Eastwind Networks offers an increasingly important solution: network visibility and breach analytics. As the number of network incidents continues to rise due to an expanded attack surface from hybrid environments, Eastwind customers rely on the company’s Breach Analytics Cloud™ platform to stop potentially devastating intrusions from becoming reality.

As demand for its services continued to grow, however, Eastwind needed to find new technology to support that growth. “We’re a small company, and we wanted to grow quickly and bring our solutions to market faster,” says Paul Kraus, the founder and CEO of Eastwind Networks. “We needed to find the right technology partner to assist us.” The organization also sought to quickly bring a new, smaller version of its Eastwind Sensor solution to market. “We wanted to find a fast, powerful, flexible platform for both data centers and branch office locations,” says Neil Terry, the CTO of Eastwind Networks. “That solution needed to have numerous configurable components — from network interfaces to memory and CPU.”

To meet its needs, Eastwind chose to partner with Dell EMC OEM Solutions, a global provider of hardware, manufacturing, distribution, configuration and deployment. “We have a long history of using Dell EMC data center technologies, so we already had confidence in Dell EMC,” says Kraus. “And we knew Dell EMC OEM Solutions would help us quickly and cost-effectively deliver our solutions.”

Dell EMC OEM Solutions manufactures and configures Eastwind Sensor rack-mounted analytical data solutions at customer sites based on Dell EMC PowerEdge R230 and R630 rack servers, powered by Intel® Xeon® processors. “The Dell EMC PowerEdge R630 is great for our customers with fast 10-Gig networks. It provides the high memory and CPU power we need to extract analytical data from sensors,” says Terry. Eastwind also relies on Dell EMC PowerEdge R530 rack servers in its data center to power its Breach Analytics Cloud. In addition, the company uses Dell EMC PowerVault MD3800i storage arrays for customer analytical data.

Dell EMC OEM Solutions also works with Eastwind to configure and deploy set-top sensor analytics appliances based on Dell Wyse 7040 thin clients with Intel Core™ processors. “The Dell Wyse solution brings together a small form factor, dual ports and a powerful CPU in one package, which is exactly what we needed,” says Terry.
BUSINESS BENEFITS

• Accelerating time-to-market for new solutions
Eastwind Networks is expediting time-to-market for its new smaller analytics solution by partnering with Dell EMC OEM. “We have been able to quickly bring a new, compact version of our Eastwind Sensor to customers by working with Dell EMC OEM Solutions,” says Kraus. “Dell EMC OEM gives us end-to-end capabilities, from initial solution design to manufacturing, deployment and support, so we can scale on demand to meet our customers’ needs. And if an organization comes to us needing us to deploy our solution on a tight timeline, we just need to make a phone call to our Dell EMC OEM contacts, and we can get the hardware we need right away.”

• Cutting costs by 40 percent
The company has been able to significantly cut operational costs. “We realize major cost efficiencies on new technology by working with Dell EMC OEM,” says Terry. “For example, we just purchased a massive amount of new storage capacity, and we saved 40 percent by participating in the Dell EMC OEM program. Working with Dell EMC OEM, we don’t have to go find parts for our solutions and build those solutions ourselves. We can just order everything, and it comes packaged and ready for our customers. That’s huge for a small company like ours that is trying to maximize the capital we have.”

• Taking advantage of flexibility and strong support
Eastwind Networks also gains flexibility from working with Dell EMC OEM. “We have a much more flexible and longer support horizon with Dell EMC OEM, which means we aren’t forced into accepting hardware or software changes imposed on us by a manufacturer,” says Kraus. “We can separate the hardware maturation cycle from our software development cycle, which is a major benefit for us, because we can’t afford to change firmware or upgrade components outside our release cadences.”

In addition, the company is benefiting from using Dell EMC ProSupport on all its technologies. “If we have a hard-drive problem, for instance, we get a new one the next day because of Dell EMC ProSupport,” says Terry. “That means we can get a customer up and running again that quickly, which makes us seem like a larger company than we really are. And that’s actually one of the key benefits of working with Dell EMC OEM. Overall, we see a continuous degree of innovation coming from Dell EMC OEM, and we are very excited to expand this partnership as our company keeps growing.”