

# IQUILA INTEGRATED IN NETWORK SWITCHES

## OUR CHALLENGE

As a switch manufacturer, we required a more robust and simpler VPN solution embedded in our switches. The solution needed to be easily configurable by non-skilled or semi-skilled IT administrators and capable of operating at both Layer 2 and Layer 3.

## KEY CHALLENGES



Simple user configuration



Layer 2/Layer 3 VPN connection to our self-hosted service from hardware switches



Integration with our existing web portal



Custom client integration with our hardware switches



Self-hosted service



Robust enough to handle hundreds of thousands of connections



Fully branded



Cost-effective for our clients

## THE SOLUTION

iQuila tailored version of iQuila Cloud, hosted in our Microsoft Azure tenant, along with a custom build of the iQuila bridge software integrated into our hardware switches. This innovative networking approach enables us to maintain a competitive edge and provide our clients with the latest connectivity technology.



### **Simple user configuration:**

iQuila Cloud's straightforward approach to configuration and automation provided us with an intuitive interface that required minimal information to set up complex networks. This allowed our non-technical users to easily manage network configurations.



### **Layer 2/Layer 3 VPN connection to hosted service from hardware switches:**

The iQuila VEN protocol used in their Cloud product ensures seamless Layer 2 and Layer 3 connectivity. Layer 2 connectivity allows us to link multiple locations under a single network with minimal configuration, making it ideal for entering new markets and linking locations without fixed IP addresses. The protocol operates with low latency and supports speeds of up to 1GB.



### **Integration with existing web portal:**

iQuila's extensive API enabled us to fully integrate iQuila Cloud with our existing web switch management portal. The well-documented API allowed our team to quickly incorporate iQuila's technology.



### **Custom client integration with our hardware switches:**

iQuila's development team created a customized version of their bridging software client to run on our hardware switches. Multiple builds were made for different chipsets, with their iQuila Bridge application developed in Assembly Language and C to run without any dependencies. This was crucial for us, as we use a very streamlined operating system to ensure smooth operation of the switch. The installation of the iQuila Bridge software does not impact the switch's performance.



### **Self-hosted service:**

iQuila enabled us to self-host a version of iQuila Cloud within our own Microsoft tenancy. This provided us greater control over the service and allowed our support team to handle queries more efficiently.



### **Robust to cope with hundreds of thousands of connections:**

iQuila Cloud is designed for load and resilience. By installing two controller servers and two member servers in 30 countries worldwide and having additional member servers ready to deploy as demand increases, the system is well-prepared to handle a sudden increase in business.



### **Fully branded:**

The solution is fully branded with our corporate identity, ensuring that clients only see our branding.



### **Cost-effective for our clients:**

Being a self-hosted solution, it is very cost-effective. The system can expand to new locations and increase resources as needed. The simple licensing model benefits both parties, allowing us to offer a premium subscription service, improve customer retention, and expand revenue.