Regional Grocery Distributor Implements WAN Optimization in Wide Area Network

American TELESIS

COMPANY:	INDUSTRY:
Regional Grocery Distribution Co.	Transportation Services

The Challenge

This Regional Grocery Distributor (RGD) is the supplier for foodstuffs and home goods from 40 distribution centers that connect to two main data centers through an MPLS network. The remote sites used T1 access to the private MPLS network and then used DSL as a backup. The data centers were equipped with larger MPLS and internet connections.

The RGD legacy network lacked speed and efficiency. The T1 connections had to handle all traffic types. The DSL was only used for failover and had to be manually connected. This design caused major disruption and productivity loss during an outage. Also, the limited MPLS bandwidth was being saturated with heavy multimedia content and as a result, the remote locations experienced high latency and often had to block web applications to allow priority traffic through.

The MPLS network environment supported multicast traffic, BGP and OSPF. The DSL failover did not, resulting in limited functionality when a site had to fail over. Furthermore, the isolated nature of each remote site made it difficult to failover and switch back to the primary path. This system was not working.

About Us

American Telesis is a WAN solutions provider who works with financial firms, health care systems, broadcasters as well as small to medium size businesses.

Our customers have come to us looking to soothe the frustrations of underperforming networks and concerns stemming from network accessibility in the event of a disaster.

We have been solving customer network issues since 1992. We strive to change the way you **view** telecom and IT.

For more information, please visit us at www.American-Telesis.net.

American Telesis **Solutions**

- WAN Optimization and Aggregation
- Fully utilize both the MPLS and DSL links all the time at all locations
- Provide automatic failover at all locations with NO manual intervention
- Enable multicast pass though to allow dynamic routing protocols on all links
- Enable routing of certain web applications through the DSL connection
- Ease congestion on the network by using Internet connections for some applications
- 24x7x365 monitoring of the network with proactive outage notification
- Customer portal to view utilization

The Result

Unlike other telecom providers, American Telesis was able to tailor a solution that addressed the customer's needs while using another provider's MPLS network. This flexibility, innovation and the addition of American Telesis Network Operations Center resources helped meet the Regional Grocery Distributor's needs.

American Telesis implemented WAN aggregation at the 40 remote sites by load balancing across the T1 MPLS and DSL connections. The use of both links allowed for more efficient bandwidth usage and reduced network congestion without having to buy additional circuits. In fact, the RGD did not have to replace circuits which saved tremendous time and money by implementing this solution. Overall, there has been a net savings in the IT department due to the proactive notification and NOC systems provided by American Telesis.

Customer **Benefits**

- RGD could utilize existing network links
- Reduce network congestion by using the DSL that was already in place
- Automatic failover at rural remote sites eased IT worries
- Allowed limited IT staff to managed remote locations and monitor usage with AT's monitoring tools
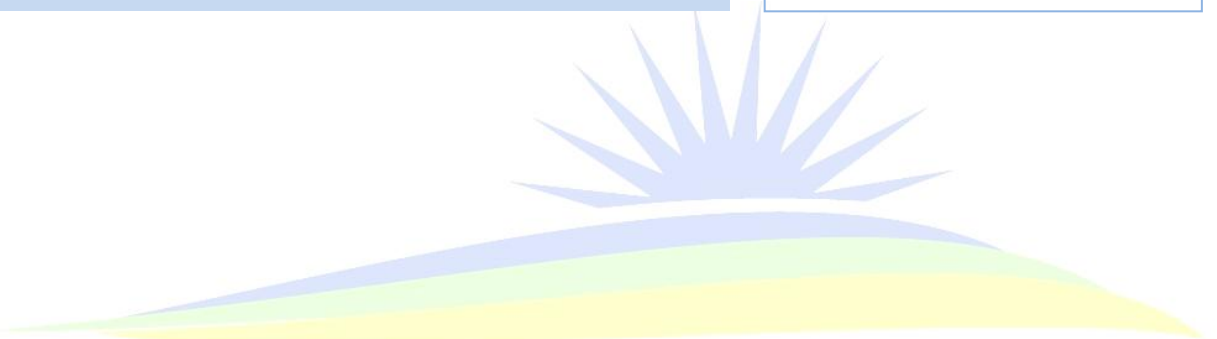
Regional Grocery Distributor Co. American Telesis Solution Summary

Goal	Legacy Solution	American Telesis Solution	Result
Utilize existing MPLS and DSL connections at 40 remote sites	MPLS T1's with back up DSL	Aggregate and load balance across all links	More efficient network that allowed the use of more bandwidth without adding or upgrading circuits
Automatic failover	Manual switch to back up	Implement multicast pass through to allow all routing protocols	Nearly no outages
More efficiently managed network costs		Increase bandwidth without adding or upgrading circuits	High capacity bandwidth available for a fraction of new or upgraded MPLS circuit costs
Reduce IT staff pressure		View utilization and receive proactive notification of outages	Limited IT staff can effectively manage all sites