

FENWICK

Expand Networks Accelerates Traffic Over the WAN

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IN SUMMARY

- The SAP project changes the networks' infrastructure and the frame relay transmission are restricted.
- Fenwick looked for a solution which reduces the transmission's cost and increased the traffic rate.
- Assisted by EDS and Miel, Fenwick chose Expand Networks. After one month of tests, the appliances are deployed.
- Expand Networks solutions allow an 400% acceleration

TECHNICAL OVERVIEW

- Supported successful, largescale server consolidation project
- Fully optimized the bandwidth of branch office links
- Assured business continuity during infrastructure outages
- Reduced operating complexities and costs

PROFILE

Leader in the lift-truck manufacturing industry, Fenwick counts 2000 employees in France, divided between the headquarters, a factory and several branch offices all around the French territory.

THE CHALLENGES

Fenwick's network's traffic is divided between:

- Classical communication (email, phoning)
- Lotus Notes
- ERP under Citrix.
- Data Exchange (FTP)

Until Expand Networks WAN solutions, the traffic is organised via a 256 Kbit/s Frame relay transmission. The IT department started a SAP project, which changed the network's infrastructure. Because of the Frame relay transmission's restriction and of the increasing needs, Fenwick looked for a solution which reduces the transmission's cost and increases and accelerates the traffic rate.

“The Expand applications allowed us to reduce our monthly cost. At the time of the purchase, this was an important cost, but the investment has been estimated at less than 2 years.”

Frédéric Riveyrand, Fenwick

THE SOLUTION

Assisted by EDS (integrator) and Miel (Wholesaler), Fenwick chooses Expand Networks and its Accelerator 4800. After one month of tests, the users were satisfied. The installation began in 2003, with an appliance deployed at the end of each line and two appliances deployed at the headquarters.

APPLICATIONS

- Classical Communications (email, telephone)
- SAP
- Lotus Notes
- ERP under Citrix
- FTP

WEB LINKS

- Learn about our solutions
www.expand.com/solutions.aspx
- Learn about our products
www.expand.com/products.aspx
- Learn about our WAN Monitoring Tool
www.expand.com/wan-tool.aspx

THE RESULTS

The Expand solutions have allowed the network's traffic's increase. On a 256Kb transmission, Expand Networks solutions allow an 400% acceleration rate.

Mid 2003, Fenwick deployed 15 Expand Networks appliances, one for each branch offices. A total of 500 working stations have now the advantages of the Expand's acceleration solution.

LEARN MORE

Some of the best-known names in financial services, manufacturing, retail, health care, as well as leading government agencies and the military, rely on Expand Networks for optimized network infrastructures and superior applications performance.

For more information on how Expand solutions can benefit your company, contact your local Expand representative today or visit us at www.expand.com.