

Gray Cary Ware & Friedrich LLP: Dramatic Network Capacity Increase With Reliable, Non-stop Operation

Business Profile:

Gray Cary Ware & Friedrich LLP is a nation-wide commercial law firm specializing in high-technology and emerging-growth companies.

Industry:

Professional services

Challenges:

Gray Cary's wide area network (WAN) links were running at capacity, which created frustration with their attorneys who had little patience for slow application performance. The Gray Cary IT group worked with their carriers to increase their WAN capacity; however, this option proved to be too expensive and time consuming.

Solution:

Gray Cary installed Juniper Networks WX™ 50 application acceleration platforms on WAN links between three California office locations.

Benefits:

Gray Cary instantly increased network capacity by three times. This represented a strong return on investment (ROI) compared to purchasing additional bandwidth. Looking forward, Gray Cary plans to increase deployment of the Juniper Networks application acceleration platforms to other U.S. cities as their capacity needs grow.

Company:

Gray Cary is a Silicon Valley-based commercial law firm that represents emerging-growth and high-technology companies, with more than 450 attorneys practicing in Palo Alto, San Diego, San Francisco, Sacramento, Austin and Seattle. Clients include public and private companies, from start-ups to Fortune 500.

Customer Challenges:

Gray Cary runs a distributed network with many resource-intensive applications such as iManage (a document management system), Lotus Notes/ Domino, and several enterprise SQL applications. Because their attorneys frequently travel between offices and download numerous resources, retrieving local copies of their files places additional burdens on their WAN. Faced with the potential added monthly expense from their network providers, Gray Cary was interested in alternative solutions to network build-out. It basically came down to an issue of cost: as Gray Cary's business continues to grow, they could continually surrender and purchase more bandwidth, or they could find an alternate solution.

Juniper Networks Solution:

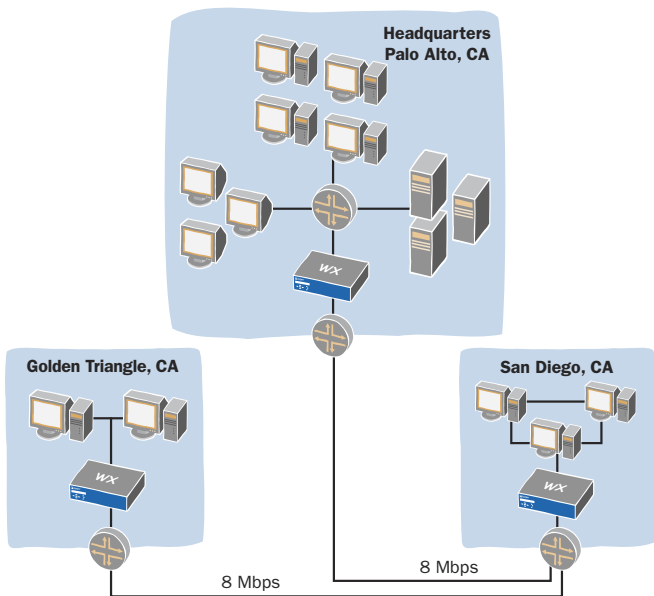
Gray Cary CTO Don Jaycox had his staff evaluate three Juniper Networks WX 50 platforms on his 8 Mbps network links between Palo Alto, San Diego, and the "Golden Triangle" (outside of San Diego). He immediately tripled

"Purchasing Juniper Networks WX 50s was an effective way to quickly increase our bandwidth with very little effort. Our WX 50s were installed and operational in minutes, and immediately increased WAN link capacity by three times for our e-mail, document management, and web traffic. This allowed us to substantially reduce our planned purchase of additional bandwidth."

Don Jaycox
CTO

Gray, Cary, Ware & Friedrich LLP

the network capacity on these links. As Gray Cary continues their migration from Novell to NT networking, he expects the reduction rates to continue to improve dramatically. Adding more capacity could take months to install and would undoubtedly cause network disruption. Compared to the cost of increased bandwidth and the likely network down-time, purchasing the Juniper Networks solution was a relative cinch. Going forward, Gray Cary will not have to purchase additional bandwidth as frequently, since their traffic is now being sent in a much more compact form.



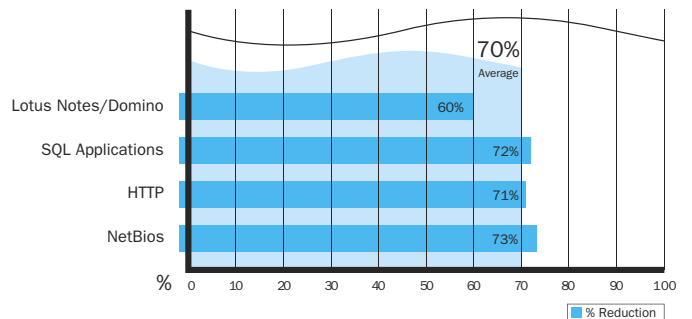
Gray Cary deployed Juniper Networks WX 50 application acceleration platforms at their headquarters in Palo Alto and their offices in San Diego and the "Golden Triangle" (outside of San Diego), instantly tripling their WAN capacity.

Alternatives Considered:

Don's first choice was to consider purchasing additional bandwidth – the traditional solution. However, he wanted to consider all options that could provide similar performance at a lower cost to the firm. He had heard about Fenwick & West's recent deployment of a Juniper Networks solution. Don then made a financial comparison between the WX 50 platform and purchasing additional bandwidth. The clear choice was Juniper Networks.

Juniper Networks Benefits:

Gary Cary was pleased that the WX 50 installed in minutes. They immediately found that their document management and e-mail traffic volumes decreased approximately 70 percent. The resulting capacity gain eliminated the need to purchase additional bandwidth. Even better, as Gray Cary continues to migrate traffic from an older Novell network to an NT network, the reduction results will only improve. They now have the necessary bandwidth to support their attorneys. Juniper Networks' switch-to-wire functionality gave Don the confidence to deploy this new technology in a critical segment of his data network. The WX 50 platforms have operated flawlessly throughout his trial and early rollout. In fact, the WX 50 devices worked so well that they circumvented a network outage on a link that was near full capacity.



Gray Cary reduced their backbone data traffic by 70 percent, averaged across several applications.



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