



## OVERVIEW

Geographically dispersed enterprises that support mobile workforces and centralized server functions are particularly susceptible to poor application performance that can have a significant impact on their business. WAN accelerators offer businesses a more cost-effective and manageable alternative to installing higher-bandwidth links or locating servers and storage devices at remote offices.

Expand Compass is a comprehensive WAN optimization solution, delivering protocol acceleration, application acceleration and management/visibility software on a 3Com® Open Services Module (OSM) in a 3Com Multi-Services Router (MSR series) platform. The integrated 3Com/Expand solution can help turn an expensive, low-bandwidth WAN into a strategic asset that performs better, delivers more value and ensures that applications meet critical business requirements and priorities. Integrating the Expand software on the OSM saves capital and operational expenses, and enhances employee productivity.

Compass delivers compelling benefits for customers whose WANs have:

- › Congested, bandwidth-deficient links that slow traffic between offices
- › Packet loss due to “dirty” links such as satellite or DSL/cable connections
- › Dependence on centralized server applications supported by Citrix, Remote Desktop Protocol (RDP) and similar technologies
- › Traffic carrying multiple, diverse business-critical applications

## USER SCENARIO

**PROBLEM.** A 1,000-employee retail company—with no budget for upgrading WAN links—needs to support new Voice over IP (VoIP) and data services on the WAN, without sacrificing response times or user productivity.

**SOLUTION.** At key locations, install 3Com MSR platforms equipped with OSMs that can deliver Expand Compass to create virtual WAN bandwidth, maintain quality of service (QoS) for VoIP traffic and support Notes and Citrix service.

**BENEFITS.** 85% decrease in bandwidth consumption for Notes and 75% for Citrix, allowing all new traffic to fit easily on the WAN infrastructure; cost-effective call quality comparable to the company’s legacy PBX system; improved application performance.

## BENEFIT HIGHLIGHTS

**INSTALL A SINGLE, TRANSPARENT SOLUTION.** Because Compass accelerators provide all the technologies necessary for WAN optimization on a single platform, customers do not have to install and interconnect multiple point products to get full benefits. This lowers their equipment costs and reduces complexity. The Compass solution also optimizes traffic transparently without the need to alter servers and clients, and without the

## BENEFIT HIGHLIGHTS (continued)

tunneling that can interfere with Multiprotocol Label Switching (MPLS), load balancing and other important functions in the network infrastructure. And 3Com Open Network™ Program interoperability testing ensures 3Com Multi-Services Routers and Compass accelerators work together seamlessly to enable, manage and protect application traffic.

**OPTIMIZE ALL WAN TRAFFIC.** The Compass solution is unique in that it optimizes all IP traffic, including VoIP, video, Citrix, RDP and Telnet—unlike the solutions of some other vendors that concentrate only on TCP traffic, leaving some critical applications untouched.

**INCREASE BANDWIDTH BY 1,000% OR MORE.** Expand QoS technology—with application prioritization, rate control shaping and packet marking for QoS handling downstream—ensures packet flows receive the bandwidth they require so that the enterprise's most important applications run unimpeded. Advanced compression technology increases bandwidth by an average of between 100% and 1000%, with peaks over 6000%.

**DIMINISH THE EFFECTS OF DISTANCE.** The protocol acceleration technology offered by Compass helps mitigate the effects of latency that occurs when offices communicate across considerable distances. The accelerator “understands” the protocol well enough to cache data more effectively and make communications more parallel, improving the user's application experience. In addition, Expand's Wide Area File Services (WAFS) implementation allows customers to limit expenses and simplify operation by concentrating servers at central locations while keeping latency in check.

**FOCUS ON BUSINESS-CRITICAL APPLICATIONS.** Expand's acceleration technology concentrates on specific applications to improve response time. HTTP, HTTPS, FTP and DNS enhancements dramatically improve web services and other business applications running over the web. Expand's Citrix Acceleration feature enables more user sessions per remote location and speeds response time across the board. And voice optimization helps prevent congestion that impacts VoIP call quality.

**ENHANCE MANAGEMENT.** Whether an organization is troubleshooting a new issue or fine-tuning application performance, the Compass solution provides the clear visibility into traffic flows that makes effective management possible and lowers total cost of ownership. A suite of reporting tools provides information on throughput, acceleration and the overall performance of the WAN links as well as the applications running on them—including unauthorized traffic that may be having a detrimental effect on the network.

## ABOUT EXPAND NETWORKS

Expand Networks is a leading provider of application acceleration solutions for WANs. It has evolved from producing point-products that optimize the bandwidth used by WAN applications into a supplier of integrated acceleration solutions based on the multi-services Compass platform. Expand's focus is on linking productivity to application performance using a combined-technology approach designed to meet current and future requirements. Founded in 1998, Expand has more than 2,000 customers and an installed base of over 30,000 units. Expand was also named in the Leaders Quadrant of Gartner's WAN Optimization Controllers.

## ABOUT THE 3COM OPEN NETWORK PROGRAM

The 3Com Open Network (3Com | ON™) Program is a global technology partner program designed to build and support a wide array of third-party relationships with best-of-breed independent software and hardware vendors, systems integrators, service providers, consultants and the open source community. A collaborative, open approach—supported by a wealth of Program resources and support activities—creates value-added, interoperable solutions and services that help manage, control and enhance networked communications.

## CONTACTS

### EXPAND NETWORKS

Phone: 925-271-4643

Email: david.white@expand.com

(David White, VP Business Development)

Website: www.expand.com

### 3COM CORPORATION

3Com Open Network Program

Phone: 866-709-1989

Email: 3ComON@3Com.com

Website: www.open.3com.com



Visit [www.3com.com](http://www.3com.com) for more information about 3Com secure converged network solutions.

3Com Corporation, Corporate Headquarters, 350 Campus Drive, Marlborough, MA 01752-3064

Copyright © 2007 3Com Corporation. All rights reserved. 3Com is a registered trademark of 3Com Corporation. 3Com | ON and the 3Com | ON logo are trademarks of 3Com. All other company and product names may be trademarks of their respective companies. While every effort is made to ensure the information given is accurate, 3Com does not accept liability for any errors or mistakes which may arise. All specifications are subject to change without notice. 401069-001 01/08