

# Steadfast Makes Premium Data Center Services Affordable with Juniper and Myriad Supply

## Summary

### Company:

Steadfast

### Partner:

Myriad Supply

### 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

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.<sup>1</sup>

## Business Challenge

Nearly a decade 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 top performance, carrier-class reliability, and high port density, but stay within its budget.

"At the port density we needed, Juniper was cost-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 several 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 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.

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**Rob Schleider**, account director, Myriad Supply

<sup>1</sup>Steadfast blog, 2013 <http://www.steadfast.net/blog/index.php/news/steadfast-ranks-on-inc-5000>

## Selection Criteria

Steadfast consulted with Myriad Supply, a Juniper Elite technology advisor and supplier, and Juniper's East Region Partner of the Year for 2014. Myriad Supply'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.

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Kevin Stange, CTO, Steadfast

For about the cost of upgrading its 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."

## Technology Solution

Steadfast deployed MX480 routers in its Chicago and New Jersey data centers. Each data center has a high-performance, fully redundant network that is optimized for latency-sensitive applications. Having a redundant core protects against the risks of internal congestion due to distributed denial of service (DDoS) attacks. The network is fully meshed, running OSPF on the internal network and BGP for connections with carriers. Steadfast also operates a peering network with more than 100 direct peering relationships.

The Juniper Networks EX9208 Ethernet Switch is also SDN-ready and serves as the distribution layer. Steadfast uses Juniper Networks EX3300 and EX2200 Ethernet Switches for aggregation and customer-layer switching.

The success of the Juniper data center deployment prompted Steadfast to migrate to Juniper Networks SRX Series Services Gateways for its fast-growing managed security service, as well as to connect and secure its own offices. SRX Series gateways consolidate security, routing, switching, and WAN connectivity, and offer advanced threat intelligence to protect against cyberattacks. Juniper Networks SRX100, SRX220, and SRX240 platforms are used in the data center, corporate headquarters, and customer locations. "It has been a wonderful transition to the SRX Series devices for security services," says Stange.

Steadfast worked with Myriad to procure, stage, and configure the Juniper equipment for the New Jersey data center. "Myriad has industry expertise in the service provider market and a deep bench of engineering resources," says Rob Schleider, account director, at Myriad. "We understand what our clients need and can help companies like Steadfast grow their business and differentiate from the competition."

## 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 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 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 is so flexible and much easier to use, and it supports transactional changes with rollback capabilities, which provides us with protection against mistakes."

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Kevin Stange, CTO, Steadfast

## 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 Myriad Supply, Steadfast can continue to deliver on its "Always There" brand promise, providing premium data center services at reasonable prices to businesses large and small.

## For More Information

To find out more about Juniper Networks products and solutions, please visit [www.juniper.net](http://www.juniper.net).

## About Myriad Supply

Myriad Supply 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 nationwide distribution facilities, Myriad Supply 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 partnerships. Myriad Supply 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. Learn more at [www.myriadsupply.com](http://www.myriadsupply.com).

## 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. Additional information can be found at [www.juniper.net](http://www.juniper.net).

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