SUCCESS STORY

Keysight and Riverbed Help Pharmacy Benefit Manager Streamline Network Evolution

HIGHLIGHTS

Industry: Healthcare

Company: A midwestern U.S.-based pharmacy benefit management (PBM) provider

Problem: Reducing monitoring cost and complexity while migrating data center networks to higher capacities

Solution: Upgrade data center networks to a Keysight Network Visibility Platform while expanding its use of multiple Riverbed performance monitoring solutions

Innovative healthcare providers help clients manage the cost of pharmaceuticals by finding new ways to lower their own overhead — without compromising the quality of patient care. For one U.S. pharmacy benefit management (PBM) company, that includes using a joint solution from Riverbed and Keysight to monitor and optimize its network and application performance monitoring operations.

The Midwest administrator of prescription drug benefits is evolving its data center network from 10G to 40G capacity to improve service performance and reliability. As part of the upgrade, they chose to expand their use of Riverbed performance monitoring solutions including AppResponse packet capture, NetProfiler flow monitoring, and NetIM infrastructure management solutions.

Modernizing the monitoring infrastructure led the team to replace network packet brokers (NPBs) used at multiple data centers with a modern, cost-effective Keysight Network Visibility Platform to ensure reliable delivery of network traffic to Riverbed for analysis.

The Challenge: Delivering Traffic for Analysis At Scale

Simply migrating to the previous vendor's higher-capacity solution proved cost-prohibitive while failing to provide essential visibility functionality. For example, the capacity needed to remove duplicate network packets in real time to optimize utilization of the Riverbed platform. The senior networking team asked Riverbed to recommend a more advanced and economical approach. Monitoring experts at Riverbed suggested they engage Keysight, emphasizing Keysight's ability to increase monitoring capacity and efficiency while helping to lower costs.
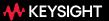
> "High-quality input data matters," says Dan Sweeney, Strategic Account Manager, Riverbed. "Deduplicating traffic before it reaches the monitoring platform improves analytic efficiency, accelerates root-cause analysis, and ensures customers get greater value from their monitoring investment."

The customer conducted its own evaluation and came to the same conclusion.

The Solution: Keysight Filled the Prescription for Better Functionality, Savings and Scale

A quick comparison of the two approaches showed that Keysight's Vision 400 packet broker would deliver a more powerful, flexible, and scalable solution in a highly compact form factor.

- The Vision 400 delivers greater functionality in a 1RU solution than a 3RU solution proposed by the incumbent vendor at less than half the cost
- The Vision architecture performs processing-intensive functions like deduplication in hardware at line rate without dropping packets or creating reliability tradeoffs

- Keysight's flexible architecture and port speed options offer greater scale and pay-as-you-go investments
- The Keysight visibility platform futureproofs the customer's monitoring infrastructure with the ability to accommodate additional data centers and plans for cloud migration

The initial deployment of the joint solution at the provider's primary data center in 2024 went smoothly and led to plans to evolve the monitoring infrastructure at a second center the following year. The Vision 400 provides more than enough capacity to support migration of central and regional data centers to 40G, to the cloud, and whatever challenge comes next.

> "The customer found the Keysight solution to be faster and more elegant than the competitive approach, and they're saving a bunch of money," Sweeney says. "When you combine those two things, it really becomes a 'slam-dunk'."

In the end, the joint Riverbed-Keysight solution exceeded expectations to the point where the customer was able to extend and scale its AppResponse deployment more quickly.

What's Next?

With network traffic, cyber threats, and expectations for a high-quality patient experience all intensifying, the next deployment of the new monitoring infrastructure at a secondary data center will feature Keysight's advanced Vision Edge 50 packet brokers to aggregate traffic for processing by the Vision 400. Together, Riverbed and Keysight continue to deliver the right fit for every use case and location.

> "I always want to recommend a tool that customers find good from a technical standpoint and also from a pricing standpoint," Sweeney says. "This customer was definitely appreciative, so everybody wins."

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For more info, contact: 1-888-438-4942 or visibilitysales@keysight.com