

Hybrid Wide Area Network With End II End Saves Agribusiness 50% In Network Costs

SITUATION

A major agricultural chemicals distributor located in the Southeast U.S. needed to upgrade their billing and inventory applications. The legacy terminal application was being replaced by a more robust, feature-rich client-server version. The distributor also needed to provide email and Internet access to all of its locations. To add all this data traffic to their network meant more bandwidth was the only option.

Their network used a fractional T1 Frame Relay, with 56 Kbps connections to 18 sites. Network cost exceeded \$150K annually for bandwidth, hardware and maintenance. The distributor viewed Frame Relay as a secure and manageable connection, but monthly costs would double to increase the bandwidth just to 128 Kbps and new hardware would have to be installed at each location. Any need for bandwidth beyond 128K would dramatically increase monthly costs further.

Research showed that broadband communications offered higher bandwidth at a lower cost than Frame Relay, but broadband typically requires multiple network devices for encryption and security. To complicate matters, a search for broadband connectivity yielded DSL and business cable availability at only 20% of the distributor's locations. The other broadband option, VSAT satellite, delivered excellent performance until attempts were made to utilize VPNs over the satellite connection. VPN connections using competitor technologies could not be maintained and application performance degenerated to unacceptable.

SOLUTION

Using End II End's innovative Gateway Security and Optimization software (including the only IPSec VPN that performs over satellite at full service speed), the distributor obtained complete coverage of all their locations with a combination of DSL, cable and satellite. End II End's integrated software solution provided all the essential network services of a Router, Firewall, VPN, QoS, Web Cache and IDS on a single IBM xSeries server at every location. The rollout of the distributor's upgraded billing and inventory system, now running through a Citrix client at each site, provided users with a fast, reliable solution to meet their customers' needs. End II End's Automated Recovery features and the low cost warranty field service from IBM ensure the distributor's WAN stays up and running, regardless of its remote geographical locations.

RESULTS

The chemicals distributor was able to increase bandwidth to its remote locations ten times and cut its annual communications cost in **half**. Email, Internet access and the distributor's mission-critical applications deliver the desired efficiencies and increase communications throughout the organization. Not only did End II End's solution overcome the distributor's barriers to broadband adoption, but also delivered a low TCO and immediate ROI.

ELEMENTS

End II End Concentrator, End II End Office, Citrix, SDN Global - BroadSat Broadband Satellite Services, iDirect Technologies, Inc.



Maximum Security and Optimized Performance for ALL Enterprise Applications over Terrestrial and Satellite Networks