

# EXPAND NETWORKS WINS PICANOL GROUP BY OPTIMISING SERVER BASED COMPUTING INFRASTRUCTURE TO DELIVER A SUPERIOR END USER EXPERIENCE

## PICANOL

### IN SUMMARY

- RDP traffic was accelerated by up to 700%
- An ROI of only one year
- Approved response time of all critical applications
- Greatly reduced TCO

### APPLICATIONS

- Sharepoint
- Lotus Notes
- Microsoft Exchange

### PROFILE

Picanol develops, produces and markets high-tech weaving machines. Picanol weaving machines are a synthesis of technological know-how and experience built up over more than half a century. Today, about 2,600 weaving mills around the world use Picanol machinery, totalling some 110,000 weaving machines.

### THE CHALLENGES

Based in Belgium, Picanol Group has 15 branch offices around the world with over 500 remote users accessing centralized applications and data over Microsoft Terminal Services. Limited bandwidth in some areas, in addition to an inability to separate business critical from non-essential traffic led to poor application performance and frustrated users.central office.”

“With the RDP sessions too bandwidth intensive for the WAN, the performance of key applications such as our Microsoft Dynamics ERP system was poor. In addition, we had no view or control of the applications on the network and therefore couldn’t prioritize the business critical traffic which affected user and network productivity,” said Bart Lagast, System Engineer, Picanol.

### THE SOLUTION

Following an evaluation of WAN Optimization technology from Expand Networks and Riverbed, Picanol Group selected Expand Networks for its better ROI, unique ability to monitor, optimise, and control the interactive RDP sessions of Microsoft Terminal Services and provide a superior end user experience.

Lagast comments, “During evaluation, Expand Networks produced significantly better results than its competitors and was chosen as its integrated technology is ideal for accelerating RDP traffic and has impressive QoS capabilities to monitor and control this traffic.”

Picanol implemented Expand Networks’ WAN Optimization technology to optimize the

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[www.expand.com/products.aspx](http://www.expand.com/products.aspx)
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delivery of its server based computing infrastructure and bring users into virtual proximity of application and datacentre services.

Expand Networks' integrated WAN Optimization technology uses techniques such as byte-level caching and dynamic compression that specifically enable the real-time interactive TCP traffic of Microsoft Terminal Services RDP to be maximised. The unique ability to monitor, accelerate and control RDP traffic successfully optimised the server based computing project for Picanol.

## THE BENEFITS

By deploying Expand Accelerators, latency on the WAN was mitigated and RDP traffic was accelerated by up to 700%.

The Expand technology delivered a user friendly and optimized WAN with greatly improved application response times of all critical applications including Sharepoint, Lotus Notes and Microsoft Exchange.

“Accelerating Exchange in particular has been of great value as it has enabled us to consolidate our mail servers, greatly reducing the TCO on the infrastructure,” continued Bart Lagast. “Expand’s integrated QoS capabilities also gives us a greater understanding and control of traffic on the WAN. This is important for us for if there is a failure with either the MPLS network or IP VPN, we can prioritise applications and divert the traffic in a controlled way.

In addition, we have some file servers running on VMware and we are using Expand’s WAFS technology to accelerate the file traffic. The multiple benefits that Expand has given Picanol equates to an ROI of only one year.”