

## MOVING TO EFFICIENTIP DNS-DHCP-IPAM (DDI)

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### **An overview of organizations that have switched from VitalQIP**



#### **Highlights**

- **Seamless migration from VitalQIP to EfficientIP - proven, repeatable migration process - smooth and error-free**
- **Massive time and cost savings - simple to configure, upgrade and maintain**
- **Move from a legacy DDI to a next-generation Integrated DDI solution - feature-rich, supports future growth for cloud, automation and virtualization**
- **Adaptive DNS Security - protect against data theft and all attack types**
- **Reduced licensing costs - no more purchasing IP Object licenses or negotiating an Enterprise License**

## Looking for Smart DDI? We defined it.

As one of the world's fastest-growing DDI vendors, EfficientIP helps institutions worldwide drive business efficiency through agile, secure and reliable network infrastructures.

Our unified management framework for DNS-DHCP-IPAM (DDI) and network configurations ensures end-to-end visibility, consistency control and advanced automation. Our unique 360° DNS security solution protects data confidentiality and application access from anywhere at any time. Companies worldwide rely on us to help overcome challenges they face with modern key IT initiatives such as cloud applications, virtualization, and mobility. If you are a current VitalQIP customer, there are several compelling reasons for migrating to EfficientIP just like many others have done, as shown by the case studies in this document.

## Make the move from VitalQIP to support your business growth

Whilst you may be reasonably content with the IPAM functionality your VitalQIP solution offers, it is imperative with today's complex networks to have a modern integrated DDI solution which is simple to configure, upgrade and maintain, and supports future growth. In addition, enhanced DNS security is a must-have to protect against ever more frequently occurring cyberattacks capable of inflicting severe financial damage.

EfficientIP has always been an innovative DDI company, with IPAM at its core, and a key focus on adaptive DNS security. We are constantly investing in enhancing our solution in line with rapidly-evolving technologies in order to support evolution and protection of your networks.

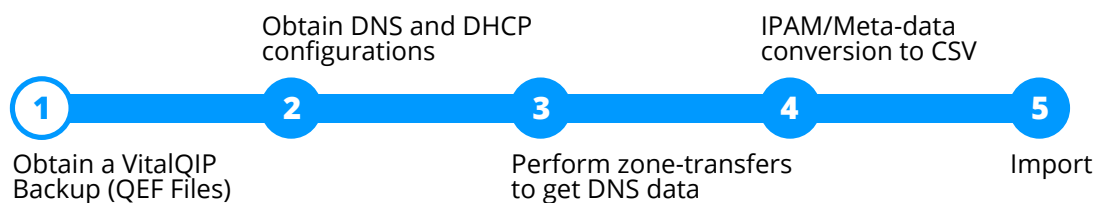
This investment ensures sustainability, scalability & security of your infrastructure as you introduce new technologies such as cloud, virtualization, IoT and BYOD. Our soft end-of-life policy (including: 1. NO forced refresh of software appliances 2. New product versions do NOT require you to update all hardware to use that new version), innovative architecture and workflow automation maximize your ROI, whilst drastically reducing the complexity of managing your network.

## Smooth, risk-free migration from VitalQIP to EfficientIP

EfficientIP has the technology, the expertise and the experience to help companies in transitioning from VitalQIP. You won't need to change your current way of working. We just make it easier for you.

Our Professional Services Consultants are amongst the best DDI experts in the industry and include many former VitalQIP employees. With countless successful deployments for global customers, our experts are available to help design, migrate, test, implement and deploy your new and improved DDI solution to meet ever-changing business goals. We make your move easy and error-free.

Architectural similarity makes it easy for EfficientIP to incorporate VitalQIP's strengths whilst upgrading to a more intuitive, customizable, reliable, cost-effective and feature-rich solution. Having immense technical expertise and knowledge of VitalQIP, EfficientIP is able to ensure seamless migration. Trusted advisors are obligatory to help you migrate seamlessly to a new DDI solution, ensuring constant uptime of mission critical DDI services. Using our proven, repeatable VitalQIP migration process, EfficientIP excels at this. Migrating your data is risk-free, taking just 5 smooth steps:



## Innovating to reduce cost, secure your business and become cloud-ready

EfficientIP is committed to thinking differently about the DDI industry - innovation is in our DNA. EfficientIP's primary goal is to create value and efficiency for our customers through heightened security, advanced automation, and greater simplicity. We have launched unique features like network reconciliation management, which have today become market best practice standards.

