

Schneider Electric: Tripling Capacity for Lotus Notes and SQL Traffic

**Business Profile:**

Headquartered in France, Schneider Electric provides electrical distribution, industrial control, and automation products and services to energy, industrial, construction, and infrastructure companies in 130 countries around the world.

Industry:

Electrical products

Challenges:

Schneider-Electric Gulf Countries' operations span seven offices, which are linked to a WAN via 1 Mbps, 128 Kbps, and 64 Kbps links. As the region's activity has grown, WAN capacity has been stretched to the limit, affecting performance of Lotus Notes, terminal server, and other applications.

Solution:

Schneider Electric Gulf deployed Juniper Networks WX™ 50 and WX 20 application acceleration platforms at its headquarters and distribution offices in the United Arab Emirates, and plans to roll out additional WX 20 units to its five other Middle East locations.

Benefits:

The Juniper Networks equipment immediately transformed WAN links that were at full capacity into links with more than 50 percent surplus of unused bandwidth, eliminating application performance problems.

Company:

Electrical distribution, industrial control, and automation are the core activities of France-based Schneider Electric. Through its master brands Merlin Gerin, Square D, and Telemecanique, Schneider Electric are the power and control specialists addressing the energy, industry, construction, and infrastructure markets. Schneider Electric has more than 67,000 employees, 5000 sales outlets, and 800 manufacturing and commercial units in 130 countries.

Customer Challenges:

Due to high communications costs across the Gulf States region, Schneider Electric Gulf's WAN connects data centers at its UAE headquarters and distribution center via 1 Mbps, 128 Kbps, and 64 Kbps links. Growing traffic from Lotus Notes, terminal services, CIFS, SQL Server, and other applications had taken these links to capacity and beyond, slowing down traffic and even preventing some applications from running at all.

Juniper Networks Solution:

By installing Juniper Networks WX application acceleration platforms, Schneider Electric Gulf immediately increased its WAN capacity nearly four times and gained the ability to monitor traffic in real time, to reduce application response times, and to adjust QoS levels to ensure adequate bandwidth for every application. For example, the company quickly prioritized its terminal services over Lotus Notes database replication to cut remote application response times.

"With an ROI of less than 10 months and the ability to immediately eliminate our application performance problems, Juniper Networks application acceleration platforms were a very easy choice to make rather than upgrading our WAN links."

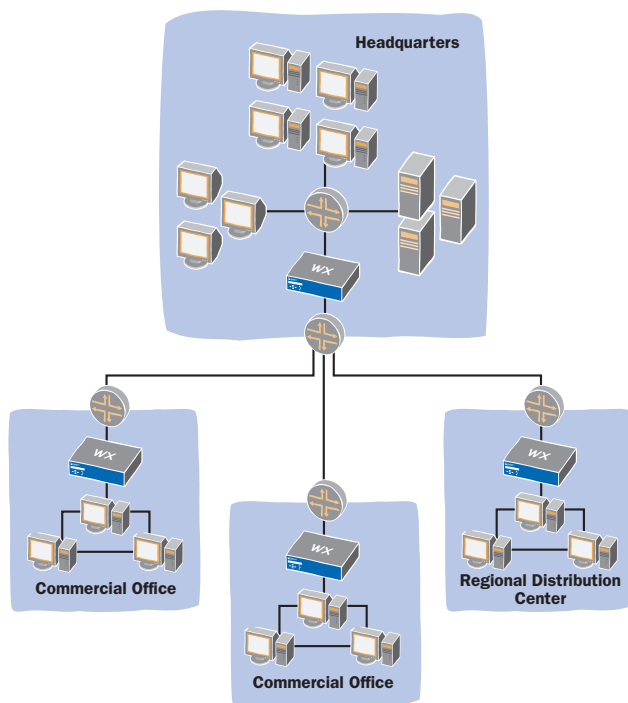
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Alternatives Considered:

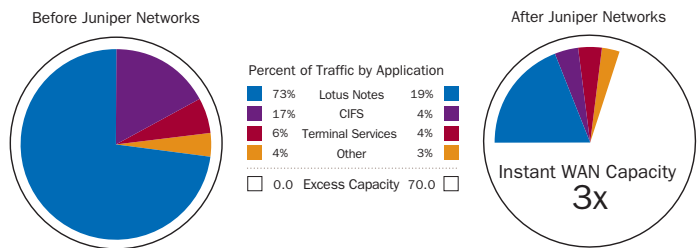
Schneider Electric Gulf's MIS team evaluated the cost of upgrading its WAN links enough to eliminate performance issues and ensure capacity for future traffic growth, and then compared that against the cost of Juniper Networks application acceleration platforms. After seeing the results gained from the WX platforms, the team estimated that the Juniper Networks equipment would return its investment in a two-site deployment in less than 10 months, compared to higher permanent costs for higher-capacity WAN links. In addition, Juniper Networks delivered real-time performance monitoring, QoS, and latency reduction features that went well beyond simply buying fatter WAN pipes.

Juniper Networks Benefits:

With Juniper Networks, the Schneider Electric Gulf operation is now able to run applications it was not able to run before, and has created over 50 percent additional capacity on its existing WAN links. With Juniper Networks's essential QoS features, the MIS team was able to prioritize terminal services traffic over background Notes replication and other lower-priority traffic. Finally, Juniper Networks' Packet Flow Analysis™ (PFA™) technology will help them greatly reduce application latency on its WAN links.



Schneider Electric Gulf deployed Juniper Networks WX 20 and WX 50 units at its facilities in the United Arab Emirates to instantly transform an overloaded WAN into a WAN with more than 50 percent extra capacity.



Schneider Electric Gulf immediately reduced WAN application traffic by as much as 80 percent, creating ample overhead for all applications and greatly improving the performance of key WAN services.



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