

# EXPAND OPTIMIZES WAN AT AMPACET, DEPLOYING ACCELERATORS TO CONSOLIDATE FOR GLOBAL QUALITY STANDARD



## APPLICATIONS

- Citrix
- Exchange
- Oracle
- HTML
- SharePoint

## IN SUMMARY

- Expand comes in one box and needs no classes and updates
- Easy to manage
- Good recovery capabilities
- Expand gives a matching solution – nothing more and nothing less
- Print server imbedded in the solution
- Network throughput and capacity is up at almost 100%
- 400% increase in speed of performance of network operations
- Successful file compression and WAN acceleration noticed within days

## PROFILE

Ampacet Corporation is the leading global supplier for master batches that give flexible and rigid plastic packaging the appearance and performance they need. A master batch is a concentrated mixture of pigments and/or additives encapsulated during a heat process into a carrier resin which is then cooled and cut into a granular shape. Master batches allow the processor to colour raw polymer economically during the plastics manufacturing process.

The company was founded in 1937 and employs more than 1,500 people and has revenues exceeding \$725 million from sales in more than 80 countries. The headquarters of the company are in New York, with its European headquarters in Luxembourg.

Spanning the globe with 17 manufacturing sites, 24 remote offices and 4 major R&D facilities on the four continents Americas, Europe and Asia - Ampacet has a network of over 1,200 service and support staff.

## CHALLENGE

Ampacet is a global brand, and to maintain its success, it is pivotal for all offices to deliver the same quality standard that their clients expect. Collaboration is one of the key business strengths in the way Ampacet runs its business. Consequently Ampacet wants its employees to collaborate easily and naturally, with all forms of communication working together in a coherent package. The Management Team wanted to centralize all data and processes into one unified system. The company's IT managers then decided to invest in a web-based ERP system and for this project, servers in the headquarters in New York and Luxembourg had to be consolidated.



**Rolling out a new remote entity with minimal setup makes us more responsive to market needs.**

Bruno Marniquet, Global IT Infrastructure Manager, Ampacet

With a global IT infrastructure, WAN traffic increased and Ampacet started to centralize by implementing Citrix in 2001. The company also found it necessary to make use of one Active Directory domain while facing difficulties in managing Citrix with 13 NT domains. Ampacet looked for an IT solution that was cost-efficient, easy to deploy, keeping

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downtime to a minimum and easy to manage

## SOLUTION

Following a global test which was managed by Expand, together with the support of Simac Luxembourg, Expand's VAR, Ampacet deployed the Expand 6930 and 4930 accelerators on their network between the headquarters in New York and Luxembourg. The Expand solution proved to be a great success and another eight systems were then deployed across their European offices.

"By implementing the Expand systems we wanted to improve our network throughput. We are aware of all the technologies in the market and we have chosen the one that is most cost effective to get the best out of our network. With the tools that Expand is providing, we are able to support our business in a more efficient way," comments Bruno Marniquet, Global IT Infrastructure Manager at Ampacet.

"The easy roll-out of the Expand accelerators with WAN Optimization, WAFS and management & visibility technologies combined within the Expand solution, proved to be a perfect fit for our consolidation needs. Rolling out a new remote entity with minimal setup makes us more responsive to market needs," concludes Marniquet.

## FUTURE

The compression and WAN acceleration already achieved by using the Expand solutions have already been a great success. Due to data centralization, Ampacet has already profited from measurably better collaboration between sites. Ampacet's IT team is thinking about deploying more systems in the remaining offices, first in Europe, then in the Americas and in Asia. Ampacet is growing further and a new plant is scheduled to open in Russia in the first quarter of 2008 where the Expand solution will be implemented as well.

"We have the time to work at our own pace, supporting our existing business needs today, and consolidating our offices one at a time for the next 18 months to get better cost control and implement the best network solution that is more responsive to business needs," says Bruno Marniquet. "We are now looking to deploy Expand solutions in Poland and in Italy."

## RESULTS

Ampacet has already lowered costs by €24,000 per year by implementing the eight Expand accelerators to optimize its network usage. When the opportunity arises, Ampacet will deploy more accelerators to get better throughput in other parts of its network as well.

The centralization of data and processes into one system went very successfully. Management and maintenance were improved significantly. Within days, users experienced seamless access to applications and a 400% increase in network performance speed with optimal network throughput and capacity.