We invented the advanced SmartArchitecture™ concept, which upgraded the management of DNS and DHCP from service level to architecture level. Our SOLIDserver™ suite of hardware and virtual appliances deliver DNS security solutions, VLAN and IP address management, as well as extensive DNS and DHCP management.

EfficientIP is the world's first DDI vendor to have released patented and award-winning innovation features to secure against threats to the DNS infrastructure:

- **Hybrid DNS Engine** - which provides 3 different DNS technologies to mitigate zero day vulnerability and eliminate single point of failure
- **DNS Blast** - the world's fastest DNS server, a patented application that can absorb up to 17 million DNS queries per second to absorb DNS DDoS attacks
- **DNS Guardian** - the first DNS security solution enabling complete DNS Transactions Inspection (DTI) and advanced analytics for real-time behavioral threat detection. Patented smart countermeasures provide unique adaptive security to protect data confidentiality and guarantee unmatched continuity of DNS services, even under the most insidious attacks.

SOLIDserver™ helps enterprises to unlock the technological dependency between multi-cloud platforms. The SOLIDserver™ DDI appliance suite has been designed to run on all major virtualization solutions including VMware, Microsoft Hyper-V and OpenStack. It can also run in public cloud environments: AWS, Microsoft Azure and Google Cloud. This Cloud-agnostic approach dramatically simplifies hybrid cloud strategy while lowering expenditure and improving agility.

## Now is the time to move from VitalQIP

If you are a VitalQIP customer, you've probably noticed that the VitalQIP solution set has evolved very little during the past few years, meaning your current DDI solution is most likely very much outdated in terms of capability, performance and security. By switching today to EfficientIP, you will enhance DDI and security functionality and enable integration with cloud solutions, whilst drastically reducing the complexity of managing your infrastructure, resulting in massive time and cost savings.

## Why EfficientIP is the obvious choice

Since EfficientIP brings an Integrated DDI solution, with IPAM at its core and adaptive DNS security, many VitalQIP customers globally have chosen to replace their DDI solution with EfficientIP's SOLIDserver™ product.

The obvious main benefits they perceived include:

### Ease of Deployment and Use

- SmartArchitecture™: Simple, Secure & Flexible DNS-DHCP Architectures Template
- Intuitive, unified & consistent GUI across all products
- "Single pane of glass" data view & management and holistic search capability

### Carrier-grade Performance & Scalability

- Number of IP addresses and managed DNS-DHCP servers
- DNS Queries and DHCP lease per second

### Greater Efficiency & Control

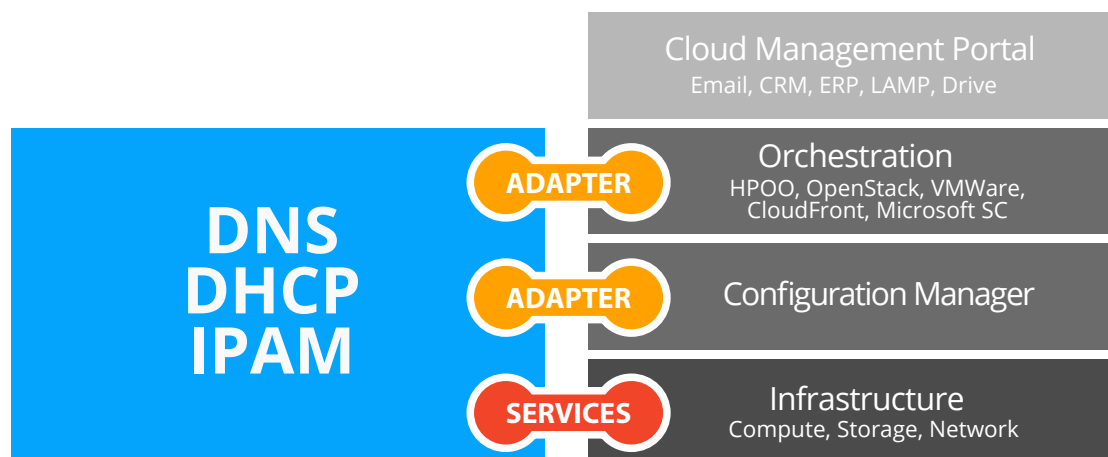
- Unified Management & automation: DDI-VLAN-VRF-Devices & Network Configuration
- Full DDI reporting and advanced charts

