

Finisar: Ten-minute Product Installation Results in Four-times Network Capacity Gain

Finisar

Business Profile:

Finisar Corporation (FNSR) is a technology leader for fiber optic subsystems and network test systems.

Industry:

Telecommunications

Challenges:

Support growing application requirements and a new corporate-wide video application. The company compared the purchase of additional bandwidth between California and Malaysia at \$18,000 per month, several QoS solutions, and the Juniper Networks WX™ 50 application acceleration platforms.

Solution:

Finisar deployed two Juniper Networks WX 50 platforms on the WAN link between California and Malaysia.

Benefits:

The WX 50 platform took only 10 minutes to install. Finisar immediately increased bandwidth capacity by four times, providing an ROI of less than three months. The new bandwidth enabled Finisar to deploy a video application and improve application performance. Finisar then purchased another WX 50 platform for an office in Germany as the first step in a company-wide rollout.

Company:

Finisar Corporation (FNSR) is a technology leader for fiber optic subsystems and network performance test systems which enable high-speed data communications over Gigabit Ethernet local area networks (LANs), Fibre Channel storage area networks (SANs), and metropolitan area networks (MANs). The company is focused on the application of digital fiber optics to provide a broad line of high-performance, reliable, value-added optical subsystems for networking and storage equipment manufacturers.

Customer Challenges:

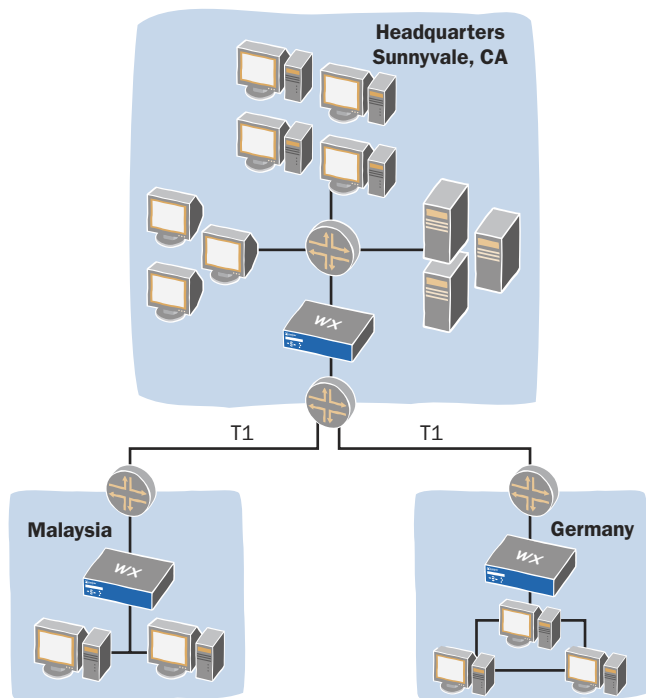
Finisar needed more bandwidth between their headquarters in Sunnyvale, CA and their manufacturing site in Malaysia. They had a planned rollout of video conferencing between these locations that would put a strain on their existing network. Additionally, they needed to support growing bandwidth requirements for other applications, including Oracle and Exchange. Unfortunately, another 512 Kbps link between these locations would cost an additional \$18,000 per month. As a result, Patrick Wilson, Director of IT for Finisar, looked for alternatives. Patrick's challenge was to provide enough bandwidth for these new network applications while controlling IT spending.

"The Juniper Networks WX 50 began paying for itself instantly. It took me 10 minutes to unpack, rack, and configure. But the real beauty of the product is that I immediately realized a sustained data traffic reduction rate of 75 percent, delivering a four-times bandwidth capacity gain for our most mission-critical applications. I wish all my business decisions were this easy."

Patrick Wilson
Director of IT
Finisar Corporation

Juniper Networks Solution:

Patrick installed two Juniper Networks WX 50 application acceleration platforms on the existing 512 Kbps circuit between Finisar's offices in Sunnyvale and Malaysia. Finisar immediately realized a four-times throughput gain on this circuit without ordering more bandwidth or increasing any monthly expenses. This gave Finisar the additional bandwidth required for their video application and still left room for network growth from an upcoming Oracle and Exchange rollout. Getting approval for the Juniper Networks purchase was easy to justify, given the significant monthly savings compared to adding a new 512 Kbps circuit.



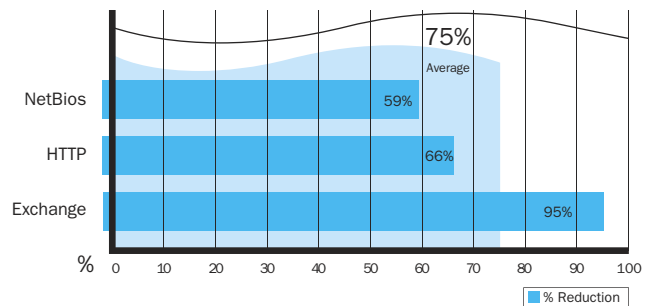
Finisar deployed Juniper Networks WX 50 application acceleration platforms at their headquarters in Sunnyvale and offices in Malaysia and Germany, increasing WAN capacity by four times.

Alternatives Considered:

Finisar considered and needed some basic QoS functions to prioritize the video traffic. However, the most important issue was a need for more bandwidth. While important, QoS would not help them avoid purchasing more bandwidth. In addition to being expensive, installing a new circuit to Malaysia would take four months. Patrick needed another option.

Juniper Networks Benefits:

Patrick was surprised with the simple, 10-minute installation and amazed with the immediate 75 percent data traffic reduction rate. This translated to a greater than four-times capacity increase for their mission critical applications. Patrick no longer needed to spend \$18,000 per month for additional bandwidth, and he could easily roll out his Oracle and Exchange applications to new users. Patrick also added a site in Germany shortly after the original purchase and plans to add another three to four sites in the near future. Juniper Networks' switch-to-wire capability was a key factor, making Patrick comfortable inserting this technology in his core backbone so quickly.



Finisar reduced their backbone data traffic by 75 percent, averaged across several applications.



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