



# ACTIVEPORT LAUNCHES A REVOLUTIONARY SERVICE TO DRIVE LAST-MILE CONNECTIVITY TO THE CLOUD

## Summary

**Company:**  
ActivePort

**Industry:**  
Telco

**Business Challenges:**  
*Enable customers to rapidly deliver and manage last-mile connectivity to private and public clouds*

- Technology Solution:**
- NFX250 Network Services Platform
  - SRX300, SRX340, and SRX1500 Services Gateways
  - vSRX Virtual Firewall
  - EX4300 Ethernet Switch

- Business Results:**
- Give customers on-demand delivery of network services such as next-generation firewall, VPN, and advanced security services to unlock flexible and agile cloud connectivity
  - Leverage SDN and orchestration to automate the process for service delivery and life-cycle management

As a startup, ActivePort is making its mark. From the far reaches of Perth, Australia, the managed services provider has harnessed SDN and a cloud-based service portal so that customers can instantly provision and scale vendor-neutral carrier and data center services. ActivePort offers direct access to Amazon Web Services, Google Cloud, Microsoft Azure, and Microsoft Office 365, as well as to the top peering exchanges. It also offers private cloud services, disaster recovery, and network backhaul. In its first year of operations, ActivePort was named as a semifinalist in the [2017 Western Australia Innovator of the Year program](#).

## Business Challenge

“We are providing an innovative and disruptive access path to the cloud,” says Pat Cleary, CEO of ActivePort. “We leveraged software-defined networking and created a provisioning portal to provide access to public and private cloud services that can be applied to branch networking.”

As an innovator, ActivePort didn't want to be restricted by traditional platforms and manual configuration. The collective team has 39 years of experience designing solutions, so they knew the pitfalls of traditional carrier and data center services. Instead, they embraced the future—SDN and Network Functions Virtualization (NFV)—to create a managed service provider that could quickly and easily provision services to customers.

## Technology Solution

To make flexible, cost-effective cloud connectivity a reality, ActivePort needed best-of-breed network and security solutions that met its requirements for performance, scalability, and automation.

Juniper's strong heritage among service providers, coupled with the ActivePort founders' firsthand experience of customer requirements, made Juniper the right choice. “I'm a Juniper fanboy,” says Grant Farrow, managing director of ActivePort. “More than 15 years ago, I was at one of the first service providers in Australia to offer customers one-to-one services using Juniper firewalls.”

*“We are providing an innovative and disruptive access path to the cloud.”*

- Pat Cleary, CEO, ActivePort

ActivePort uses Juniper in its network core, edge, and at customer sites. Customers can choose the Juniper Networks® SRX300 Services Gateway or SRX340 Services Gateway to provide next-generation firewall services. Or, for maximum flexibility, customers can use Juniper Networks NFX250 Network Services Platform. The NFX250 platform can host the vSRX Virtual Firewall to support virtual routing, security, and application policies, as well as other third-party virtual network functions for WAN optimization, WLAN controller, and more. With a programmable NFX250, ActivePort can automate service activation without the need for truck rolls, and it can consolidate network services, eliminating the dependency on multiple, dedicated network appliances at the customer premises.

ActivePort uses Juniper's carrier-class routing and security in its data center. The Juniper Networks SRX1500 Services Gateway provides very high-performance, comprehensive security in a small, 1 U form factor. The SRX1500 gateway excels with ultra-fast firewalling and intrusion protection, making it easier to rapidly detect anomalies, enforce policies, and proactively mitigate threats that could otherwise impact customers' operations.

## Business Results

With Juniper's network and security, ActivePort built more than a network. "We liberate the last-mile connectivity from the data center to the cloud," Cleary says.

With ActivePort's service orchestration portal, customers have tremendous agility to self-provision network services and adjust bandwidth to align with capacity demands. Programmability coupled with network virtualization are keys to that revolution. With the NFX250 platform as the foundation of its SDN-powered services, ActivePort has simplified and personalized the delivery of managed services for its customers, while also optimizing IT efficiency in a way that drives profitability.

ActivePort customers are protected with advanced security from Juniper, with very fast firewalling and intrusion protection that's essential to protect against today's cyber attacks and maintain business continuity. Centralized management with end-to-end automation ensures that security postures are kept up to date and consistent.

ActivePort is bullish on the growth ahead. "With cloud adoption growing rapidly, especially Office 365, we see the market as ready for cloud-based managed services," says Cleary.

"Our customers are selecting ActivePort because we're an innovative and transformational service provider," Cleary says. For instance, one Australian financial services institution broke free of its traditional, rigid carrier contracts. The IT team now can allocate the optimal bandwidth for its Internet and cloud connections. With ActivePort, it saw a 22 percent reduction in monthly service charges with a 5X increase in capacity. And with the flexibility of SDN—and the NFX250—behind ActivePort's managed services, the customer can pay as it grows.

*"With our service orchestration portal and a best-in-class, agile, flexible Juniper infrastructure, ActivePort is well positioned to capture the large opportunity for software-driven managed services."*

- Pat Cleary, CEO, ActivePort

## Next Steps

A software-centric approach allows ActivePort to accelerate service innovation, which ultimately increases competitiveness, revenue, and profitability as it breaks into the Australian market. As Cleary explains, "With our service orchestration portal and a best-in-class, agile, flexible Juniper infrastructure, ActivePort is well positioned to capture the large opportunity for software-driven managed services."

## For More Information

Find out more about [Juniper Networks NFX250 Network Services Platform](#).

## About Juniper Networks

Juniper Networks brings simplicity to networking with products, solutions and services that connect the world. Through engineering innovation, we remove the constraints and complexities of networking in the cloud era to solve the toughest challenges our customers and partners face daily. At Juniper Networks, we believe that the network is a resource for sharing knowledge and human advancement that changes the world. We are committed to imagining groundbreaking ways to deliver automated, scalable and secure networks to move at the speed of business.

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