### Flexible & Agile: Enforce Corporate's Standards and Processes

- Streamline resource attributes & properties
- Define & enforce corporate policies
- Model and automate corporate's processes

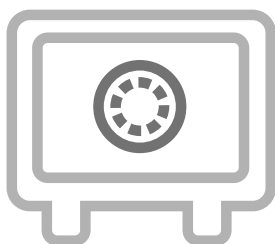
### Unique 360° DNS Security Solution

- Protect public & private Infrastructures regardless of the attack type from both internal & external threats: Data exfiltration, zero-day, volumetric and slow DoS etc.
- Adaptive security solution ensures DNS service continuity even when the attack sources are not identifiable



## Case Studies

Below are examples of customers who have already migrated from VitalQIP to EfficientIP. These case studies illustrate challenges stated by the customer at the time of migration. If you would like more details on the case studies, or wish to exchange with the customers, please do not hesitate to contact us.



### Large North American Financial Institution

#### Customer Challenges

The organization perceived no evolution of VitalQIP's solution to keep pace with their business strategy. One of their major requirements was to automate DNS and DHCP services through APIs. They required access to the API for integration with their cloud solutions, and found that VitalQIP were unable to offer a suitable solution

#### Outcome of Moving to EfficientIP

Other vendors were evaluated, but the EfficientIP solution was selected as it was a more open and more flexible system than the competitor solutions. The migration of the data to EfficientIP went well, with zero major problems encountered. In addition to resolving their automation problem, the EfficientIP SOLIDserver™ delivered a centralized solution for managing VLANs, IP addresses, sites, cities etc. in day to day operations.

### Leading European Multi-Service Communications Provider

#### Customer Challenges

Planning future network functionality and data protection were the top priorities for this market leader. VitalQIP offered no roadmap and no guarantees of product longevity. As they farmed out their coding to companies in the Far East and had an inadequate pre-distribution quality assurance process, recent versions contained many software bugs. VitalQIP had little support for DNS Security so data was at risk. Automated key rollover and other critical functions could only be done via CLIs. Lastly, alerts were only supported via SNMP.



#### Outcome of Moving to EfficientIP

The customer was reassured that moving to a privately held, well-funded company, with an extensive 2+ year development roadmap, and software development performed in-house, was the right business decision. A consistent user experience was guaranteed as all solutions/add-on modules use only one GUI. EfficientIP SOLIDserver fully supported an entire security solution including automated key rollover. SNMP monitoring and alerts were available, as well as the capability to set wizard driven SmartAlerts through the Web interface. Amazingly, alerts could be configured for just about anything. The customer finally felt confident of being GDPR-ready.

## Major Healthcare Provider in North America

### Customer Challenges

VitalQIP's product development was weak, and upgrade process was taking weeks or even months. The organization performed a life-cycle analysis of DDI to prioritize objectives and researched BlueCat, EfficientIP, Infoblox and Microsoft. BlueCat was rigid in their design, Infoblox cost was well above the others, Microsoft's offering was rudimentary and would have required large process changes. EfficientIP got the highest score on meeting their DDI objectives : cost was reasonable, the ability to customize the product was impressive and upgrades were easy.

### Outcome of Moving to EfficientIP

Specific benefits included: Ease of upgrade process (done in days), ability to make customizations and not impact future upgrade, importing/exporting data easily via the GUI, HA/DR for IPAM implemented in minutes (versus weeks with VitalQIP), ease of searching for information, and reduced licensing costs (no more purchasing IP Object licenses or negotiating an Enterprise License). After the migration the Network Director commented that « this was the best project from start to finish, the evaluation, POC, planning and migration, since I've been with the company. We used EfficientIP's Professional Services who helped us easily get the data ported from VitalQIP to EfficientIP's SOLIDserver™. As can be expected, there were minor issues but these were resolved quickly and for the most part the change was transparent to user community. »



## Flagship Research University with over 40 000 students

### Customer Challenges

The customer had been using VitalQIP for many years. They were long overdue for a replacement product to unify DDI services into a common, cost effective platform with a modern UI, reporting functions, user access control, and auditing capabilities. Their due diligence ruled out Infoblox as some features were unsuitable and the DDI product was cost-prohibitive. Another DDI vendor's product UI was extremely unfriendly, with the customer going as far as to state « we honestly just couldn't imagine it being a good tool for day to day tasks ».

