

Brenntag Nordic Deploys Expand Accelerators to Manage VoIP Traffic Between Branch Offices



Profile

Brenntag Nordic is a member of the German based Brenntag Group. With sales amounting to 4.6 billion in the 2003 business year, Brenntag Nordic is the global leader in growing market for chemical distribution. Brenntag supplies industrial and specialty chemicals and offers a wide range of value-added services for companies that manufacture and process chemicals.

Applications

VoIP, Lotus Notes, SAP

The Challenges

Brenntag Nordic – a subsidiary of Brenntag GmbH – the global leader in chemicals was looking to expand its operations through potential acquisitions and mergers. This strategy requires IT agility, so Brenntag Nordic streamlined operational costs and embarked on a project to develop an IT infrastructure that permits rapid integration with other systems.

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- Jacob Nielsen, Network Administrator at Brenntag Nordic

The Solution

“When IBM Global Services introduced us to Expand, we saw a perfect fit for the Accelerators as part of our “acquisition-ready” communications strategy,” commented Michael Langborg, Financial and IT Director at Brenntag Nordic. “We had just implemented VoIP at our Headquarter as part of a cost reduction measure and now we had to make VoIP work between branch offices.

The WAN was a growing liability in the speedy delivery of VoIP and other critical applications such as Lotus Notes and SAP to Brenntag Nordic’s branch offices. “Expand has hands down the best compression and acceleration in the market. But for us the new Layer 7 QoS feature was critical in ensuring that our employees would experience the same “call quality” as they were accustomed to from traditional telephone systems,” noted Jacob Nielsen, Network Administrator at Brenntag Nordic.



The Results

Brenntag Nordic deployed Expand's 5.0 software release as part of its 11-site deployment of the Accelerator 4800 series in Denmark, Finland, Norway and Sweden.

Expand is the only traffic management vendor that offers wide area network optimization solutions that work seamlessly in an MPLS environment. "The solution exceeded our expectations as we are now able to configure VoIP QoS in very complex environments with simple configuration," says Mr. Nielsen, Network Administrator at Brenntag Nordic. At 30% less the cost quoted by our Telco and 100-1000% traffic acceleration on top of the granular QoS functionality; the Expand Accelerators were a winner for our business."

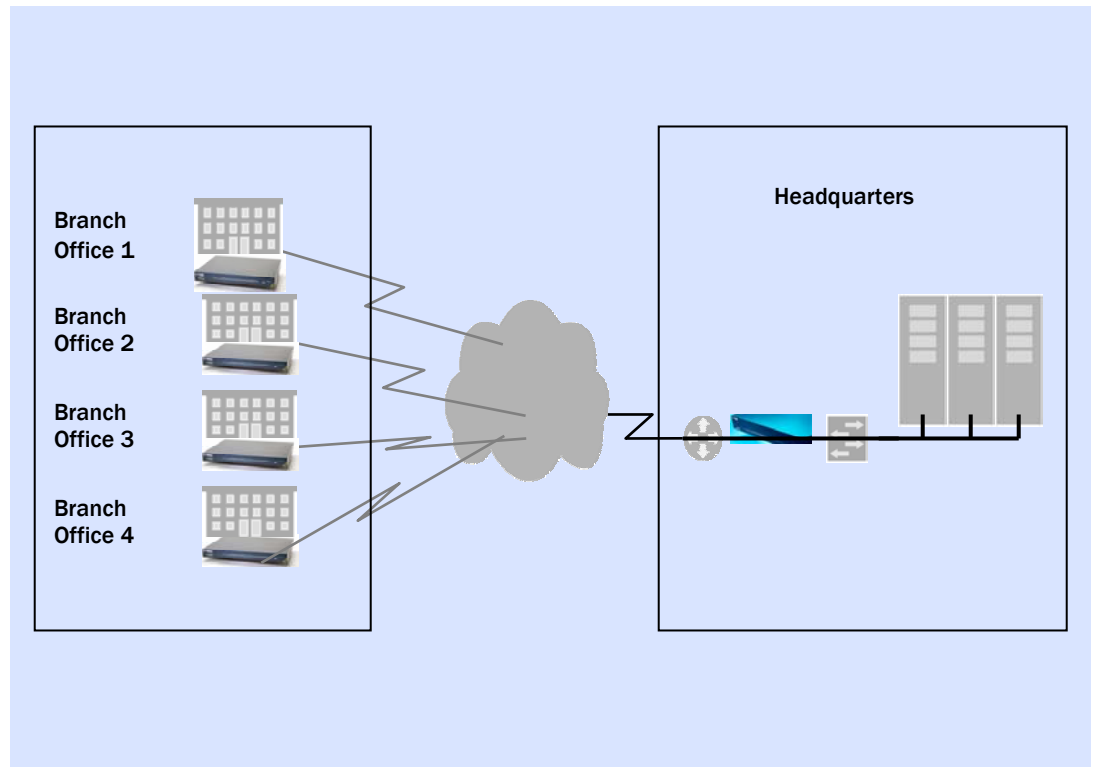


Fig. 1

The diagram to the right illustrates sample Accelerator deployments