



Keynote Launches New Platform for Their Flagship Transaction Perspective Web Performance Measurement Service

THE CHALLENGE

Keynote is the global leader in Internet and mobile cloud monitoring. As the largest cloud monitoring network with 275 locations around the world, Keynote provides companies with advanced, unbiased testing and monitoring solutions for continuously improving the online experience. With Keynote's IP, companies know precisely how their web sites, content, and applications perform on actual browsers, networks, and mobile devices. To enable the unparalleled precision & accuracy that its customers expect, Keynote requires its supplier to deliver a customized, long life-cycle, high-performance reliable product with global certification.

THE PROBLEM

In any new product platform, flexibility and reliability are key ingredients to a successful deployment. Keynote needed a brand new, high-performance platform with consistency in build and longevity for their flagship Transaction Perspective Web Performance Measurement Service. Specifically, Keynote required a platform with the flexibility to accommodate requirements of a desktop OS, a GPU card, and specialized remote management capabilities, all squeezed into a compact, reliable, and long life-cycle 1U form factor in order to save rack space in their datacenters. The solution goal was to significantly boost both performance and capacity of the Keynote measurement servers while simultaneously increasing reliability. With servers located in hundreds of datacenters across the globe, Keynote also needed a partner it could rely on for global logistics and fulfillment.

THE SOLUTION

As an industry leader in delivering customized appliance solutions, AMAX intimately understands the rapidly changing enterprise market environment and works very closely with the Keynote product team to introduce a new generation of web performance measurement server solutions. Keynote's new flagship Transaction Perspective platform incorporates a brand new operating system and software, requiring high performance servers with specific requirements and a degree of customization.

AMAX took the initiative to leverage its strong Engineering & Manufacturing background to design and produce a fully customized solution to meet Keynote's specialized needs. Leveraging strong relationships with Intel, Microsoft and Nvidia, AMAX was able to qualify an optimal GPU for the 1U Intel-based platform supported with a full benchmark report spanning multiple GPUs, enabling Keynote to determine which GPU was the best fit for them with regards to performance, stability and lifecycle roadmap. Additionally, as part of Keynote's functionality requirements, AMAX engineered the platform to incorporate a USB sound card inside of the system that would simulate a user's sound card and developed a solution to enable the specific remote management IPMI features needed in the next-generation server. By understanding Keynote's priorities and requirements and leveraging AMAX's engineering expertise and global logistics proficiency, AMAX was able to add significant value in the form of a well-designed platform and deployment protocol that fulfilled all of Keynote's needs.



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Dave Bresci, Director of External Operations, Keynote



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AMAX's manufacturing capabilities extend beyond its Fremont, HQ manufacturing location. AMAX offered Keynote Global Manufacturing operations in the APAC region, mirroring the equipment, process, quality and attention to detail that is found at the ISO:9001 Certified US Headquarters. AMAX's 5-stage Quality Gate Process, including pre-assembly test, system assembly with strictly-enforced MPI process, high-temperature burn-in, functional testing, and final QA inspection are fully embedded into AMAX's Global Manufacturing operations ensuring a no-compromise experience and a consistent quality of product no matter where the appliance is manufactured.

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Dave Bresci, Director of External Operations



In addition, AMAX's extensive knowledge in manufacturing and deploying systems within the APAC region grants Keynote peace of mind knowing that we take care of any and all regulatory requirements. AMAX's ability to manufacture in both the US and APAC regions provides a competitive time-to-market advantage, a true global support program and world-class flexibility and agility to build and ship a complete turnkey solution anywhere in the world – precisely what is needed to support Keynote's global performance measurement infrastructure and what has saved them an enormous amount in value added tax (VAT).

As a result of AMAX's elite responsiveness, engineering expertise, global logistics support and overall ownership of making client goals its own, AMAX distinguished itself among competing suppliers. Keynote's objective of providing full visibility into the performance and availability of web transactions and displaying the most comprehensive and accurate performance data 24x7 is realized with the customized turnkey AMAX solution. "AMAX offered us a complete solution, not simply as a hardware vendor but also for configuration and logistics," added Dave Bresci. "Our operations department runs lean and has a wide range of responsibilities. It's a big win for us when we can find a one-stop shop like AMAX to take care of the details so we can focus on delivering Keynote services to our customers."

