

# REGAL WARE

## Expand Networks Boosts MS Terminal Services & Citrix Performance



### IN SUMMARY

Heavily reliant on networked applications, Regal Ware needed more WAN capacity. Through the Expand solution, the company gained an average 300% increase in WAN capacity and achieved payback in 4 months.

### TECHNICAL OVERVIEW

Expand Accelerators are used to boost Citrix and Microsoft Windows Terminal Services performance over the WAN in multiple remote locations.

### PROFILE

Regal Ware, a leading cookware manufacturer, is one of the most widely respected names in the housewares industry. The company was founded in Wisconsin in 1945, and markets and distributes its products throughout the United States, Canada, Mexico, Asia and Europe.

### THE CHALLENGES

Regal Ware operates an extensive Wide Area Network (WAN). 90% of Regal Ware's remote access connectivity is supported through Citrix applications and Microsoft Terminal Services. With such a high dependence on server based computing applications, Regal Ware needed more WAN capacity to improve the performance of its networked applications and services while boosting remote connectivity.

Regal Ware recently acquired The West Bend Company in a strategic move to combine the strengths of two of the market's top companies, both with long histories of excellence in marketing and manufacturing. As the corporations merge operations, Regal Ware now also needed to expand its WAN in order to support more users and networked traffic.

**“ The Accelerators were the only product on the market that met our performance expectations. The rapid 4- month payback combined with the average 300% increase in WAN capacity with peaks of 800% has completely justified our investment in Expand.”**

- Dan Arps, PC/LAN Analyst, Regal Ware

### THE SOLUTION

The prohibitive cost of bandwidth led Regal Ware's corporate Headquarters to rule out a forklift upgrade of its WAN. Instead, the cookware manufacturer turned to Expand's bandwidth-boosting Accelerators to boost its Citrix and Microsoft Windows Terminal Services performance over the WAN in multiple remote locations.

## WEB LINKS

- Learn about our solutions  
[www.expand.com/solutions.aspx](http://www.expand.com/solutions.aspx)
- Learn about our products  
[www.expand.com/products.aspx](http://www.expand.com/products.aspx)
- Learn about our WAN Monitoring Tool  
[www.expand.com/wan-tool.aspx](http://www.expand.com/wan-tool.aspx)

The Expand Accelerators are built on patented ECT Technology that offers organizations a comprehensive solution to improve data transmissions for diverse protocols and all applications in a single device.

## THE RESULTS

“Citrix traffic is by nature highly repetitive. Expand’s Accelerators deliver huge bandwidth savings by eliminating those redundancies without introducing any latency. The Accelerators were the only product on the market that met our performance expectations. The rapid four month payback combined with the average 300% increase in WAN capacity with peaks of 800% has completely justified our investment in Expand,” concluded Dan Arps, PC/LAN Analyst at Regal Ware.

## 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](http://www.expand.com).