NEWS RELEASE

Arista Delivers Cloud Connect Solutions Across Data Centers

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Box, Equinix and Netflix Support Open, Secure Cloud Internetworking

SANTA CLARA, Calif. -- November 17, 2015 -- Arista Networks (NYSE:ANET) today announced optimized interconnect solutions for public and private cloud data centers. With these new solutions, Arista is leveraging the technology and operational advantages of Arista's EOS and **CloudVisionTM** for inter-data center solutions that reduce both capital and operational costs.

To address these needs for connecting clouds, Arista is adding capabilities that extend its spine networking platforms to include interconnect use cases. These capabilities include:

- Spine Transit: A long haul Coherent DWDM, **6-port 100G line card** with integrated MACsec encryption for the Arista 7500E Spine switches.
- Spine Interconnect: Production-ready, standards-based **VXLAN solutions** for Layer 2 service extension between sites.
- **Spine Peering**: An Arista EOS approach for supporting full Internet routes in cost-effective merchant silicon spine platforms.

Diverse Customer Success

Box, an enterprise content management and collaboration platform with more than 40 million users at 50,000 businesses globally, including 52% of the Fortune 500, is leveraging the Arista 7500E Coherent DWDM solution to help support the increase in bandwidth demand between data center sites as it grows and expands. The Arista 7500E Coherent DWDM solution delivers secure, high-performance and cost-effective capacity for Box's inter-site

connectivity, allowing the company to scale, while continuing to meet customer expectations of delivering secure, always on, service, regardless of location.

Traditionally, geographically dispersed data centers have been built based on a single primary location with any other locations considered backups. However, today's scale out cloud data centers are moving to a model where geographically distributed data centers are treated as a single common logical compute and storage cluster. This requires not only increased bandwidth between sites but also increased levels of security. In maintaining the cloud networking principles, these solutions must also be open and standards-based, with a focus on operational efficiencies at scale.

As distances between sites increase, discrete costly optical devices are required to support the long-haul and high bandwidth connections. The new 7500E Series 100GbE line card enables wire-rate switching with integrated Coherent DWDM optical interfaces for transmission over distances up to 5,000 kilometers. This consolidated solution provides an alternative to external DWDM devices otherwise required for long haul transmission. In addition, this line card includes integrated IEEE 802.1AE MACsec for 256-bit encryption on all ports at 100Gbps, which provides security for transporting confidential information between cloud data centers.

"**Equinix** is the leader in providing Data Center interconnection services for Enterprises, Content providers, Internet Service Providers, and Cloud Service Providers. The Equinix Global Internet Exchange (IX) provides L2 interconnectivity to all the peering participants over a geographically distributed L2 fabric. Arista's VXLAN cloud interconnect solution on the 7500E platform has been instrumental in addressing the scale-out of our IX fabric", said Ihab Tarazi, CTO of Equinix. "By moving to a resilient, cloud scale L3 design with Arista's VXLAN solution and EOS, we get better operational efficiencies and higher performance from our network while keeping up with our business growth."

Arista, a leader in VXLAN solutions, is building on its network virtualization solutions within the data center by introducing VXLAN as a solution for Layer 2 interconnect between clouds. Traditional Layer 2 interconnect solutions based on complex or proprietary protocols are not meeting the open needs of today's cloud networking architectures. This VXLAN solution extends Arista's Universal Cloud Network designs by providing an open and standards-based approach that is production ready across a variety of interconnect use cases.

With the proliferation of content providers connecting geographically distributed locations, operators rely on policy-based traffic engineering to efficiently route content out of the data center over the internet. These applications traditionally require peering routers, which are traditionally larger and more expensive router platforms with the capability to store the full internet routing table in the hardware forwarding path, at the internet edge.

"As **Netflix** continues to expand its CDN footprint and increase its peering interconnects through the Open Connect

initiative, we needed a high density 10/100G IP peering platform," said Dave Temkin, Director of Global Networks at Netflix. "Traditional router platforms were expensive, had lower port density and were fairly over-engineered for this application. We heavily rely on our software stack to make optimal routing decisions for our content, and Arista's switching platforms have helped us deliver an efficient, cost-effective and programmable Edge solution to meet our business needs for delivering high-bandwidth content."

The programmatic architecture of EOS combined with optimization techniques like Selective Route Download (SRD) and enhanced sFlow analytics, allow these content providers to leverage more efficient Arista spine platforms, such as the merchant silicon-based 7500E/7280E, as a new alternative in these cloud peering roles. These solutions from Arista provide these customers with a lower price per port, lower power footprint, and higher density 10GbE/100GbE solution than traditional internet-scale routing platforms. These benefits provide a direct savings impact on co-location and transit costs to the provider.

Arista will host a technical webinar and tutorial around The Universal Spine: Cloud Internetworking Use Cases on December 10th at 10 AM PST/1 PM EST. Please register here: **http://bit.ly/1kAI7H5**

Product Availability

All of the components of Arista's cloud interconnect solutions are shipping and available today.

About Arista Networks

Arista Networks was founded to pioneer and deliver software-driven cloud networking solutions for large data center storage and computing environments. Arista's award-winning platforms, ranging in Ethernet speeds from 10 to 100 gigabits per second, redefine scalability, agility and resilience. Arista has shipped more than five million cloud networking ports worldwide with CloudVision and EOS, an advanced network operating system. Committed to open standards, Arista is a founding member of the 25/50GbE consortium. Arista Networks products are available worldwide directly and through partners.

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Additional information and resources can be found at **www.arista.com**

This press release contains forward-looking statements including, but not limited to, statements regarding the benefits and best practices utilized in the design and implementation of Arista's Cloud Networking Portfolio and the

enablement of opex savings and higher service level agreements. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. Forward looking statements are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in the forward looking statements including: our limited operating history and experience with developing and releasing new products; product, support or service quality problems; rapidly evolving changes in technology, customer requirements and industry standards as well as other risks stated in our filings with the SEC available on Arista's website at www.arista.com and the SEC's website at www.sec.gov. Arista disclaims any obligation to publicly update or revise any forward-looking statement to reflect events that occur or circumstances that exist after the date on which they were made.

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