



## plusserver

# PLUSSERVER SIMPLIFIES THE PATH TO MULTICLOUD, HYBRID HOSTING

### Summary

**Company:**

PlusServer

**Industry:**

Web Services

**Business Challenges:**

Meet strong demand for managed cloud and managed hosting services

**Technology Solution:**

- QFX10008 and QFX5100 Switches
- MX960, MX480, and MX240 5G Universal Routing Platforms
- EX3400 and EX3300 Ethernet Switches
- Contrail Insights (formerly AppFormix)

**Business Results:**

- Enabled customers to choose the right cloud and infrastructure for their needs
- Built a top-performing hybrid environment that delivers the highest security and minimizes cost of operation
- Simplified network operations with a consistent platform
- Offered a one-stop shop for dedicated servers, collocation, managed services, private cloud, and hyperscale cloud integration

Businesses don't want to get bogged down in the mundanity of IT infrastructure, diverting resources from delivering innovative products and services to their customers. That's why many organizations in Germany, Austria, and Switzerland turn to PlusServer as a one-stop shop for managed hosting, cloud services, and expert consulting. To meet rapid growth, both organic and through acquisitions, PlusServer reinvented its data center with a flexible IP fabric designed for multicloud from Juniper Networks.

Bayer, the Deutsche Bahn railway, and nearly a third of Germany's top online shops chose PlusServer for managed hosting. A leader in German-speaking Europe, PlusServer offers turnkey hosting and cloud services that meet Germany's stringent data protection and compliance requirements, complemented with personalized, expert customer service.

The privately held company is growing rapidly, both organically and through acquisitions. While acquisitions drive strategic growth, it's critical to get the IT infrastructure of the acquired companies right to realize their anticipated business value. PlusServer set out to achieve exactly that. "We wanted to harmonize the data center infrastructure of the companies we bought," says Andreas Niehaus, head of Technical Project Management at PlusServer.

PlusServer wanted to enhance its cloud services, offering customers a choice of its private cloud services as well as managed Amazon Web Services (AWS), Google Cloud, and Microsoft Azure. "We're seeing a lot of disruptive innovations from the 'hyperscalers,'" says Niehaus. "Instead of competing with them, we'd rather work with them. We enhanced our product scope to offer a hybrid hosting environment with interconnections to the hyperscalers."

To efficiently meet growing demand for IT services delivered the way customers want them—whether private cloud, managed hosting, infrastructure and platform services, Software-as-a-Service, and hyperscale cloud—PlusServer needed a new way of building the core network for its newest data center in Cologne, where the company is headquartered.

*"With Juniper in our data center, we have a big engine that makes a good sound. We don't have to worry about future growth."*

- Andreas Niehaus, head of Technical Project Management, PlusServer

“We decided to start with a completely new network approach for the core network,” says Niehaus. “We defined building blocks so we can adopt this architecture in all of PlusServer’s data centers in the coming years.”

PlusServer needed a top-performing multicloud hybrid hosting environment that would deliver the highest security with a low cost of operation. Of course, the core network had to scale gracefully and deliver high performance and reliability. PlusServer also wanted to use its technology choices as differentiators that would entice even more customers to move their IT infrastructure and applications to the cloud.

PlusServer has relied on Juniper Networks routing and switching innovation for more than 10 years. When looking to build a state-of-the-art data center, PlusServer was impressed by the number of hyperscale cloud providers who rely on Juniper as well, and chose Juniper solutions for the Cologne project.

## Designed for Multicloud

With a Juniper network, PlusServer has a cohesive set of data center resources that meets customer expectations for managed hosting and private cloud services, as well as easy integration with the hyperscale cloud providers such as AWS, Google Cloud, and Azure. The data center network is secure, ubiquitous, reliable, and has pools of interchangeable resources. PlusServer can meet the requirements of very different types of customers and their applications and services—from those in the most demanding, real-time, and data-driven enterprises to typical businesses that rely on PlusServer for everyday applications, networking, and security.

