none"> Client switches nearing end of life. Needs newer, more reliable switching architecture. 	<ul style="list-style-type: none"> Cisco datacenter solution, migrating client to next-generation Nexus switches. 	<ul style="list-style-type: none"> Network speeds increased to support 10 Gb and meet expected data traffic.
<ul style="list-style-type: none"> Client needs improved network reliability, greater data center redundancy, and increased network capacity. 	<ul style="list-style-type: none"> Single point of management to enable the company's network to grow on demand. 	<ul style="list-style-type: none"> Eliminated network downtime through improved redundancy, greater internal IT efficiency.

Challenge

The company needed to replace 10-year old switches nearing end of life with newer, more reliable switching architecture to manage its critical insurance and financial services operations. Client's goal was to improve network reliability, enable greater data center redundancy, and increase network capacity to handle anticipated future growth. Client's business goals included doubling the size of the business in five years.

CBTS solution

CBTS has knowledge and experience with Ohio National's existing network, and was engaged to help client implement this upgrade and identify/mitigate complications throughout the project. CBTS recommended a Cisco data center solution, which entailed migrating Ohio National to next-generation Nexus switches. This solution streamlined administration with fewer management points, and allowed faster 10 Gb Ethernet to handle increased network traffic. The solution allowed fabric scale, with singlepoint of management to enable the company's network to grow on demand.

Hardware/Services Included

CBTS designed the Nexus platform to replace the current switching infrastructure. Services included project management, installation and knowledge transfer. Hardware included:

- Cisco Nexus 7000 Series Switches.
- Cisco Nexus 5000 Series Switches.
- Cisco Nexus 2000 Series Switches.
- Cisco Nexus 2248 Fabric Extenders.
- Cisco Nexus 2232 Fabric Extenders.
- Cisco ASA Adaptive Security Appliances.
- Cisco Prime LAN Management Solution 4.2.

Employees Deployed on the Project

CBTS deployed a highly experienced, Cisco-certified senior network engineer to implement the Nexus platform and complete the entire installation. A project manager kept the project on schedule and ensured the installation met Ohio National's expectations.

Results

The network upgrade increased Ohio National's network speeds to support 10 Gb and meet expected data traffic as a result of client's aggressive growth goals. Client also eliminated network downtime through improved redundancy, enabling its IT staff to perform maintenance and upgrades without impacting network operations.

Finally, enabling high-speed backup connections for frequent backups and snapshots aided in improving disaster recovery.

Client Satisfaction

"Having a business partner like CBTS minimized the impact of the overall effort. CBTS knows our management, our data center, staff, and more importantly our culture. There were tasks that had to be completed on weekends during late evening hours. CBTS understood this and had resources on site with us. My four network engineers all had Nexus training, but having a CBTS resource on site with hands-on experience provided a level of comfort with the project that was needed. The network engineer transferred his knowledge to the team as they tackled the implementation and when he was not available on-site, he conversed with the team by phone to make sure they had a rock solid implementation plan and was aware of potential issues and how to navigate them. That's a great partner, and without CBTS, this project would not have run so smoothly. It is very important that your vendor partner understands your timelines and deadlines, understands that unplanned downtime is not an option, and is willing to help you meet those business expectations. CBTS did that for us."

- William J. McCaster II, Assistant VP, IS Services Information Systems at Ohio National

