

# CASE STUDY

## University of Cambridge Network services, UK

Three-year contract to supply Cisco compatible Ortial transceivers to the university Network Services Department



“SFPs are an increasingly large part of the network infrastructure. We trialed a sample batch of Ortial SFP’s on our own equipment to check for reliability. We simulated different line speeds and protocols, trying every variation to see if the SFP could handle it, and it could. [We also tried swapping Ortial parts into the main system to see if Cisco would still offer support. They did not refuse help with any issues.] Using Ortial SFPs represented a saving of up to 90% on Cisco branded products.”

**Head of Network Services,  
University of Cambridge**

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support@ortial.com



### GUARANTEE

Covered with a lifetime warranty



### SAVING

Significant savings when compared to official Cisco SFPs



### RELIABILITY

Proven compatibility with Cisco system

## BACKGROUND

Supplying to over 180 institutions with requirements as diverse as high-end physics and simple file management on another, Cambridge University Network Services manages a complex system throughout the Cambridge collegiate infrastructure, with varying budgets.

The central architecture is designed to cope with all needs but at transceiver level, data traffic needs to vary from 1-10GB and is regularly updated to cope with changing demand. As a paid service, Cambridge Network Services needs to deliver on this as competitively priced as possible whilst at the same time delivering top of the range capacity throughout the system, which is extremely varied in terms of size and networking requirements.

## THE CHALLENGE

With bandwidth requirement constantly evolving, there is regular need for upgrades and replacements. A long-term plan on this is difficult, however, because no-one knows how technology will develop in the future. Cambridge Network Services required a flexible contract on low cost, high quality SFP transceivers that were compatible with the Cisco core system.

## THE SOLUTION

Ortial was able to provide 1GB, 4GB and 10GB SFPs at a fraction of the retail price of the Cisco alternatives, providing a saving of around 90%. Performance tested, a batch was delivered for further testing within the University of Cambridge Network Services system. The result was that there was no conflict with the core system and there was no impact on the service provision from CISCO.

## WHY ORTIAL

Ortial Technologies specialises in brand alternative, high performance transceivers, memory and storage upgrades, including SFP & GBIC modules, server and notebook DIMMs and solid state drives. Our globally supported products are 100% compatible for use with all the leading brands of laptop's, PC's and servers, with each designed and produced to achieve the exact specification of the OEM.

## KEY BENEFITS

- ✓ UP TO 40% SAVING ON CISCO PRICING
- ✓ 100% CISCO CERTIFIED AND COMPATIBLE
- ✓ COVERED WITH LIFETIME WARRANTY
- ✓ EXCELLENT EMI PERFORMANCE
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