

## SALES BRIEF

# Infoblox Trinzic Flex and Service Provider Licensing

*Improve service delivery and grow the network while minimizing technology risk and cost*

## SUMMARY

Communications Service Providers are experiencing business transformations with new trends such as the buildout of 5G, Internet of Things (IoT), smart devices, mobile connectivity, and transient users that put more stress on carriers in terms of competition, cost control, and revenue per user. With new technologies like Network Functions Virtualization (NFV) to improve service delivery and minimize risks for current and future investments, the legacy underlying infrastructure often has limited functionality and security and relies on manual processes.

Infoblox Trinzic Flex provides an NFV virtualized DDI (DNS, DHCP, and IP Address Management) solution that offers elastic scaling capabilities. Through flexible capacity-based pricing, service providers can pay based on their needs and then scale the solution as requirements grow.

Additionally, Trinzic Flex appliances are covered under the Service Provider License Agreement Program (SPLA). This program is designed considering Network Service Provider requirements, such as meeting the demand that may not be accurately predicted. It allows them to increase capacity and eliminates the procurement of new hardware. SPLA covers the relationship between Infoblox and Network Service Providers for 3-5 years and is renewable.

Infoblox Trinzic Flex allows service providers to improve service delivery and grow their network with minimal technology risk and cost while transitioning from physical to virtualized infrastructure and leveraging technologies like NFV and SDN to future-proof their networks. With deep integration into NFV, open-source solutions like OpenStack and commercial solutions like VMware, Infoblox helps service providers to eliminate manual processes and accelerate delivery time and optimize performance management. The introduction of Infoblox Trinzic Flex creates the first NFV virtualized DDI (DNS, DHCP, and IP Address Management) appliance that provides elastic scaling capabilities. Through flexible capacity-based pricing, service providers can pay based on existing needs and scale as their capacity requirements increase.

## Why Trinzic Flex?

Infoblox's appliances, both physical and virtual, have fixed resources based on the model type and cannot be changed as it voids the license agreement. This limitation forces Service Providers to procure more appliances every time, should they anticipate an increase in network traffic.

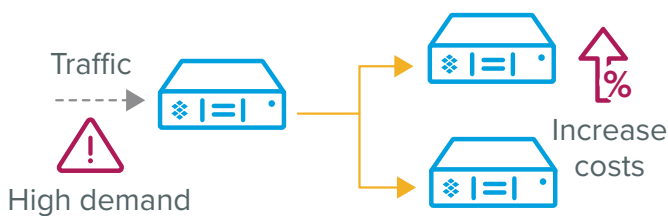
## Service Providers Require Agility to Meet Subscriber Demands

The Communications Service Provider (CSP) business model is changing rapidly as enterprises and consumers become more demanding and agile. A significant challenge faced by the Network Service Provider industry is to ensure optimum use of the existing infrastructure. As more customers utilize different voice communication devices and Internet access, service providers need to address growing data needs against current capabilities. A key challenge most service providers face today is how to increase the agility of their existing infrastructure to keep up with the pace of changing business demands.

## Infoblox Trinzic Flex

To help our Service Provider customers overcome the Infrastructure challenges, Infoblox provides a set of software appliances known as Trinzic Flex. Trinzic Flex is a scalable virtual platform based on the resources allocated to the virtual machine. The Infoblox Network Identity Operating System (NIOS) automatically detects the virtual machine's capacity and scales it to the appropriate platform.

Without Trinzi Flex License



With Trinzi Flex License



Infoblox Trinzi Flex appliances solve individual VM limitation issues by providing the flexibility to scale out based on capacity without buying new appliances. This flexibility helps Service Providers in providing much-needed elasticity in their infrastructure.

### Scalable and Virtual Platform

Trinzi Flex is a virtual platform that is scalable based on the resources allocated to the virtual machine. NIOS automatically detects the virtual machine’s capacity and scales it to the appropriate platform after the Trinzi Flex member is provisioned. The IB-FLEX activation license is a grid-wide license and is applied to the grid master.

### Flexible Capabilities and Deployment Options

With Infoblox Trinzi Flex, service providers can select specific capabilities to be deployed across their infrastructure. Infoblox provides value-based pricing across the entire deployment and allows one or more feature capabilities to be leveraged across NFV deployments.

#### DNS—Authoritative and Recursive

With Infoblox DNS, you can enable and centrally manage and automate all aspects of authoritative and recursive DNS to achieve the high availability, efficiency, security, and application response times subscribers need to thrive in a digitally connected world.

#### DNS Traffic Control

Instead of deploying costly global server load balancers (GSLB) to ensure availability, DNS Traffic Control eliminates costly delays in application response times. It allows you to uniquely combine advanced load balancing functionality with DNS management within a single, unified platform.

#### Advanced DNS Protection

Distributed denial of service (DDoS) and other DNS-based threats can flood your DNS servers with malicious requests and

redirect subscribers to harmful Internet destinations, exfiltrate data, and expose them to additional risks. With Advanced DNS Protection, you can comprehensively defend your DNS server from the broadest range of DNS based attacks, while maintaining service availability and business continuity.

#### Infoblox BloxOne Threat Defense

BloxOne™ Threat Defense strengthens and optimizes a solution provider’s security posture from the foundation. It maximizes brand protection by securing existing networks and subscriber imperatives like 5G, IoT, network edge, and the cloud. It enables CSPs to easily transform DNS from a major vulnerability in their defenses into their most valuable security asset.

#### Infoblox Subscriber Services

Infoblox Subscriber Services provides a scalable, resource-efficient way to turn DNS into an effective tool for building value-added security services and blocking threats at the source while providing consistent performance. Its lightweight footprint is easy to deploy and manage as an offering to existing fixed and wireless internet services. The platform allows you to minimize up-front investments and generate a predictable ROI by leveraging a flexible, pay-as-you-grow model.

### Conclusion

Service providers are looking for ways to increase revenue and provide a solid customer experience. As the world of Service Providers continues to evolve, they must support their customers’ dynamic needs, contribute to a healthy ROI, and avoid investing in additional capacity unless there is a demand.

Infoblox Trinzi Flex appliances assist the Network Service providers by allowing them to scale up based on the capacity and make the maximum of the existing infrastructure.

To learn more, visit [www.infoblox.com/sp](http://www.infoblox.com/sp) or contact your local Infoblox representative today.



Infoblox enables next-level network experiences with its Secure Cloud-Managed Network Services. As the pioneer in providing the world’s most reliable, secure and automated networks, we are relentless in our pursuit of network simplicity. A recognized industry leader, Infoblox has 50 percent market share comprised of 8,000 customers, including 350 of the Fortune 500.

Corporate Headquarters | 3111 Coronado Dr. | Santa Clara, CA | 95054  
 +1.408.986.4000 | 1.866.463.6256 (toll-free, U.S. and Canada) | [info@infoblox.com](mailto:info@infoblox.com) | [www.infoblox.com](http://www.infoblox.com)



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