Keys to this new level of agility are capabilities of Juniper Networks® Junos® operating system. Junos OS, which powers Juniper’s routing, switching, and security products, gives PlusServer a common foundation for operations that reduces complexity and improves reliability. Capabilities such as Ethernet VPN (EVPN) provide network connectivity to customers while ensuring that the traffic on that network remains private. Virtual Extensible LAN (VXLAN) is used to segment the network to meet customers’ diverse requirements and to easily migrate workloads among servers and data centers.

The Juniper Networks QFX10008 and QFX5100 switches serve as the foundation for a flexible, high-performance data center fabric, where a spine-and-leaf architecture caters to the most technology-intensive customers, like big e-commerce shops and real-time industrial operations. The data center network also supports a traditional three-tier model which is ideal for a broad spectrum of customers. Juniper’s support for both a traditional three-tier model and a newer spine-and-leaf architecture in the

same environment simplifies the path to multicloud and enables a graceful transition. PlusServer also uses the Juniper Networks EX3400 and EX3300 Ethernet Switches for compact, cost-effective, and energy-efficient access switching.

The Juniper Networks MX Series 5G Universal Routing Platforms interconnect the company’s data centers in Germany and beyond. PlusServer uses the Juniper Networks MX240 5G Universal Routing Platform, MX480 5G Universal Routing Platform, and MX960 5G Universal Routing Platform to meet the need for high-performance, ultra-reliable, and secure data center interconnection.

The PlusServer network team is testing Juniper Networks Contrail® Insights (formerly Juniper AppFormix®) for end-to-end real-time visibility and advanced analytics for its multicloud environment and across both physical and virtual environments, including its QFX Series switches, EX Series switches, and MX Series routers. IT will use Contrail Insights to predict potential issues and prevent failures by automating operations, making the network more reliable and operations simpler and more effective.

*“Having Juniper in our core network makes it easier to deliver quality and performance and lowers operational costs.”*

- Andreas Niehaus, head of Technical Project Management, PlusServer

## Powerful Engine for Growth

“With Juniper in our data center, we have a big engine that makes a good sound,” says Niehaus. “We don’t have to worry about future growth.”

PlusServer can offer customers the right environment for every workload while achieving the delicate balance between performance and cost efficiency. IT can operate with consistent security and operations across the network, with the ability to launch workloads on any cloud and in any server. PlusServer is ready for the demands of multicloud, easily integrating customers’ private and hybrid infrastructures with their choice of hyperscale cloud providers.

With more than 4000 corporate clients and 10 data centers, efficiency is critical for PlusServer. “Having Juniper in our core network makes it easier to deliver quality and performance and lowers operational costs,” says Niehaus.

The Juniper difference is evident. “Customers have told us that the new network is much faster,” says Niehaus. “We see that everywhere as we harmonize and upgrade the network.”

PlusServer plans to roll out this new architecture to its other data centers, and it values its relationship with Juniper as it further develops its multicloud offerings. “From my point of view, it’s important to rely on a vendor like Juniper that has solid experience,” says Niehaus. “We’re a large company, but we do not need to invent everything on our own.”

## 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.

### Corporate and Sales Headquarters

Juniper Networks, Inc.  
1133 Innovation Way  
Sunnyvale, CA 94089 USA  
**Phone: 888.JUNIPER (888.586.4737)**  
**or +1.408.745.2000**  
**Fax: +1.408.745.2100**  
**[www.juniper.net](http://www.juniper.net)**

### APAC and EMEA Headquarters

Juniper Networks International B.V.  
Boeing Avenue 240  
1119 PZ Schiphol-Rijk  
Amsterdam, The Netherlands  
**Phone: +31.0.207.125.700**  
**Fax: +31.0.207.125.701**

**JUNIPER**  
NETWORKS | **Engineering  
Simplicity**



Copyright 2019 Juniper Networks, Inc. All rights reserved. Juniper Networks, the Juniper Networks logo, Juniper, and Junos are registered trademarks of Juniper Networks, Inc. in the United States and other countries. All other trademarks, service marks, registered marks, or registered service marks are the property of their respective owners. Juniper Networks assumes no responsibility for any inaccuracies in this document. Juniper Networks reserves the right to change, modify, transfer, or otherwise revise this publication without notice.