

Truman Arnold Companies: Instantly Increase Citrix MetaFrame Performance Over Three Times

**Business Profile:**

Truman Arnold is the leading international petroleum marketing and distribution company with annual volumes exceeding two billion gallons.

Industry:

Distribution

Challenges:

The Truman Arnold Companies' wide area network (WAN) supporting 15 locations was at capacity. Upgrading their WAN links would take time and significantly increase their ongoing expenses. Truman Arnold was also planning to roll out Citrix, which would require even more WAN capacity.

Solution:

Truman Arnold deployed 15 Juniper Networks WX™ application acceleration platforms over other options because they were easier to install, easier to manage, and they provided better reduction results.

Benefits:

Truman Arnold saw sustained reduction levels of 70 percent which more than tripled the capacity of their network links. This allowed them to deploy the new Citrix application without upgrading their network. They estimate a hard-dollar ROI in six months compared to purchasing more network capacity.

Company:

Truman Arnold Companies (TAC) is a Texarkana, Texas-based company founded by Truman Arnold in 1964 as a branded petroleum jobber. Today, TAC is a leading international petroleum marketing and distribution company with annual volumes exceeding two billion gallons. TAC serves customers throughout the continental United States and Canada.

Customer Challenges:

Truman Arnold's WAN was already at capacity, causing simple print jobs to take more than two-and-a-half minutes. They planned to roll out Citrix, which would increase the demands on their network, forcing them to look at an expensive and time-consuming network upgrade to their 15 WAN-connected locations. To make matters worse, their end users were already complaining about long application response times.

Juniper Networks Solution:

Truman Arnold deployed one WX 50 application acceleration platform at their headquarters location and 14 WX 20 devices at each of their remote offices. The installation was simple and instantly removed 70 percent of the network traffic, resulting in more than three times capacity increase on their existing network links. They could now support 100 print jobs in two minutes – a major improvement. Truman Arnold now had the additional WAN capacity to deploy Citrix without upgrading their network links. The installation of each device took only 10 minutes and did not require an onsite IT person, dramatically saving deployment costs.

"We extensively tested both Juniper Networks and Expand products in our network and chose Juniper Networks as the clear winner. Our branch office employees installed Juniper Networks' products within 10 minutes and we configured them remotely using CMS. In comparison, the Expand devices took over two hours onsite to install – even with dedicated IT staff – and another two hours to configure their QoS options. In the end, the decision to go with Juniper Networks was based on performance, ease of installation and management, and overall cost. Juniper Networks excelled in all these categories hands down."

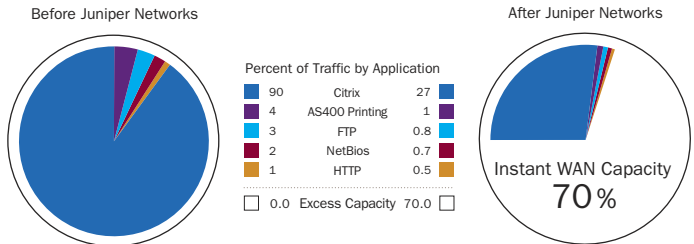
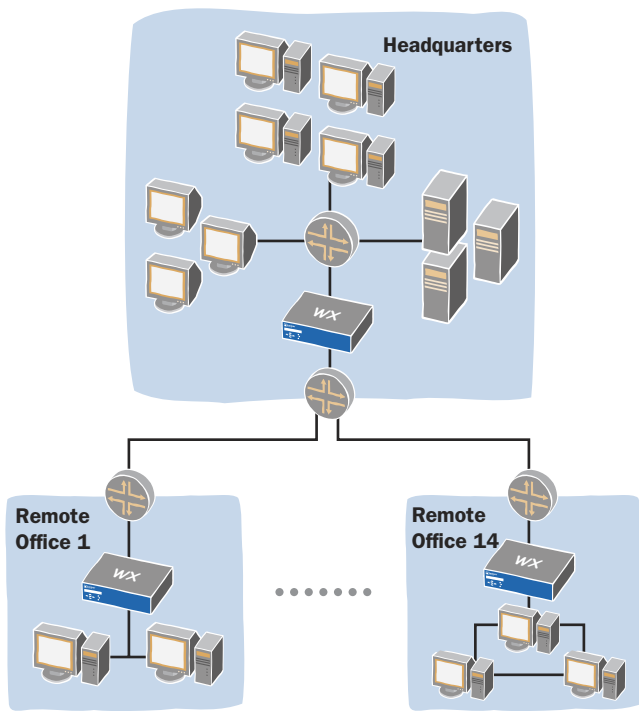
Michael Davis
Information Technology Director
Truman Arnold

Alternatives Considered:

Michael Davis, Information Technology Director with Truman Arnold, performed a month-long evaluation of both Juniper Networks and Expand Networks products. He quickly determined that the Juniper Networks solution was easier to install, requiring no IT person onsite. Juniper Networks' reduction rates edged out those from Expand. In addition, Juniper Networks' WX Central Management System™ (CMS™) software provided a single view to easily configure, manage, and report on all devices. By comparison, the Expand products took two hours to install, two more hours to configure for QoS policies, and had no central management software like CMS.

Juniper Networks Benefits:

Truman Arnold was able to avoid an expensive upgrade to their network that would not require significant installation and ongoing maintenance. They received the much needed capacity for their impending Citrix rollout. Juniper Networks provided all of these benefits with very little installation time or ongoing management. They have been very pleased with their initial deployment and look forward to adding more Juniper Networks products to their network in the near future.



Truman Arnold increased their WAN capacity over three times by reducing their backbone data traffic by 70 percent, averaged across several applications.

Truman Arnold deployed one WX 50 platform at headquarters and 14 WX 20 platforms at field offices, instantly increasing their WAN capacity by over three times by removing 70 percent of their WAN 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