### Outcome of Moving to EfficientIP

What stood out immediately with EfficientIP was the smart UI - information presented in a clean and usable format, with an invaluable global search tool, an integrated VLAN manager, and root access to the back end system. DNS firewall (RPZ) and DNS rate limiting were also included as standard. The DNS/DHCP SmartArchitecture proved intuitive and powerful. Integrating device inventory and SNMP data into the IPAM system made it simple for support teams to locate IP or MAC addresses on the network and quickly see all information related to them. Customer feedback: «we continue to add services and use it daily, so far it has exceeded our expectations.»

## One of the Largest Regional Administration Departments in Europe

### Customer Challenges

The customer was frustrated that with their VitalQIP solution all imports had to be done in phases using external CLIs (no easy import via Web interface) and, even more annoyingly, all import files had to be in an exact order. If not, file errors occurred and administration debug was required. All reports were predefined with no ad-hoc reports possible. All configurations had to be done manually, thus inefficient, cost intensive and prone to errors. With the VitalQIP appliances, upgrades had to be done to individual components that include JAVA, Tomcat, Sybase, DNS, DHCP, etc.



### Outcome of Moving to EfficientIP

Migrating to EfficientIP meant that all imports could be done via web interface for all Network Blocks, Subnets, IP Pools and IP Addresses. The EfficientIP solution also provided import of existing DNS and DHCP data from files retrieved directly from BIND or Microsoft servers, without them needing to be in any particular order. Unlimited ad-hoc reports were possible, with all reports being able to be exported as PDF, Excel, CSV, HTML or XML. EfficientIP's SmartArchitecture™ offered the ability to change a master/slave deployment to a Stealth DNS easily and efficiently. EfficientIP delivered a one file upgrade and single click to upgrade all modules: IPAM, DNS, DHCP, TFTP and NTP. The upgrade process also applied upgrades to operating system and database, plus applying new security functionality.

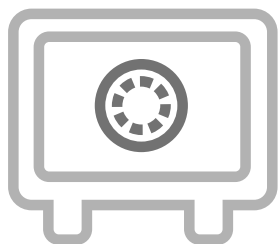
## Global Financial Services Provider

### Customer Challenges

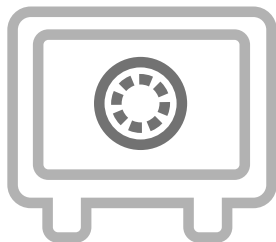
As a global organization, it was important for their Network, Systems and Applications teams to have a solution to help manage their mission critical services. VitalQIP had been implemented over 10 years ago when they were the market leader but it was apparent they were in decline, so Gartner assisted in researching new solutions. The customer found that one vendor's solution lacked flexibility and had high long-term costs, and a second vendor could not meet technical requirements. They reached out to their VitalQIP community and received word of EfficientIP, whose team was made up of former VitalQIP employees.

### Outcome of Moving to EfficientIP

EfficientIP was able to provide a solution with a clean UI, flexibility to integrate and configure their technology to meet global management needs, in a timely manner. Their dedicated team of experts who had extensive experience with selling and implementing VitalQIP in previous years created a sense of familiarity that management felt would be valuable for their migration path and support. This was the most important factor in why EfficientIP was selected over competitors. Additional value adds included a lower operational expense both up front and long term as they no longer pay per IP. The team now has a clear path for long term budgetary goals.







## Top European Financial Institution

### Customer Challenges

Performing an internal DNS Security audit made it evident that they had some major issues with their existing VitalQIP solution. In particular, data integrity could not be guaranteed - essential for their business, particularly with GDPR looming. Their main fear was data exfiltration via a non-detected DNS tunnel. In addition, updating the installed product was a major issue, always requiring a large amount of time and effort.

### Outcome of Moving to EfficientIP

The customer was pleasantly surprised how smooth and easy it was to move to SOLIDserver™, with zero service outages in the migration phase. It became apparent how simple future upgrades of EfficientIP's solution would be. The EfficientIP 360° DNS Security solution exceeded their expectations. As well as preventing data theft, the solution provided adaptive security for both internal & external threats against all attack types: zero-day, volumetric, slow DoS etc.

## Ready to make the move from VitalQIP?

Contact us today and learn how EfficientIP can migrate your organization to drive business efficiency through agile, secure and reliable network infrastructures. Our unified management framework for DNS-DHCP-IPAM (DDI) and network configurations ensures end-to-end visibility, consistency control and advanced automation.