

## Raindance Communications: An Innovative Communications Service Provider



Raindance Communications is a leading provider of web and phone conferencing services, offering simple, reliable tools that enable online meetings and events. With Raindance you can conduct traditional phone conference calls anytime from anywhere, or combine your traditional conference call with a web presentation by simply uploading your Power Point seconds before the meeting. Raindance Collaboration enables you conduct remote meetings and seminars more interactively by allowing your communications to be more productive and efficient through whiteboarding, live polling, application sharing and web touring. The company's proprietary architecture integrates leading-edge technologies into a single convergent communications platform that has been selected by leading businesses to increase productivity and strengthen business relationships.

### ***Raindance Chooses Foundry's Solution***

With services ranging from simple conference calls to fully collaborative online events, Raindance allows customers to choose the best solution to meet their communication needs. Raindance's unique architecture integrates leading edge technology from Foundry Networks® into a single convergent

communications platform used by leading businesses for their online conferencing and collaboration needs.

As Raindance's business grew their network infrastructure needed to grow as well. As they brought new and innovative services online, Raindance needed a networking vendor who could offer wire-speed performance with the ability to quickly scale network capacity as network traffic increased. Raindance turned to Foundry.

"Cost per port and line-speed performance were key issues during the evaluation process," said Craig Mullins, Director of Network Engineering at Raindance. "Ease of configuration was also an issue. We've found Foundry routers and switches to be very easy to configure especially when configuring L2 or L3 ports."

Raindance has deployed Foundry's BigIron 8000® Layer 3 switches throughout their network. The BigIron delivers industry-leading, wire-speed, non-blocking performance with one of the best price-per-port ratios in the industry. The BigIron product family provides up to 480 Gbps switching capacity with an industry leading 120 Gigabit Ethernet ports per chassis and a peak performance of 178,000,000 packets



per second (pps). The BigIron's port-selectable Layer 2 or Layer 3 switching functionality delivers a complete solution for enterprise networks requiring line-rate IP, as well as full multi-protocol support. The ability to switch or route on a per-port basis increases flexibility and lowers overall equipment costs.

"We also really like the trunk group feature of the BigIron," said Mullins. "It is very useful and easy to set-up."

Raindance's network requires redundant, high-speed Gigabit links between BigIron switches. That is why they use Foundry's trunk group feature, utilizing the IEEE 802.3ad trunk aggregation standard, to build redundant, high-capacity links between switches and routers. Up to eight Gigabit Ethernet ports can be aggregated to provide up to 8 Gbps of full-duplex bandwidth. Trunk groups can be configured within or across modules in a BigIron chassis. In all cases, if one port goes down, the remaining aggregated ports will continue to load balance traffic.

In addition to the BigIron, Raindance's requirement for high-availability, high-performance, fault-tolerant networking were met by Foundry's NetIron® Internet routers and ServerIron® Web switches. The NetIron 800 is used for high-speed access to the Internet. The ServerIron is used in many different environments for load balancing.

The BGP4 functionality of the NetIron is particularly impressive to Mullins, "We are handling full BGP route tables on the NetIron switches and they don't even breathe hard," said Mullins. "We do full routing on the boxes, with over 100,000 routes and they handle it very well."

The NetIron product family offers all the key standards-based list of BGP4 features. In addition, the NetIron offers robust OSPF route processing, wire-speed regular or extended Access Control Lists (ACLs) and up to 172 million packets per second (Mpps) per chassis (NetIron 1500) for reliable packet delivery even under the heaviest of Internet traffic loads.

"The ServerIron also plays a very important role in our network," said Mullins. "We really like the many different ways we can configure it for load balancing."

Foundry's ServerIron family of Web switches provides high performance content and application aware server load balancing. The ServerIron extends the functionality of a traditional Layer 2/3 switch into higher layers by examining the content beyond the packet header to provide intelligent content switching. The ServerIron integrates load balancing of servers, caches and firewalls in a high performance switch based platform.

Foundry has a worldwide sales organization that includes sales managers and systems engineers complemented by a 24x7 technical support organization. Foundry offers a variety of support offerings including advance replacement of hardware and 24x7 customer support hotlines.

"We get excellent support in all areas of our contact with Foundry," says Mullins.

Foundry's sales engineers worked closely with Raindance's network architects throughout the sales process, starting with the design and planning phase and working through the operations and deployment phases. Foundry's sales engineers and technical support staff assisted Raindance at every step of the network build-out to ensure efficient and dependable network installation and product performance. From network design, to installation, to 24x7 technical support, Foundry's technical sales and support staff has been responsive to Raindance's networking needs.

## **Conclusion**

To provide breakthrough communication services at a superior value, Raindance requires a blazing fast network with ironclad reliability and redundancy. Foundry's NetIron Internet routers, BigIron Layer 3 switches and ServerIron Web switches provide Raindance the network performance, scalability and high availability to offer a superior set of innovative collaborative services, with the value and reliability that leads the industry.

## About Foundry Networks

Foundry Networks, Inc. (NASDAQ: FDRY) is a performance and total solutions leader for end-to-end switching and routing including Layer 2/3 LAN switches, Layer 3 Backbone switches, Layer 4-7 Web switches and Internet routers. Foundry's 3,750+ customers include the world's premier ISPs, Metro service providers, and enterprises including e-commerce sites, universities, entertainment, health and wellness, government, financial, and manufacturing companies.

Visit Foundry Networks on the World Wide Web at <http://www.foundrynet.com>

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