

Westland: Juniper Networks Delivers Average 74 Percent Reduction in WAN Traffic and Exceeds Requirement for Large File Transfers Between U.K. and U.S. Sites.

WESTLAND

Business Profile:

Westland has expertise in rotor blade technology, avionics and mission systems integration, transmissions development, and advanced training services for aircrew and groundcrew. Owned by AgustaWestland, one of the largest helicopter companies in the world, Westland has primary operations in the U.K., Italy and the U.S.

Industry:

Aviation

Challenge:

Westland wanted to transfer vital flight analysis data between its Westland sites in Yeovil, Somerset in the U.K. and Victorville, Calif. on the U.S. West Coast. Each flight was to generate about 5 GB of data, which had to be transferred in about 30 minutes. After pricing a 155 Mbps line, there was still concern about latency, which could have cost the company new business with a client located abroad.

Solution:

Westland deployed two Juniper Networks WX™ 100 application acceleration platforms to provide compression, Packet Flow Acceleration™ (PFA™) technology and Quality of Service (QoS) to ensure data was transferred as quickly as possible. Additional devices were also procured to provide resilience.

Benefits:

Since deploying the Juniper Networks WX 100 platforms, Westland has seen a peak data reduction on its network of 91 percent, and a near four-fold increase in total WAN capacity. Remote users have also found that access to services such as e-mail and HTTP has improved to near-LAN speeds.

“The difference in the recurring costs between a 155 Mbps line and the 45 Mbps line alone justified the purchase of the Juniper Networks WX 100 devices and licenses. Added to the cost of having additional personnel on hand to process the data, this solution provided a much neater and more efficient service. The staff in California is delighted with the turnaround and can make program decisions much more rapidly.”

Roger Pavey
Technical Adviser
Westland Helicopters

Company:

Westland has been in the aviation business since 1915, delivering more than 2,500 rotary-wing and 6,000 fixed-wing aircraft worldwide. Associated with the design of the famous Seafire/Spitfire fighter plane during World War II, Westland today is one of the world's leading aerospace companies, with unrivalled experience in the military helicopter market.

In 2000, Westland's owners, GKN, joined forces with Italian helicopter manufacturer Finmeccanica to create AgustaWestland, the second-largest helicopter company in the world, with 10,000 employees and revenues of \$2 billion.

Customer Challenges:

Westland was considering installing a fast-data link between the Westland site in Yeovil, Somerset and the Victorville, Calif., facility in the U.S. to transfer data. The company had a helicopter on trial with a potential new client and needed to analyze flight data before each new flight. Each flight was expected to generate about 5 GB of data, which needed to be transferred halfway around the world in about 30 minutes; a successful trial could result in a potentially lucrative new contract and access to new markets. Although a 155 Mbps line had been considered and even priced out, the company was still concerned about latency.

Juniper Networks Solution:

The U.S. and U.K. sites were connected using a point-to-point 45 Mbps link, with Juniper Networks application acceleration platforms at each end providing compression, PFA, and Quality of Service (QoS) capabilities to ensure data was transferred as quickly as possible. Additional WX devices were also deployed to provide backups should any of the primary devices fail.

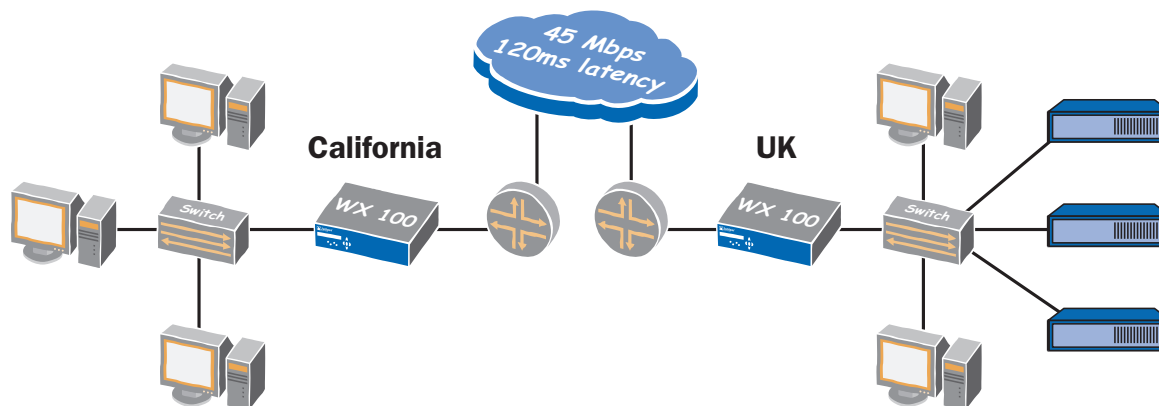
Alternatives Considered:

Westland explored installing a 155 Mbps link, but remained concerned about latency issues. The alternative was to send a team of data analysts and equipment to the airport for the duration of the trials – an option that was rejected as too costly and inefficient.

Juniper Networks Benefits:

Typical transfer times achieved with the Juniper Networks WX 100 platforms operating over the 45 Mbps line proved to be around 20 minutes per 5 GB file, which exceeded the specified 30 minute requirement – all while supporting other application traffic and data downloads. In fact, remote users found that access to services such as e-mail and HTTP improved considerably after the Juniper Networks solution was deployed. Total data reduction on the WAN peaked at 91 percent and WAN capacity increased nearly four-fold.

Westland would have been hard-pressed to get the same performance from the 155 Mbps link without the Juniper Networks WX 100 platforms, and latency was a persistent concern.



Westland deployed two Juniper Networks WX 100 units at its U.K. and U.S. sites, which provided an average total WAN traffic reduction of 74 percent. The company needed to transfer large amounts of data (around 5 GB) within 30 minutes; the Juniper Networks WX 100 platforms achieved this in under 20 minutes over a 45 Mbps link.



CORPORATE HEADQUARTERS
AND SALES HEADQUARTERS
FOR NORTH AND SOUTH AMERICA

Juniper Networks, Inc.
1194 North Mathilda Avenue
Sunnyvale, CA 94089 USA
Phone: 888-JUNIPER (888-586-4737)
or 408-745-2000
Fax: 408-745-2100

www.juniper.net

EAST COAST OFFICE

Juniper Networks, Inc.
10 Technology Park Drive
Westford, MA 01886-3146 USA
Phone: 978-589-5800
Fax: 978-589-0800

ASIA PACIFIC REGIONAL
SALES HEADQUARTERS

Juniper Networks (Hong Kong) Ltd.
Suite 2507-11, Asia Pacific Finance Tower
Citibank Plaza, 3 Garden Road
Central, Hong Kong
Phone: 852-2332-3636
Fax: 852-2574-7803

EUROPE, MIDDLE EAST, AFRICA
REGIONAL SALES HEADQUARTERS

Juniper Networks (UK) Limited
Juniper House
Guildford Road
Leatherhead
Surrey, KT22 9JH, U. K.
Phone: 44(0)-1372-385500
Fax: 44(0)-1372-385501