EXPAND networks | VIRTUALLY EVERYWHERE™

CASE STUDY

LEADING SOUTH AMERICAN HGV IMPORTER REALIZES WAN POTENTIAL OF SERVER BASED COMPUTING WITH EXPAND NETWORKS

MOVESA

SUA CASA SCANIA NO NORDESTE

APPLICATIONS

- Citrix
- Microsoft TS
- Sun Ray

> Here at Optiwan we are very happy to be able to help MOVESA discover all the hidden potential in their WAN network by using Expand's acceleration technology. It was interesting work, which can certainly serve as an example for several other companies with the same set-up. Networks that are not accelerated are, in reality, a major resource that is not being exploited and the companies end up paying more than they need to for their communication infrastructures, without achieving peak performance.
>
> - Fernando Zart, Optiwan

PROFILE

Movesa is the number one retailer of Scania lorries in the northeast of Brazil. With 10 branches distributed across the states of Bahia, Sergipe, Pernambuco, Alagoas and Paraíba, the company has been selling Scania vehicles and Michelin tyres to the Brazilian market for more than 37 years.

THE CHALLENGES

Operating in a server based computing environment, the company uses MPLS links to connect Movesa's head office, which is in Salvador, BA, to its other locations across the country. Varying from 256K to 2Mb, these links are used for all business traffic including Internet, e-mail and specific software programs relating to the resale activities at Scania.

While critical communication applications are accessed through head office, Movesa's most critical sales application, SicomNet, is located at Scania's offices in São Paulo and accessed through the MPLS network, without going via Movesa's head office.

Although considered sufficient for many day-to-day activities, within Movesa's server based computing environment, bandwidth quickly became an issue for the company. The network became saturated and its key applications, like SicomNet, had to contend with increased latency and congestion, negatively impacting user experience and business productivity levels.

Moreover, when Scania presented a new version of it's SicomNet program, it became clear the bandwidth at Movesa had to be increased across all branches in order to gain the business benefit from the updated application.

As the group's business continued to expand, Movesa realized addressing these network issues would be key in supporting business growth. Movesa's began to explore cost-efficient ways in which it could reduce the operational cost of telecommunications over the medium term, obtain visibility on the way its network was being used, and allow the traffic passing through it to be controlled.

THE SOLUTION

Movesa undertook extensive market research to find a cost-effective network acceleration solution that would maximise it's server-based computing environment. Turning to specialist provider Optiwan, Movesa selected Expand Networks WAN Optimization technology to help bring its users in virtual proximity of their applications and services and maximise it's server-based computing environment.

George Mello at Movesa commented, "With expert consultancy from Optiwan, we evaluated Expand Networks. We found Expand to have strong credibility in optimizing server-based computing environments, with its ability to optimize the delivery of Microsoft Terminal Services and Citrix, mitigating latency and improving employee efficiency."

The Optiwan engineers developed a project and action plan, specifying the Expand Networks equipment and advising the Movesa technicians on the initial physical installation. The plan consisted of two stages - the first stage involved establishing the accelerated links between the units being tested and the head office, thus allowing the results on the company's day-to-day activities to be evaluated.

The project then anticipated a change in the performance of the network in terms of the Scania system traffic, going from full-mesh to star, thus ensuring that all and any access to Scania went through the head office first. The objective was to evaluate the performance of the SicomNet traffic when it passed through the accelerated link, compared to the 100% non-accelerated access.

Mello continued, "Although the acceleration only occurred along half of the route, as after the head office the link was no longer accelerated, it was still possible to obtain a better result on the performance of the application by controlling the bandwidth through Expand's layer 7 Quality of Service (QoS) functionality."

THE BENEFITS

All the advanced configurations during the proof of concept (POC) and after the final implementation were carried out by the Optiwan engineers accessing the Movesa network via VPN, without communications being interrupted. This same access is currently being used for day-to-day maintenance and to easily adapt the QoS rules when required.

Movesa adhered to the use of the new system within the set time period, without the need to alter their links. The company has successfully met the challenge of improving network quality while controlling the bandwidth and the performance of the traffic between the various branches.

In addition to reducing their telecommunications costs, Movesa now have a way of reducing the time needed to increase the bandwidth in the branches that require it as the business is no longer dependent on static telco contracts.

"Movesa now has control over the packets in the MPLS networks, and they have achieved better performance from the software due to the visibility of the network and the implementation of the QoS rules, offering a better experience to the users of the critical applications, " comments Optiwan spokesperson.

He concludes, "Here at Optiwan we are very happy to be able to help Movesa discover all the hidden potential in their WAN network by using Expand's acceleration technology. It was interesting work, which can certainly serve as an example for several other companies with the same set-up. Business networks that are not accelerated are, in reality, a major resource that is not being exploited and the companies end up paying more than they need to for their communication infrastructures, without achieving peak performance."

Movesa has completed the acceleration project across four of its main branches, and following the project's success now plans to deploy Expand Accelerators in the other branches. The company now has an accelerated network, with better control, lower cost and with greater capacity for future implementations of improvements to the current systems.