

## Astrium Limited: Avoid Network Upgrade and Save 63 Percent on Bandwidth Costs



### **Business Profile:**

Astrium is a subsidiary of EADS, the European Aeronautic Defense and Space Company (EADS), and is focused on satellite applications for civil and military telecommunications.

### **Industry:**

Aerospace

### **Challenges:**

Astrium UK had user complaints about slow application performance. Upgrading existing Frame Relay would be expensive. They had deployed traffic shaping which was useful but they now needed more capacity.

### **Solution:**

Astrium UK deployed Juniper Networks WX™ 50 application acceleration platforms at their offices in Poynton, Stevenage, and Portsmouth with no changes to their existing network. Each device took only minutes to install.

### **Benefits:**

Astrium UK realized peak reduction rates of 82 percent during their heavy morning traffic. This corresponds to a capacity increase of more than five times. They estimate 63 percent savings compared to the cost of purchasing additional capacity.

### **Company:**

Astrium is a subsidiary of EADS, the European Aeronautic Defence and Space Company. In 2001, Astrium had a turnover of 1.9 billion Euro with 8,400 employees in France, Germany, United Kingdom and Spain. Astrium is currently focusing on its satellite business activities covering civil and military telecommunications and Earth observation, science and navigation programmes, avionics and equipment.

### **Customer Challenges:**

Astrium has outsourced their WAN. In the UK, they have 34 Mbps ATM links to Portsmouth and Stevenage and a 2 Mbps link to Poynton. Users were complaining about slow application response times – especially during the morning when users would login to the network. Upgrading the Poynton circuit would be expensive and create an ongoing, monthly expense.

### **Juniper Networks Solution:**

Astrium UK deployed two Juniper Networks WX 50 application acceleration platforms at each location – one as primary and one as backup. They immediately saw average reductions of 65 percent corresponding to a capacity increase of 2.8 times and peak reductions of 82 percent corresponding to a capacity increase of more than five times. During these peak times, the login sequences are highly repetitive and therefore reducible. Application response times improved immediately.

*"I had previous experience with compression devices and was initially very skeptical of Juniper Networks' claims. I was delighted with the result. After an installation that took just minutes, end-user application response times immediately dropped and our network performance improved dramatically. The financial payback compared to ordering an additional circuit was so compelling we had this project approved immediately."*

**Keith Hill**

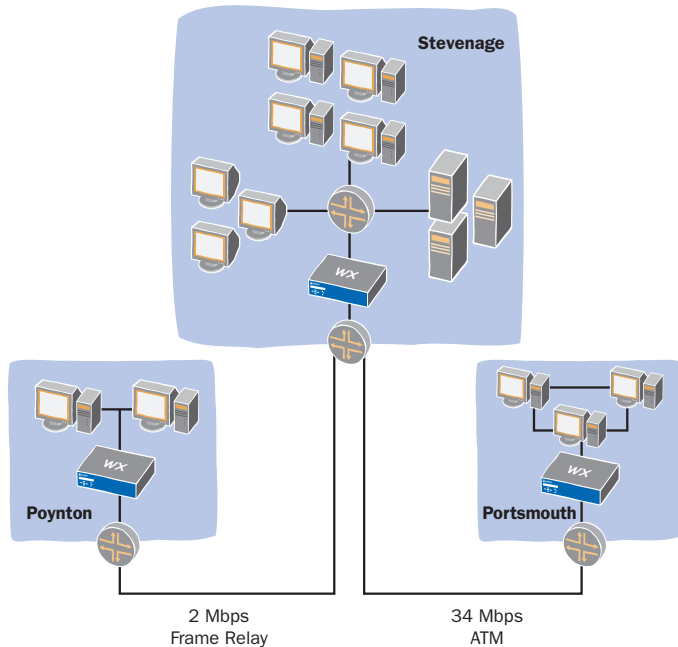
Manager, Networks & Telecommunications  
Astrium Limited

## Alternatives Considered:

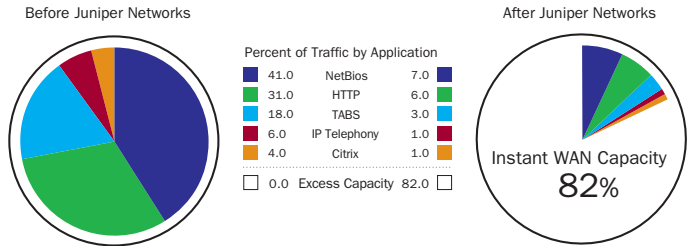
Keith Hill, Manager, Networks & Telecommunications, evaluated and deployed traffic shaping. However, as the circuits became saturated, this did not help provide additional capacity. At that point, he considered a network upgrade but that would be time consuming and expensive.

## Juniper Networks Benefits:

Astrium UK has dramatically increased the capacity of their existing network, allowing them to support more users and applications. Users now get much faster application responses, decreasing the calls into the help desk. Astrium estimates a 63 percent savings over purchasing additional capacity from their carrier. Also important, the ongoing management has been minimal.



Astrium UK deployed Juniper Networks WX 50 platforms, instantly increasing their WAN capacity by more than five times during peak periods by removing more than 80 percent of their WAN traffic.



Astrium UK increased their WAN capacity over five times during peak periods by reducing their backbone data traffic by 82 percent.



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