



Case Study: WAN Optimization Design and Rollout

Bandwidth Optimization for a Worldwide Medical Supply Company:

A worldwide medical supply company was tasked with a larger server consolidation project involving an Exchange 2010 rollout, as well as a number of new applications which were being designed for their WAN environment. Atrion was engaged in the project from initial design, proof of concept, hardware procurement, and implementation, including a number of remote offices.

The Challenge

The company maintains a large worldwide network with numerous regional offices and remote locations. A new WAN infrastructure was being developed to support a planned Exchange 2010 rollout and server consolidation project. The consolidation efforts, combined with some new applications coming on-line, were going to overtax the existing WAN infrastructure. The company already had a bandwidth management solution in place, which was working well to prioritize applications, but it did not offer acceleration or WAN optimization. Atrion was asked to provide multiple designs, evaluation equipment, and engineering talent to support a Proof of Concept for each design. The WAN optimization solution was expected to significantly lessen the traffic on the WAN, while seamlessly integrating with the existing bandwidth management solution. The company also lacked the technical personnel in a number of their remote locations, requiring a partner who could provision on-site technical resources during non-business hours to complete the deployment.

The Solution

The company considered a few different solutions and performed detailed Proof of Concepts with each, finally settling on a Riverbed Steelhead deployment.

To fully meet the business challenges and provide the company with the best possible solution, Atrion:

- Provided a Proof of Concept in a lab environment at the customer site to prove that the customers applications would show significant benefit from a WAN optimization solution

- Created detailed reports highlighting the performance benefits for presentation to upper level management.
- Performed interoperability testing between the Riverbed solution and the existing Blue Coat bandwidth management devices
- Procured Riverbed Steelheads and the Riverbed central management solution
- Pre-configured all Steelheads for deployment prior to shipment to the various remote locations
- Provided on-site professional services throughout the project, from staging to implementation (including weekends) to accommodate the company's limited scheduled maintenance windows
- Provided on-site technical resources (during non-business hours) at numerous remote locations where the customer lacked technical personnel
- Configured the central management solution to manage all Riverbed devices from a single central console
- Provided ongoing post-implementation support as needed.

The Benefits

By choosing Atrion, this company was able to realize the following benefits:

- Utilization of Atrion's senior engineers to provide a Proof of Concept for which the company lacked the expertise
- Atrion managed the entire project from initial design through product procurement and implementation, deployment, and support, providing the customer with one point of contact for the duration of the project
- The company achieved significant throughput gains with an 80-90% reduction in WAN traffic, enabling a smooth transition to the Exchange 2010 environment with Encrypted MAPI
- The company avoided the need to upgrade WAN bandwidth throughout the organization, saving on an increased monthly recurring cost, while also protecting their investment in the existing Blue Coat bandwidth shaping solution.