



Qosmos Customer Success Story

Network Optimization Solutions

AT A GLANCE

Summary

Ipanema has chosen Qosmos's Qoala Information Extraction and DPI software solution to equip its complete IPx engine range.

Website

www.ipanematech.com

Key Challenges

- Rapid integration of dedicated software pack without re-engineering of existing technology
- Maintain optimal performance
- Guarantee regular system updates
- Adhere to industry and time-to-market constraints

Why Qosmos

Qosmos's unmatched data flow identification technology.

"Qosmos has created an unequalled technology for data flow identification, especially in terms of both elegance and accuracy. The technical and commercial synergy released by our partnership is remarkable. By integrating Qosmos's software into its solutions, Ipanema has strengthened its position as leader in the automatic management of large-scale, complex networks."

Thierry Grenot, CTO and co-founder, Ipanema Technologies

Customer Overview

Ipanema Technologies develops and sells a Business Network Optimization solution that automatically manages and maximizes network application performance according to specifications that are critical for business.

The Challenge

Because Ipanema's core expertise lies in the design of Network Optimization solutions, the capacity of DPI to identify applications in flows was a "must have" feature in order for Ipanema to be able to answer customers' needs efficiently.

Developing its own DPI technology internally, however, lay outside Ipanema's domain of excellence. Facing the increasing complexity of rapidly evolving protocols such as Citrix, Ipanema therefore required a partner that could provide:

- a state-of-the-art protocol and application recognition technology, capable of accurately identifying all applications transiting over the network
- an easy-to-integrate solution that did not require re-engineering of the existing Traffic Shaping technology
- a ready-to-roll process capable of adhering to industry and time-to-market constraints



The Qosmos Solution

Ipanema has chosen Qosmos's Qoala Information Extraction and DPI software solution to equip its complete IPx engine range, for WAN bandwidths from 8Mbps to 1 Gbps.

Qosmos, the industry leader in high level information extraction solutions based on advanced DPI technology, has provided Ipanema with a complete solution that includes a DPI software pack, the developer support required to ensure fast and effective integration, and customer support services that guarantee regular updates and optimal performance of its system.

Integration of Qoala technology was carried out in a matter of weeks and required no re-engineering of Ipanema's products. Deployment was facilitated by effective skill transfer on the DPI module and a range of fully documented APIs.

Qoala's competitive advantage

By integrating Qosmos's Qoala into its solutions, Ipanema can now provide its customers with unequalled traffic management tools based on Qosmos' state-of-the-art Deep Packet Inspection technology. Qosmos' disruptive technology has thus enabled Ipanema to establish itself as the market leader in a highly competitive environment.

Integration of Qosmos's Qoala technology provides Ipanema with:

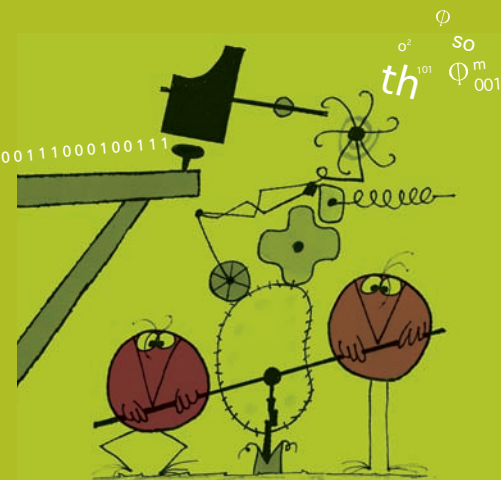
- a cutting-edge advantage in the domain of application recognition
- the freedom to concentrate on its core technology of Network Optimization while benefiting from a proven state-of-the-art DPI solution
- the ability to offer rapid integration of additional functions via a dedicated software pack without the need to re-engineer the existing Traffic Shaping technology

In addition, the industrial process governing the integration and update of new versions of the Qosmos classification engine provides serious guarantees in terms of performance, based as it is on tests carried out directly on samples of traffic from Ipanema's own customers.

Qosmos supports Ipanema's Development team

Qosmos provides Ipanema with the necessary support services to ensure fast effective implementation of the Qoala DPI module for its products, while adhering to industry and time-to-market constraints:

- Pre-study
- Skills transfer
- Dedicated on-site teams
- Customization of library in response to Ipanema's specific needs
- Performance guarantees based on Ipanema's customer traffic samples
- On-demand development of new protocol signatures
- Industrial process governing the integration and update of future versions of the Qoala classification engine
- Fast effective integration



QOSMOS

Your Network is Information

Immeuble Le Cardinet
5, impasse Chalabre
75017 Paris - France

Phone: +33 1 78 09 14 40
Fax: +33 1 40 37 00 02
contact@qosmos.com

www.qosmos.com

Qosmos ■ SA à Directoire et Conseil de Surveillance au capital de 93 822 € ■ RCS Amiens B 432 559 086 ■ TVA FR 18432559086.

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