

Zedtex Australia: Juniper Networks Accelerates Critical Application Performance and Reduces Bandwidth Consumption for Remote Locations



Zedtex Australia Pty Ltd Textile Agents & Importers

Business Profile:

Zedtex's parent company, Smith Uren, supplies textile products to manufacturers, wholesalers, converters and distributors in the textile and industrial fields. The company represents major international textile and related product suppliers and manufacturers in Asia, Europe and the U.S.

Industry:

Textiles

Challenges:

Zedtex has more than 14 employees in its Melbourne, Australia, office, connected by a 128K link back to headquarters in Auckland, New Zealand. Business-critical applications are centralised on a Citrix platform. Zedtex needed to improve network and application performance for remote users while also analysing and controlling WAN traffic to ensure optimum performance.

Solution:

Juniper Networks WX™ application acceleration platforms were deployed in both the Melbourne and Auckland branch offices to improve application performance, reduce redundant VPN traffic, and provide a higher degree of management and control.

Benefits:

Zedtex increased application performance by up to 70 percent and expanded WAN capacity by 2.5 times while prioritising critical traffic via Juniper Networks QoS capabilities. Redundant VPN traffic and response time delays were virtually eliminated.

"We were looking for a solution that could make the sales team more productive by having a faster network and the ability to quickly process crucial orders to meet the demands of our international customers. The Juniper Networks solution has provided us with critical benefits in terms of faster delivery of our customer orders and other transactional documents."

Andrea Nicholas
IT Manager
Zedtex

Company:

Zedtex is an international import agency principally involved in the sourcing, importation and supply of natural and synthetic yarns, fibres and fabrics for all textile-related applications in the Australian market. In 1985 Zedtex Australia Pty Ltd was formed to expand into the Australian market by its parent company, Smith Uren, which supplies textile products to manufacturers, wholesalers, converters and distributors in the textile and industrial fields. The company represents major international textile and related product suppliers and manufacturers in Asia, Europe and the U.S.

Customer Challenges:

Smith Uren's success in international markets meant it faced a certain increase in IT spending to build up its network in Australia. The company wanted to avoid the additional expense of replicating its IT systems, so instead it chose to allow remote offices to connect to its existing internal IT systems in New Zealand via a virtual private network (VPN) connection.

Users at Zedtex, Smith Uren's Australian subsidiary, are connected to the key corporate application suite, Navision, which is deployed over Citrix. This configuration, however, created performance problems for the users and the IT staff, resulting in significant network delays for key tasks such as printing, sales order processing, and account queries. Zedtex required a solution that guaranteed consistent application performance, enhanced manageability and minimized costs.

The Zedtex sales office in Melbourne was also seeking a cost-effective solution to accelerate the corporate application suite without having to invest in additional licensing and hardware. The Melbourne office was hoping to use existing WAN links and avoid expensive upgrades, as well as add visibility and prioritization capabilities for their business-critical application.

Juniper Networks Solution:

Zedtex Australia deployed Juniper Networks WX application acceleration platforms in the Melbourne and Auckland branch offices to accelerate application performance, reduce the amount of redundant traffic crossing the VPN, and provide a higher degree of management and control over application traffic.

The Juniper Networks products paid immediate dividends, improving overall throughput, increasing application performance by up to 70 percent, and boosting average WAN capacity by a factor of 2.5 times. The Juniper Networks solution also provided

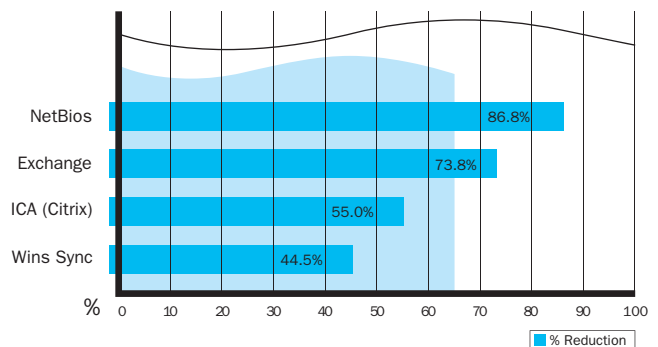
QoS capabilities that enabled Zedtex and Smith Uren to tune the network for optimum performance, providing the business-critical application with excellent response times that dramatically improved staff productivity. Response time delays were eliminated, and printing performance improved significantly.

Alternatives Considered:

Zedtex briefly considered a bandwidth upgrade. However, after testing Juniper Networks and seeing for themselves the potential for significant application performance improvement, coupled with the short return on investment, Zedtex quickly decided that a Juniper Networks WX deployment was the right decision.

Juniper Networks Benefits:

The WX deployment had an immediate impact on Zedtex's applications, accelerating performance and dramatically reducing the amount of traffic traversing the WAN. The Juniper Networks solution also allowed Zedtex to view, monitor and control application flows across the wide-area link. As a result, the company was able to speed up its Citrix-based application and fix lingering latency and contention problems, as well as prioritize the application over other, less critical traffic crossing the WAN.



Zedtex avoided WAN upgrades by deploying Juniper Networks WX application acceleration platforms, realizing an average 70 percent reduction of overall network traffic.



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

Copyright 2005, Juniper Networks, Inc. All rights reserved. Juniper Networks and the Juniper Networks logo are registered trademarks of Juniper Networks, Inc. in the United States and other countries. All other trademarks, service marks, registered trademarks, or registered service marks in this document are the property of Juniper Networks or their respective owners. All specifications are subject to change without notice. Juniper Networks assumes no responsibility for any inaccuracies in this document or for any obligation to update information in this document. Juniper Networks reserves the right to change, modify, transfer, or otherwise revise this publication without notice.