



THE DOWNLOAD FROM PICA8

NETWORKING INDUSTRY NEWSLETTER



Amongst the constants in the networking industry, one primary constant is that networks continue to grow and evolve as market needs change. "Explosive deployment of IoT devices is changing the campus network as we know it," said **Pica8 Founder and CTO James Liao** at the recent **Networking Field Day** seminar in Santa Clara. "Automation in the network is going to be essential for dealing with IoT devices."

A recent news story from **SDxCentral** about the growth of the campus network market echoes these sentiments, with industry analysts specifically highlighting **AI, automation, and security features** being a prime driver of this trend. Software can be instrumental to rolling out these features quickly, without limits, and--perhaps most importantly--cost effectively.

Pica8 Customer Highlight

Internet Service Provider Dotto-One Chooses Pica8

Ian MacDonald, founder of Toronto based internet service provider **Dotto-One**, was recently featured on the Pica8 blog detailing some of their Pica8 implementation. Ian breaks down product deployments and some of the successes they have seen regarding operational and business benefits with **PicOS software** deployed on hardware platforms after they have reached the end of market availability. Especially in light of the ongoing industry hardware shortage, Pica8 software can be an essential ingredient to maintain service continuity for any size organization including large-scale Internet Service Providers.



Read the complete guest blog: <https://blog.pica8.com/internet-service-provider-dotto-one-has-success-with-pica8>

To learn more about their business, visit Dotto-One on the Internet: <https://dotto-one.com/>



Pica8 Customer Highlight

Gulf Medical Replaces Cumulus With Pica8

Pica8 continues to increase its international footprint. Medical equipment and solutions distributor **Gulf Medical**, headquartered in Saudi Arabia, recently shared with us some of the reasoning behind replacing **Cumulus Linux** with Pica8 throughout their organization. Cumulus' recent acquisition by **NVIDIA** made future

support uncertain, and as a medical services provider these sorts of uncertainties can have disastrous consequences if not appropriately planned. **Mokhtar Attiya, Information Technology Manager** at Gulf Medical, detailed the factors that went into choosing Pica8 over Cumulus, including **PicOS** interoperability with existing **Cisco** and **Meraki** access points and devices.



"In the future, Gulf Medical plans to integrate with Pica8's **AmpCon Network Controller** for **push-button automation** and **zero touch provisioning**," said Attiya. "We

plan to leverage Pica8's **Ansible Playbooks** to customize automation."

Read the complete blog entry here: <https://blog.pica8.com/medical-equipment-distributor-gulf-medical-replaces-cumulus-with-pica8>

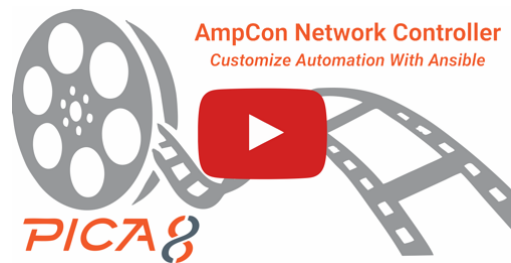


Hands On With Pica8

*Pica8 Senior Technical Marketing Manager **Mani Subramanian** has published a series of videos demonstrating some of the Pica8 features for **automation** and **zero-touch provisioning**.*

Customize Automation with Ansible Playbooks

In this demo, we show how Pica8's AmpCon automates a compliance check for Network Access Control (NAC) policy on all access ports across the enterprise. AmpCon identifies ports where NAC is disabled and automates policy enforcement.



AmpCon Zero Touch Provisioning for Bare Metal Switches

This video gives an overview of Zero Touch Provisioning (ZTP), how to setup Pica8's AmpCon Network Controller for ZTP and Pica8's ZTP process sequence for a group of bare metal switches in remote branches.



From The Web

Campus Networking Market Demonstrates Strong Growth

Nancy Liu from **SDxCentral** reports on the continued growth of the campus switch market. While many predicted post-pandemic work habits such as the rise of **work from**

home culture may lead to a market slowdown, industry analyst **Sameh Boujelbene** from **Dell'Oro Group** reports: "The pace of recovery has exceeded our expectations."

sdxcentral

"A major **upgrade cycle** of aging infrastructure spurred by the [digital transformation](#) acceleration during the pandemic and an exponential expansion in devices connecting to the network like [IoT](#) drove the growth, (**Boujelbene**) added. 'We believe that digital transformation is a multi-year journey that will benefit the campus switch market for many years to come and currently project sales to exceed **\$20 billion by 2026.**' "



A hallmark of the networking market historically has been adapting technologies to new use cases, and the campus market continues to fight stagnation by evolving new features and services, such as **artificial intelligence**.

"In addition to **AI**, Boujelbene expects to see more [security](#), analytics, and [automation](#) capabilities in the near future. '[Automation](#) would require telemetry, network visibility, troubleshooting, etcetera,' she added."

Complete story available here: <https://www.sdxcentral.com/articles/news/cisco-hpe-huawei-lead-return-to-growth-campus-switch-market/2022/02/>

Pica8: Zero Calorie Networking

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