



## BEELINE HELPS COMPANIES FIND AND MANAGE THE RIGHT TALENT IN THE GIG ECONOMY

### Summary

**Company:**

Beeline

**Industry:**

Technology

**Business Challenges:**

Build a high-performance, secure, and reliable network to support an AI-powered SaaS application and the operations of a fast-growing business.

**Technology Solution:**

- SRX4100 and SRX345 Services Gateways with Advanced Threat Prevention
- QFX10002 and QFX5100 Ethernet Switches
- MX104 Universal Routing Platform
- Juniper Sky Enterprise
- Juniper Secure Analytics

**Business Results:**

- Scale SaaS applications and business operations to meet customer demand
- Implement strong security to protect sensitive employment data
- Simplify network infrastructure operations with automation

Contract work has expanded into every corner of the economy. Nurses, lawyers, drivers, video editors, accountants, and many other people choose to be free agents. Twenty percent of the U.S. workforce is made up of independent contractors, according to an [NPR/Marist study](#); within a decade, that number could grow to 50 percent. Beeline, a leading provider of software that enables companies to find and manage their external workforce, is growing rapidly. It relies on Juniper networking and security from the data centers that power its Software as a Service (SaaS) solution to its global offices.

Beeline is a leader in services procurement solutions, helping companies source, engage, and manage their external workforce of contractors and contingent workers. Companies like GM, JPMorgan Chase, and Southwest Airlines use Beeline to manage their non-employee workforce and fill critical skill gaps. Beeline also partners with global staffing agencies like Randstad, KellyOCG, and ManpowerGroup.

The company has a 20-year track record and has expanded rapidly through organic growth and acquisition. Beeline is a leader in using AI, big data, and machine learning to automate talent acquisition and contingent workforce management. It leverages the AI of strategic partners and creates its own internal capabilities that empower customers to turn their enterprise data into an actionable asset that enhances decision making.

With AI tools like cognitive simulation, fuzzy logic, machine learning, and natural language processing, Beeline can help customers create better job descriptions, identify qualified candidates more accurately, and select applications most likely to complete their assignments successfully.

*“With Juniper in our data centers, we have the versatility to process large volumes of data without worrying that the network is a roadblock.”*

- Jason Philp, director of infrastructure, Beeline

### An Agile Network for a Growing Business

Beeline’s SaaS-based vendor management solution (VMS) must deliver a consistent and reliable experience to customers as they find, procure, and manage their external workforce. Beeline’s SaaS solutions run from its own data centers.

Beeline began its journey to an all-Juniper network five years ago. The company first deployed Juniper Networks firewalls for its data centers, and over time, it has migrated to Juniper networking and security across its data centers and offices in the U.S., Asia, and Europe. When new companies are acquired, Beeline refreshes the existing infrastructure with Juniper solutions.

“When we evaluated vendors, Juniper came out way ahead,” says Jason Philp, director of infrastructure at Beeline.

Juniper’s trademark engineering simplicity, carrier-class performance, and predictable scale initially piqued Beeline’s interest. Juniper’s way of doing business inked the deal.

“It’s more efficient for us to run Juniper in the data center,” Philp says.

Beeline’s data centers employ Juniper Networks® QFX10002 and QFX5100 Ethernet Switches deployed in a Virtual Chassis Fabric to create a low-latency, high-performance fabric architecture that can be managed as a single device. Within the fabric, the QFX10002 Switch functions as the spine and the QFX5100 Switches are used as leaf nodes.

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The Juniper Networks MX104 Universal Routing Platform serves at the network edge, connecting its data centers. Like the QFX Series Switches, the SDN-enabled MX104 is powered by the Juniper Networks Junos® operating system, offering powerful routing, switching, security, and services.

By running all of Juniper’s networking and security products, Junos OS—built for reliability, security, and flexibility—is a key advantage for the IT team. “Junos OS is an easy win for us,” Philp says. “The Junos operating system is standard across every piece of gear. We don’t have to train our people on a new platform.

“Because everything with Juniper is standardized, we can deploy new features to make configuration changes quicker because we’re not doing it differently at every level of the network. You can apply the same config across the entire path of the network.”

The IT team uses Juniper Networks Juniper Sky™ Enterprise to manage its network and security products through an intuitive cloud-based interface. “We like that Juniper Sky Enterprise is built natively for the cloud,” Philp says. “Our helpdesk team relies on Juniper Sky Enterprise for monitoring and alerting. If an issue arises, they can do the initial troubleshooting themselves, which solves problems faster and reduces escalations to the infrastructure team.”

## Connected Security is Critical

With Juniper Connected Security, Beeline can safeguard its SaaS solutions, as well as its customers and employees, against advanced threats. Beeline has built a best-in-class secure network to meet the stringent cybersecurity and regulatory compliance requirements of its Global 1000 customer base.

The flexibility of Juniper enables the IT team to deploy new security features based on customer needs. “If we have a particular security requirement from a customer, we can quickly roll out new security features,” Philp says.

The Juniper Networks SRX4100 Services Gateway provides high-performance security with integrated threat intelligence for Beeline’s data centers. Beeline takes advantage of the Juniper Advanced Threat Prevention (JATP) capability on the SRX Series firewalls for advanced malware protection. JATP monitors incoming and outgoing network traffic, protecting against sophisticated zero-day and unknown threats.

Strong security is extended to its offices worldwide. Beeline recently upgraded the connectivity to its 10 branch offices, deploying the Juniper Networks SRX345 Services Gateway. “Users didn’t notice a thing,” Philp says. “Refreshing the Juniper firewalls was incredibly easy.”

The infrastructure team uses Juniper Networks Secure Analytics to monitor security information and events in real time for its VMS applications as well as third-party applications.

“It’s a huge value that JSA provides full-stack visibility in tracking a packet from the time it reaches one part of the application through to its destination,” Philp says. “When an application issue arises, we can pop open JSA and easily see the traffic and get packet captures. JSA saves us time getting visibility into security events.”

## Simplifying IT Operations with Automation

Philp and his team are exploring using Ansible to automate data center infrastructure configuration and management. With the open APIs in Junos OS, the IT infrastructure team can automate network operations to gain efficiency and free up time and resources for strategic projects.

“One of the nice things about Juniper is that we can access functionality that’s stuck behind a GUI with other vendors,” Philp says. “That lets us automate and make rapid changes from a DevOps standpoint.”

DevOps agility for the network is particularly critical as Beeline has been developing a microservices platform that will unify its two VMS platforms, Beeline VMS and IQN, and created Beeline One, a user-facing product that delivers a common set

of capabilities from both platforms. The new architecture will provide customers with greater flexibility, consistent scalability, and heightened performance without the disruption of system migration.

## A Straight Line on Growth

“The biggest advantage of Juniper is the stability,” Philp says. “We don’t deal with outages and chasing ghosts in the network anymore. The network runs smoothly, and we don’t have network service interruptions.”

Beeline continues to grow rapidly, as companies look for new ways to expand their talent while reducing staffing costs and mitigating the risk of using independent contractors. The recent data center upgrades have given the company headroom for growth, even as the company continues on its leadership path to apply AI to external workforce management.

“With Juniper in our data centers, we have the versatility to process large volumes of data without worrying that the network is a roadblock,” Philp says.

## For More Information

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

## 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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