

JOTUN

Expand Accelerators Improve WAN Efficiency and Security



IN SUMMARY

Faced with the high cost of adding bandwidth in the Middle East and South East Asia, but needing better applications performance for its offices there, Jotun deployed 15 Expand Accelerators, eliminating the need for a network upgrade.

TECHNICAL OVERVIEW

- Full benefit of Compass Architecture, with integrated acceleration in many areas with Expand Accelerator 6940 WAFS centrally, 6910 WAFS and 4920 WAFS locally, for Microsoft server replacement of File & Print handling.
- For overseas solutions, the primary application is the management of Citrix acceleration on expensive WAN connections to Asia and the Middle East.
- Compression and integrated Qos/shaping management for prioritization of both outgoing and incoming traffic for specific applications for other vital functions.
- Simplify management and monitoring of central management via ExpandView management software.

PROFILE

Jotun is Norway's leading manufacturer of decorative paints and powder coatings. The group is a global leader in a number of its business areas, with revenue of 8.7 billion kroner in 2006. With a total of 5,300 employees and 40 production facilities, Jotun is represented around the world.

The group's business system is Internet-based, with all local offices connected to the central server at the main office in Sandefjord, Norway. In addition, there are several central hubs – for instance, in Malaysia, Saudi, Dubai and Singapore – which, in turn, are connected to the region's other local offices.

THE CHALLENGES

Traffic was slow between the local offices and the Malaysian hub Jotun originally needed to improve the speed of Citrix management between the central and local offices in South East Asia and the Middle East. First, it was a matter of increasing the speed and stability of the exchanges between the local office in Vietnam and the central hub in Malaysia. As it was, it was too slow. The traffic over the Internet was unstable, and the response time, long. Increasing security and speed was a necessity if the business was to function at all. The challenge lay in accelerating the traffic and communicating more data without buying more bandwidth, as it is expensive in both the Middle East and South East Asia.

“Everything worked much better. Security improved, there were no more error messages, and the solution speeded up traffic between the locations so much so that we did not have to upgrade the bandwidth. This, in turn, meant that we quickly earned back what the solution had cost us.”

Svein-Helge Wike, WAN Manager at Jotun

THE SOLUTION

Smaller scale Expand solution grew and created opportunities for centralized program management Jotun had previously used Expand to speed up Citrix management for applications between Sandefjord, Norway and the rest of the world. By expanding the

APPLICATIONS

- An Expand Accelerator 6940 is located centrally in Sandefjord and ten Expand Accelerator 6910s & 4920 locally.
- All of the models allow full use of Compass Architecture with integrated acceleration and Microsoft File & Print management.
- To improve Citrix management and Citrix acceleration, the combination of compression and integrated QoS/ Shaping management is used. This allows prioritizing of both outgoing and incoming traffic.
- To facilitate the management and monitoring of central management, ExpandView management software is also installed.

WEB LINKS

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solution with Citrix acceleration of the communication between Malaysia and Vietnam, it was hoped the company could effectively increase stability and speed. To begin with, Jotun had Expand's Compass Platform installed in the local offices in Malaysia and Vietnam. When the group's WAN manager saw the results of the solution, they also had the system installed in the United Arab Emirates (Dubai and Abu Dhabi), Oman, Saudi Arabia (Jeddah and Dammam), and Singapore. With the latest WAFS functions, Jotun has even been able to replace local Microsoft file & print server handling. At a lower cost and with simpler handling, even in Norway and the Nordic countries, where WAN costs do not favour an increase in bandwidth. Most importantly, the security in Active Directory, SMB signing, is intact to prevent "man-in-the-middle" attacks.

THE RESULTS

Svein-Helge Wike, WAN Manager at Jotun, is very pleased with the results: "It was like night and day. Everything worked much better. Security improved, there were no more error messages, and the solution speeded up traffic between locations so much so that we did not need to upgrade the bandwidth. That meant, in turn, that we quickly earned back what the solution had cost."

When Jotun saw what benefits the solution had to offer, they also asked Expand, at the same time as the expansion of the Citrix solution, to install Microsoft server consolidation in Norway to centralize file handling with backup and security.

Svein-Helge Wike feels this, too, has worked very well: "We have installed a total of 15 Expand units, and we are very pleased. The new solutions have lowered our communication costs, improved efficiency and improved security."

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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.

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