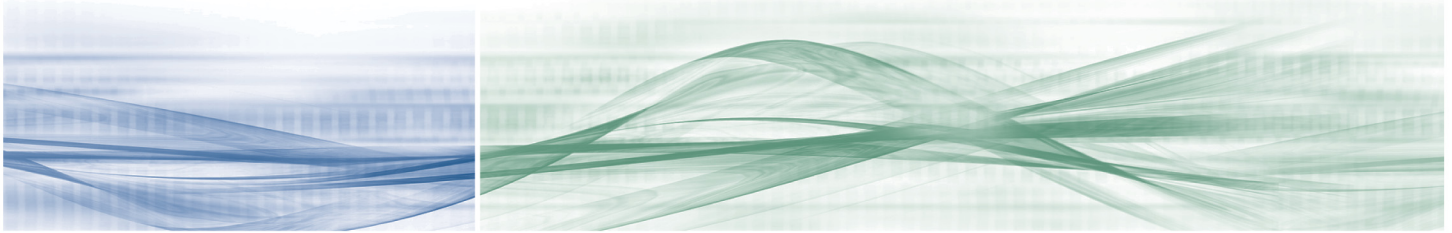


# Renault Improves Networked Customer Services With Accelerators



## Profile

**Renault is now the best-selling car and van brand in Europe and is run successfully in Ireland by the Glen Cullen Group since 1986.**

**With over 46 car and van dealerships in 22 counties, Renault Ireland has one of the most extensive dealer networks of all marques in Ireland. In All Renault vehicles enter Ireland through Rosslare Port where Renault Ireland operates a state of the art distribution compound to prepare their vehicles for sale and distribution to their dealer network.**

## Applications

**Kerridge, an automotive ERP system Email, Web Services, Citrix**

## The Challenges

Efficient application access and delivery is crucial for Renault Distributors' main offices in Dublin, Rosslare, Galway, Sligo, Port Laoise and Liffey Valley. The networked based Citrix and Kerridge applications enable customers to purchase vehicles, secure Vehicle Registration Tax (VRT) payments, log service problems and check for stock availability.

Renault had previously deployed packet shaping technology to restrict non-critical network traffic, but still found that vital application performance was degraded. The automotive giant needed more network capacity to address its existing network congestion problems, without having to incur additional expensive bandwidth upgrade costs.

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***“The Accelerators are absolutely superb, they sorted out all networking problems between our six main offices without the costly option of increasing the amount of bandwidth per office...The Accelerator’s ease of installation, combined with the aggressive 3 month ROI...won our vote of confidence.”***

*- Brian Connery, Network Administrator, Renault Distributors*

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## The Solution

As a start, Renault decided to deploy Expand Networks' Accelerators on links of two of the most problematic offices. And, after a brief period of successful testing, the Accelerators were then rolled out to the other branch locations.

The Expand Accelerator is the industry leading remote site and branch office solution in density and scalability. The Accelerators are built on Expand's patented ECT Technology. ECT is an application-independent technology that focuses on increasing network capacity available to all enterprise applications: IP, non-IP, web, and non-web.

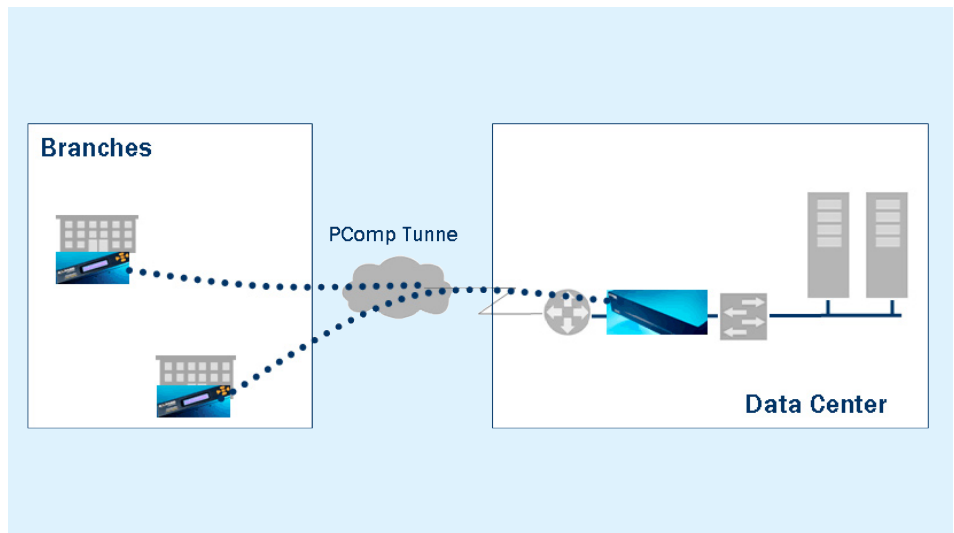
## The Results

The Expand Accelerators, which combined WAN expansion with important traffic management features are a one-time investment with recurring benefits, and are well suited to address Renault's existing network congestion. The initial installation of the Accelerators increased peak WAN capacity by over 4 times and has eliminated the need for a forklift bandwidth upgrade, immediately producing significant cost savings for Renault.

"The Accelerators are absolutely superb, they sorted out all networking problems between our six main offices without the costly option of increasing the amount of bandwidth per office from a 64K dedicated line to 256K," explained Brian Connery, Network Administrator at Renault. "The Accelerator's ease of installation, combined with the aggressive 3 month ROI were among the deciding factors that won our vote of confidence."

**Fig. 1**

The diagram to the right illustrates sample Accelerator deployments.



**EXPAND**  
networks