



Expand Networks Wins Fujitsu Services for Optimised VDI Network Services

WAN Optimisation Technology Ensures Reliable VDI Operation for One of Fujitsu's Largest UK Customers

SLOUGH, England - Expand Networks, www.expand.com, a leading provider of application acceleration solutions over the Wide Area Network (WAN), today announced that Fujitsu Services, one of Europe's leading IT services companies, has enhanced its managed services with Expand's WAN Optimization technology. The Expand Accelerators are set to deliver an improved end user experience in the Virtual Desktop Infrastructure (VDI) and server consolidation initiatives of one of Fujitsu's large customers.

Fujitsu's dedicated support teams looked for a solution that could enhance the efficiency of its services over the WAN. Evaluating a number of WAN Optimization solutions, according to Peter Hudson, project manager, at Fujitsu Services, Expand was the only vendor with the capability to accelerate RDP and TCP traffic over the network.

He comments, "Rather than changing the existing infrastructure we looked to acceleration techniques over which we could deliver our services. Whilst the competitors we evaluated were unable to deliver a solution that met our needs, Expand had the virtualization expertise that would enable us to address the network challenges we faced in the Terminal Services environment."

Deploying Expand Networks Accelerators between its customer's sites and its own international service centers, the acceleration techniques integrated within the Expand platform have ensured fast and resilient communications for Fujitsu's remote service teams, supporting the end user workforce. With many users operating over VDI, employees have become increasingly dependent on their WAN to deliver critical business traffic, however by utilizing the integrated technologies of Expand, Fujitsu is successfully mitigating any negative influences of the WAN; reducing latency and congestion issues to guarantee the user experience. Peter Hudson explains:

"Improved reliability of the network is a top priority for us to ensure we could deliver the highest quality of service to our customer, without experiencing any delays on the network. For example, with Expand in place, our service team's increased efficiency in delivering support can be directly linked to productivity gains at the customer."

Adam Davison, VP Corporate Sales and Marketing at Expand Networks concludes, "As the only technology that can accelerate Citrix Presentation Server, Microsoft Terminal Services and VDI based environments over the WAN, the flexibility of Expand's technology has enabled Fujitsu to provide the high-level of service that its customer demands, even when faced with the network challenges created by a distributed environment.

"In today's economic climate many enterprises are migrating to a VDI or server consolidation environment to reduce operational costs and simplify network management. In both projects, Expand Networks is uniquely placed to close the virtualization gap that appears between the application and its user, which in Fujitsu's case, enables its services team to place the customer in virtual proximity of the application and datacenter services to guarantee a superior end user experience."

About Expand Networks

Expand Networks is the pioneer and leader in the WAN Optimization market and is positioned by Gartner Inc. in the 'Leaders' quadrant in its Magic Quadrant for WAN Optimization Controllers, 2007[i]. Expand helps organizations simplify their IT infrastructure while delivering remote offices fast, reliable and secure access to networked applications. This results in improved user productivity and cost-effective IT management. Expand offers a multi-service integrated platform that ensures superior performance for any application over any network. From its headquarters in Roseland, NJ and its global locations, Expand Networks serves more than 3,500 enterprise and public sector customers in over 100 countries including: American Express, Bacardi USA, BMW, Continental Airlines, Carr America, Colgate, Elizabeth Arden, Reed Exhibitions, Target and United States Department of Defense with over 40,000 units deployed and over 2,000 MS Terminal Services and Citrix customers. Expand is the largest supplier of WAN Optimization products to US Government and Military agencies (greater than 10,000 units) and also has the most units deployed at a single corporate location, (4,500).

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