Data Transfer & NAS at Digital Home Achieved with Visuality Systems' YNQ

Introduction

A leading manufacturer of broadband communication CPEs and digital equipment enables some of the biggest telecom operators in the European Union to deploy fast internet access and smart home applications. Due to confidentiality issues we will refer to the company as Broadband Digital Home (BDH) and to their CPE as BNAS.

Looking to enable new value-added services, like data transfer and network-attached storage (NAS), to support the growth strategy of data & voice service providers, BDH was considering two available SMB-based alternatives: Samba open source and Visuality Systems' YNQ. Broadband Digital Home needed an accountable supplier to rely on, according to their Service Level Agreement (SLA) requirements, and since they could not take the risk of being dependent on open-source, their natural choice was Visuality Systems which is the leading provider of SMB commercial solutions.

> " *We needed to establish data transfer among different endpoints supporting the SMB network file sharing protocol, implemented in Windows. Visuality Systems' YNQ was the perfect fit and enabled the introduction of NAS value added services by the telco carriers that are our demanding customers.*

Pieter Kruntz
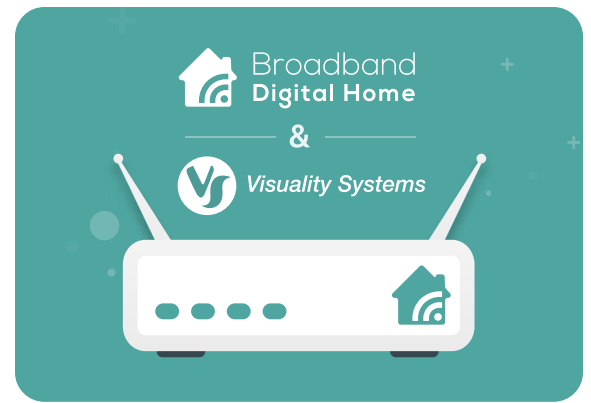BNAS Product Manager, BDH

Broadband Digital Home

The Challenge

BDH saw an opportunity in granting its users secure access to data saved on their BNAS CPE and connected USB Hard Drives anytime, anywhere, in both Windows and Linux environments, supporting several protocols including Server Message Block (SMB). "Our biggest concern was the dependency. In fact, prior to every product cycle and software release, we must align our roadmap with vendors of third party applications. If a partner cannot deliver the required changes on time, we are obliged to delay our release," said Pieter Kruntz (fictitious name), BNAS Product Manager at Broadband Digital Home.

Why BDH Chose Visuality Systems

BDH chose Visuality Systems (VS) because of:

- Competency and proficiency in delivering top-notch support
- Minimum footprint required, from a memory standpoint
- Interoperability with Linux and Windows
- Responsive service that ensures you are never left to face challenges alone
- Consistent and reliable time-to-market in sync with BDH's roadmap and Microsoft releases

> *We are very satisfied with the performance of the YNQ product. People don't even notice it because it works great. Our engineers are confident that every time they need support from your side they always get your assistance very promptly.*

Pieter Kruntz
BNAS Product Manager, BDH

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The Results

Visuality Systems delivered its SMB protocol libraries and assisted BDH's engineering team in installing it on BNAS CPE's motherboard. Visuality Systems' YNQ libraries enabled BDH's customers i.e., major European telecom operators, to enrich and differentiate their offering. In Pieter's words: "Storing and accessing all sorts of files became as simple as that, with reduced traffic and less bandwidth consumption. We currently have around 15 million devices in the field using SMB."

Want to see similar results?
Get in touch with us today!

Our team of experts has years of experience in delivering SMB protocol solutions that work in any environments, from the simplest to the most challenging ones

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Drop us an email to info@visualitynq.com