



*"ORION FROM SOLARWINDS GIVES US
TREMENDOUS NETWORK MANAGEMENT
CAPABILITIS FROM A SMALL INVESTMENT."*

— **JEFF HOOPER,**
VICE PRESIDENT AND CIO
INTERNATIONAL NETWORK SERVICES

ORION MONITORS:

- Availability
- Network Latency
- Bandwidth Utilization
- Interface Errors & Discards
- CPU & Memory Utilization
- Volume Usage
- Node, Interface & Volume Status
- Buffer Usage & Errors

ORION MODULES:

- NetFlow Traffic Analyzer
- Wireless Network Monitor
- Application Monitor
- Hot Standby Engine

ORION MODELS:

- SL100: monitors up to 100 elements
- SL250: monitors up to 250 elements
- SL500: monitors up to 500 elements
- SL2000: monitors up to 2000 elements
- SLX: monitors unlimited elements*

*Call 866.530.8100 for more information.

INS Not Only Leverages Orion Network Performance Monitor to Manage Its Network, But Also to Perform Network Baseline Assessments for Its Customers

BUSINESS PROBLEM

International Network Services (INS) is a leading provider of business and technology consulting services and software solutions, including high-end network engineering consulting services. Based in Santa Clara, Calif., INS includes in its portfolio some of the strongest network consulting services in the world. With several hundred skilled network engineers and consultants, the cumulative expertise of INS is very broad and deep. Not surprisingly, the high level of in-house expertise demands rigorous tools and service from its IT staff.

INS needed to find a "best-in-class" network management solution not only for in-house use, but also to use when completing customer projects such as network baseline assessments. These assessments typically last 30 to 45 days and provide a huge amount of data on the health and overall status of a network.

NETWORK MANAGEMENT CHALLENGE

When reviewing network management solutions, INS wanted to find a partner that would meet all of the company's current and future needs. The selected network management platform also had to meet with the approval of very highly skilled network engineers - INS's own network consultants.

Until late 2002, INS was a part of Lucent Technologies. As part of Lucent, INS had access to products such as Lucent's VitalNet to use in managing the INS network and in completing customer assessments. When INS separated from Lucent, the company had the opportunity to select a new solution for their network management needs. INS's requirements for a network management solution included:

- Rapid deployment on client networks without requiring significant product training
- Open database structure for easy of data mining, analysis and reporting
- Capability to manage networks of many types and equipment from many vendors
- Automated alert engine for notification of network issues
- Customizable Web interface with user specific views

SOLUTION

INS chose SolarWinds Orion Network Performance Monitor as its network management solution.

Orion offered INS several features not available in other products and was a tremendous value when compared to other solutions within the industry. Since INS is a Microsoft Partner, it made sense to chose a solution that used a



"THE SOLARWINDS NETWORK MANAGEMENT TOOLS ARE A TREMENDOUS ASSET TO NETWORK ENGINEERS. NOWHERE ELSE CAN YOU FIND SUCH POWER AND EASE OF USE."

— DONALD LLOYD,

SENIOR NETWORK SYSTEMS CONSULTANT
INTERNATIONAL NETWORK SERVICES



Microsoft operating system, IIS-based Web engine and SQL Server database.

Furthermore, the INS network is an Internet-based VPM with multiple routers, switches, firewalls, wireless access points and servers. Orion's account-based Web views allow IT engineers to view the health and status of their specific part of the network. The solution also:

- Installs on Windows 2000 or 2003 Server
- Monitors both private networks and Internet-based VPNs
- Offers customizable views for each user or department

BUSINESS RESULTS

INS is now able to deliver a higher class of network assessment projects partly due to Orion's rapid deployment capabilities. The solution can usually be installed, configured and ready to collect statistics in less than an hour. By using Orion's open SQL database and the Report Writer, INS can deliver customized network health and performance reports to its clients. Orion allows for:

- Quick and easy setup and configuration
- Open SQL Database for advanced reporting and analysis
- Standards-based monitoring for multi-vendor support
- Capabilities for managing equipment from Cisco, Lucent, Nortel, Juniper, Extreme, Dell and HP

INS isn't the only technology company that relies on SolarWinds network management software. Companies such as Cisco, Dell, HP, Intel and Microsoft all use SolarWinds software.

For additional information, please contact SolarWinds at 866.530.8100 or visit us online at <http://www.solarwinds.net>.

To locate an International reseller near you, visit <http://www.solarwinds.net/distributor/locator.htm>

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