

Atwell-Hicks: Satisfying the Need for Speed with Extreme Networks and Juniper Networks

**Business Profile:**

With 250 employees in six locations throughout Michigan, Illinois and Ohio, Atwell-Hicks combines innovation and experience to maximize the value of its clients' real estate investments.

Industry:

Engineering

Challenges:

Atwell-Hicks needed a high performance network to support its growing base of applications, which include AutoCAD, Exchange 2003, an Intranet site, and backup/replication.

Solution:

Atwell-Hicks deployed six Juniper Networks WX™ 50 application acceleration platforms on their private line network, increasing capacity over three times and dramatically accelerating AutoCad® and Exchange application performance. The installations took only minutes and the results were immediate.

Benefits:

Atwell-Hicks avoided a network upgrade that would cost more than \$60,000 per year in ongoing carrier expenses.

Company:

Atwell-Hicks transforms its clients' development visions into realities, from the nation's largest retailer to the private landowner who shops there. The company's rich history dates back to 1905, when University of Michigan civil engineering professor Harry Atwell began a land surveying company from his Ann Arbor home.

Customer Challenges:

Atwell-Hicks' promotes collaboration between offices. However, with locations connected via point-to-point T1s, bandwidth became a challenge as the company's application and network needs grew. With large AutoCAD drawing files on servers at each location, bandwidth limitations were slowing down the network and affecting employees' ability to share files located at another office. Atwell-Hicks evaluated several options, including purchasing more T1s and bonding them together. However, Juniper Networks' WX application acceleration platforms provided a scalable approach to improving application performance across their existing network.

Juniper Networks Solutions:

Atwell-Hicks deployed six WX 50 platforms on their private line network, increasing capacity more than three times and dramatically accelerating AutoCad® and Exchange application performance. The installations took only minutes and the results were immediate. Atwell-Hicks avoided a network

"With Juniper Networks, our employees are now much more productive. Today we can open AutoCad files from remote offices more quickly and backup our data to the next closest office without experiencing degradation in performance due to WAN constraints."

Richard Schue
IT Manager
Atwell-Hicks

upgrade that would cost more than \$60,000 per year in ongoing carrier expenses. Throughout the deployment Extreme Networks worked closely with Juniper Networks and Atwell-Hicks to provide the support necessary to ensure the project was a success.

Juniper Networks Benefits:

An Extreme Go Purple partner, Juniper Networks provides enterprises with LAN-quality application performance across wide area networks. Based on the WX Framework™, the WX products feature several interdependent technologies including next-generation compression, sequence caching, latency reduction, bandwidth management, path optimization, and visibility. The result is increased application performance without expensive and time-consuming network upgrades.

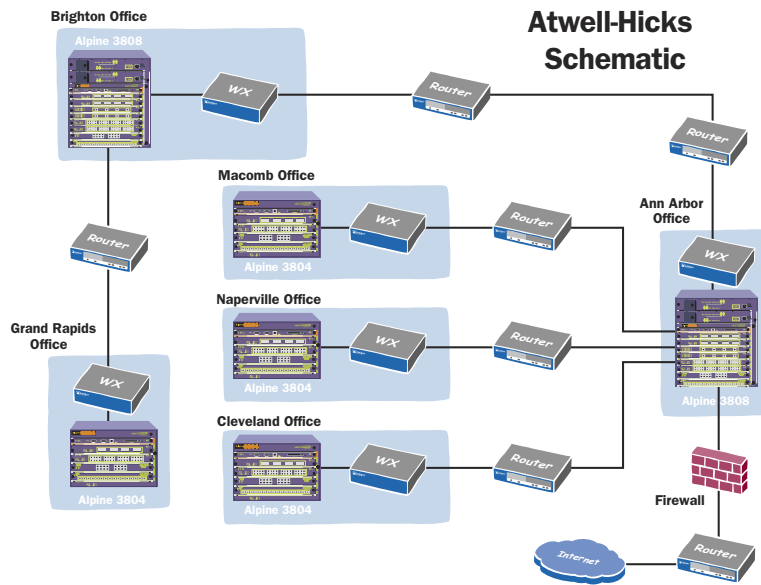
Planning for the Future:

Because the Extreme Networks Alpine 3800 series switches help enable the adoption of new technologies by offering intelligent security and availability features to keep network convergence simple and manageable, Atwell-Hicks is considering wireless capabilities and Voice-over-IP (VoIP) in the future. In fact, the company is currently evaluating Extreme Networks' Unified Access Architecture (UAA) solution to enhance staff mobility. Inheriting the reliability and flexibility of the enterprise LAN

already in place, Extreme Networks' UAA solution leverages the intelligence of the core, distribution and access layers of the existing network.

Juniper Networks will play an important role in the rollout of VoIP by ensuring that it receives proper prioritization and bandwidth allocations over the WAN. VoIP and AutoCAD have different performance, bandwidth and delay requirements, but both are equally important to Atwell-Hicks' business productivity. The WX Framework integrates the applications acceleration technologies of quality of service (QoS), compression and latency reduction to ensure that the demands of all applications are met across the WAN. Juniper Networks and Extreme enable a complete network that will deliver the quality needed for VoIP while ensuring that business applications continue to run smoothly.

"Unified architecture provides total integration between the wired and wireless LAN, and that means simplified management without sacrificing network performance," explains IT Manager, Richard Schue. "We're always looking for new ways to utilize technology to increase collaboration, improve access to vital data, and add value to our clients. Extreme's commitment to innovation is right in line with our own company vision."



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