



### Industry

- *Transportation and Logistics*

### Key Challenges

- *To increase WAN performance to sustain expanding global operations*
- *To implement WAN efficient solutions instead of complete overhaul that could be disruptive to operations*

### Solutions

- *WAN Optimization - Expand Networks*
- *Network Monitoring – WildPackets  
WatchPoint*

### ROI

- *Reduce OPEX costs by 50%*
- *Optimized WAN traffic between data, video, voice and other applications*
- *Full visibility of network activities including application latency, data loss and etc*

### Operational Challenge

The shipping company faces with impending expansion due to recent acquisitions and mergers. The logistics services provider now had to support more bandwidth-intensive strategic billing, inventory tracking and depot management applications in addition to its SAP, Email & Oracle8i data repository over existing low speed links. This in turn severely degraded WAN performance while impacting staff productivity levels as vital business applications would prematurely disconnect or freeze. It was apparent that the shipping company had outgrown its legacy IT infrastructure.

The company wanted to avoid a complete overhaul of their WAN because it would take too long and would be too costly. More importantly, a complete overhaul might further impact staff productivity as well as disrupt business operations.

### Overview

*Irrespective of the organization in the modern enterprise, execution against key commercial drivers is mandatory for success in today's economy. Every line of business needs to align major projects and initiatives with these key drivers to ensure the ultimate benefit of the company.*

### Drivers:

- *Productivity*
- *Continuity*
- *Consolidation*
- *Cost Reduction*
- *Globalization*
- *Regulatory Compliance*
- *Simplicity*

*This effort is further complicated by the growing trend for the vast majority of the workforce to be located outside of headquarters or remotely. From an IT perspective, providing superior service to these remote users, to enable the realization of the key commercial drivers, can be extremely difficult. While the mandates from headquarters may seem simple and straightforward, implementing against those mandates to remote locations is usually more complex.*

### Business

With annual revenues of billions US\$, a large shipping company focusing on logistics, tanker, terminal services & supply chain management faces high cost in telecom bills and thus contributing high recurring OPEX to the organization.

**Solutions**

**Design & Built Network Command Centre**

**Expand Networks**

Expand WAN Capacity & Reduce Bandwidth Cost

The Accelerators' compression algorithms provide 100-400% more WAN capacity on average with peaks of 1000%+. This increased efficiency lowers the cost of bandwidth while increasing the number of users able to access the network.

The Results - The Accelerators are a one-time investment with recurring benefits. The shipping company was able to maximize its existing network investments and improve performance to such a degree that they have saved on upgrade costs of adding more bandwidth, as well as avoided purchasing other hardware associated with such upgrades. The Accelerators were able to provide the shipping company with additional network capacity and branch office intelligence at a moment's notice.

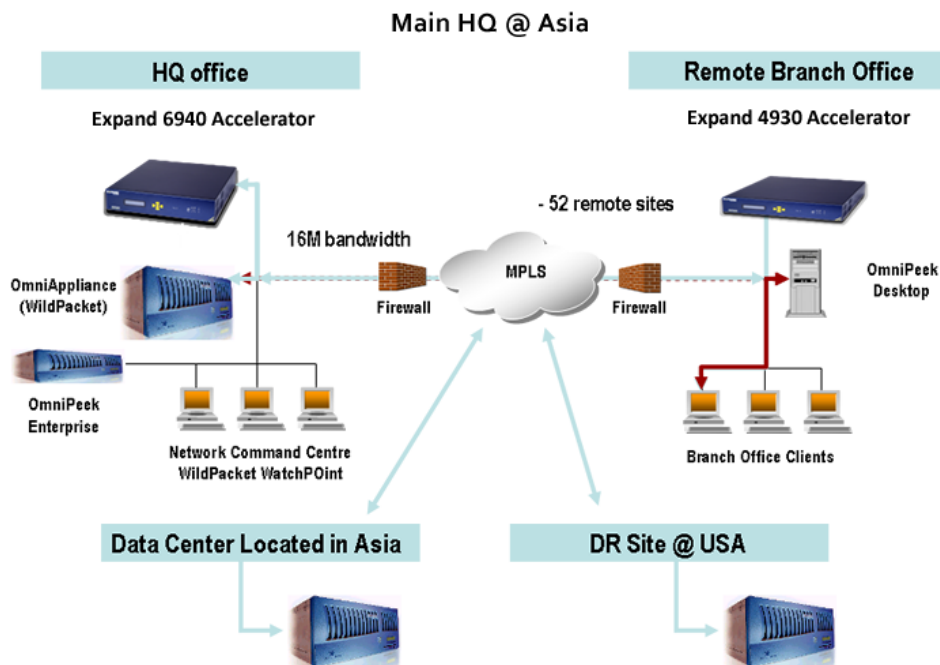
**WildPackets**

WatchPoint brings the data collection and Expert analysis capabilities of the OmniPeek Product Family to an entirely new level by offering unprecedented visibility into network traffic trends and behavior across the entire enterprise.

WatchPoint provides 24x7 accessibility and reporting from all WildPackets OmniEngines deployed in the network, and aggregates data from these distributed OmniEngines for flexible and customizable enterprise-wide reporting. Now you can see your top talkers and top protocols worldwide, or by country, or region or however you would like your report to be structured.

WatchPoint leverages the rich statistical data generated by each OmniEngine, raising the bar on traditional flow-based monitoring solutions.

**Solution Implementation Diagram**



## ***Return Of Investment***

### **Reduce OPEX Costs**

Our deployment of WAN Optimization in this shipping customer premises has helped the organization to reduce their OPEX costs by 50% and provided the WAN traffic to optimize between data, video, voice and other applications.

### **Full Visibility**

In our set up of the network command center, the IT departments are able to identify the traffic from point to point. Thus, giving them full visibility of the problems in their network whether it is application latency, data loss or users access to the Internet.

### **Detail Reporting Capabilities**

Detail reporting capabilities provided the customer to take remediation in their network to restrict access to the Internet or troubleshoot the root of problem with documentation features.