

## REPORT REPRINT

# Arista is laying the foundation for integrated observability

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As enterprises continue toward cloud-native applications, pervasive network data collection and monitoring is becoming critical. Arista's new high-performance hardware data capture and network packet brokering products are a first step toward a highly integrated network product line.

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### Introduction

As enterprises continue their march to cloud-native applications and their workforces remain distributed due to work-from-home strategies, pervasive network data collection and monitoring is becoming a critical feature enterprise IT will need to add to its tool set used for security, performance monitoring, capacity planning, and troubleshooting and support. Network vendors that don't have a solid data collection and network performance monitoring product will be at a disadvantage when competing against vendors that can offer a 360-degree approach to networking.

### 451 TAKE

Arista Networks' rebranding of the products it acquired from Big Switch, its new hardware support and integrations with Awake Security, also recently acquired, shows solid momentum in making the most of its acquisitions. Nearly all of Arista's competitors in the enterprise networking segment have a number of hardware and software products for identity management, policy control, network security and other capabilities that Arista has to build or buy to become competitive and it has to do so quickly because its competitors are adding new features to their already rich product lines.

### Details

Since the acquisition of Big Switch Networks in 2020, Arista has been working to integrate the networking and monitoring products into its portfolio. The new branding of DANz Monitoring Fabric, the new 320G Service Node that can ingest up to 320 Gb of traffic, support for DANz Monitoring Fabric on a subset of Arista hardware, and the integration with Arista's Awake network detection and response, which the company also acquired in 2020, are a solid, and rapid start. To complete the picture, Arista will need to integrate the management and monitoring of DANz Monitoring Fabric with CloudVision and CloudVision as-a-Service. Arista and Dell are maintaining the partnership Big Switch had where Dell resells DANz Monitoring Fabric and provides first- and second-level support, which is a beneficial partnership for both companies.

Network data collection and packet brokering is a constant race for the highest speeds and feeds and follows a well-worn path of collecting data at high-capacity choke points and parceling it out to various end points for processing. Arista has added support for its 7050X3 Trident 3-based switches to DMF for using its 10Gb, 25Gb and 100Gb ports for packet capture. Arista plans on adding its 7260R deep buffer platforms in Q1 2020. These new switches, as well as the other switch hardware like Dell's Open Networking platforms, can send the packets to Arista Service Nodes for packet brokering. Arista's new 320 Service Node can process up to 320Gb of network traffic depending on the services enabled and service nodes can be clusters to increase scaling. The new hardware will be attractive to its cloud-scale and service provider customers.

Arista is claiming that the integration between Awake Security and DANz Monitoring Fabric provides zero trust capabilities but really is a contextually aware detection and response product. By integrating Awake with DANz Monitoring Fabric, Arista is providing a highly scalable, integrated security product. As these products are integrated with CloudVision and CloudVision-as-a-Service, as is likely, Arista will be better able to compete with networking vendors like Aruba, Cisco, Extreme and Juniper, all of which have a rich set of integrated security and performance capabilities integrated with their networking portfolios.