Bizway

Apstra revs up service delivery for MSP

Discover how to deploy high-performing data center networks and operate them with limited IT.

Learn more →

Industry

Service provider

Region

EMEA

Apstra migration fuels MSP success

In the Netherlands, hundreds of small and medium-sized businesses rely on Bizway as their managed service provider (MSP) for fast connections, ample computing power, and smooth digital operations.

To support its business growth and meet increasing demand, Bizway chose Juniper Apstra intent-based networking software and Juniper high-performance switches to optimize its data center network through automation.

Overview

Challenge

Bizway customers depend on business services that are 100% reliable. Bizway is so good at ensuring business continuity that the MSP outgrew its original network, creating problems that kept popping up for the operations team.

Configuring new devices was slow and error-prone, and adding new customers was making the network more complex. "It quickly became clear that while the network was running, we couldn't extend it and bring on new customers easily," says David der Nederlanden, Cloud Architect at Bizway.

Transformation

From the early orientation stage, Bizway worked with trusted IT advisor and Juniper partner, Fusix Networks. Bizway chose Apstra and Juniper switches to optimize its IP network and Fusix introduced Apstra to Bizway and showed the MSP all that was possible with intent-based networking.

With Juniper's advanced AI-Native operations (AIOps), Bizway can turn on new services for customers without needing the expertise of senior engineers. Automated operations and centralized documentation have made the network more reliable and easier to manage.

"Having Juniper means the network is not a problem anymore. I can go on holiday and know everything will be fine," says der Nederlanden.

> "Apstra means we **don't have to rely so much** on senior network engineers."
>
> **David der Nederlanden**
> Cloud Architect, Bizway

Outcomes

Rapid time to market

2,700+

Customers and end users experience business impact more quickly

Free up IT staff

0

Senior engineers needed to configure cloud-based network fabric

Speed and accuracy

3x

Faster to configure the network using Apstra vs. manual setup
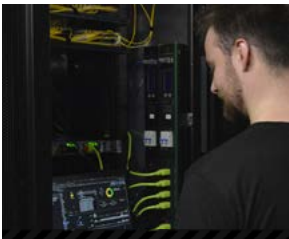
Solution and implementation

[Juniper Apstra](#)

[Juniper QFX5120 Switch](#)

[Juniper EX4650 Switch](#)

[Juniper EX3400 Switch](#)

> "To exceed **customer expectations**, the network needs to grow as we do."
>
> **David der Nederlanden**
> Cloud Architect, Bizway

Apstra speeds up data center migration to IP fabric

Bizway redesigned its two data centers to better meet customers' requests for more capacity. During the migration to the new architecture, network engineers relied on Apstra to automate and validate the design, deployment, and operation of the fabric and support reliable data center operations.

Within the new EVPN-VXLAN architecture, Juniper QFX5120 switches act as the spine with Juniper EX4650 switches deployed as leafs. The QFX5120 switches deliver the performance required for Bizway's data center and they have multiple software features to support the EVPN-VXLAN fabric. The Juniper EX4650 Switch connects servers, storage, and other devices. With the EVPN-VXLAN overlay on top of the IP fabric, Bizway can easily extend and interconnect its data center domains and place servers or virtual machines anywhere in the network.

Key takeaways and outcomes

A blueprint for MSP growth

Juniper Apstra's intent-based networking automates and validates Bizway's data center from Day 0 through Day 2+ using templates for consistent deployment. The commit-confirm feature stages changes, validates them, and allows rollback if needed, ensuring reliable and error-free operations.

Read

"The Total Economic Impact of Juniper Apstra"

by Forrester Consulting

- **Faster time to market**

  With Juniper in Bizway's data centers, new customers can be up and running in days instead of weeks. Apstra kickstarts onboarding new infrastructure while documenting everything.

- **Reduced demands on senior engineering expertise**

  Apstra acts as a single source of truth for network knowledge like VLANs and switch configurations. Instead of relying on senior engineers, Apstra's intent-based networking configures the network quickly and correctly.

- **Network is future proofed for business growth**

  Bizway's business model can flexibly adjust to customer and market demand. Its data center is primed and ready to support new customers and add new services for its current ones.

More information

Learn more about the Juniper AI-Native Networking Platform

To learn more about Networking solutions for data centers, visit our website at https://www.juniper.net/us/en/solutions/data-center.html

To learn more about Automation, visit https://www.juniper.net/us/en/solutions/automation.html

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