

De Bortoli Wines: Juniper Networks Improves WAN Performance to Ensure Consistent Performance of Mission-critical and Time-sensitive Applications

**Business Profile:**

De Bortoli, one of Australia's largest private wine companies, operates wineries, vineyards and cellar doors across Australia.

Industry:

Wine production

Challenges:

De Bortoli needed to improve WAN performance on a frame relay network connecting six facilities across the continent to ensure optimal performance of mission-critical corporate ERP and VoIP applications.

Solution:

Juniper Networks WX™ application acceleration platforms were deployed at all seven sites: Bilbul, Sydney, Melbourne, Yarra Valley, Hunter Valley, Brisbane and Perth.

Benefits:

De Bortoli increased WAN capacity by an average of 2.5 times, with a peak increase of 70 percent. The Juniper Networks solution allowed the company to avoid costly WAN upgrades in remote areas, delivering a return on investment in just nine months.

"We tested Juniper Networks WX 50 and WX 20 systems between our headquarters and remote sites and noticed an immediate improvement in application performance across our wide-area network. We were delighted to find a solution that could easily plug into our network and operate with minimal setup."

Bill Robertson
IT Manager
De Bortoli Wines

Company:

Over 75 years of operation, De Bortoli Wines has earned a reputation as an innovator and market leader. Today, De Bortoli is one of Australia's largest private wine companies, with exports to more than 50 countries; De Bortoli wines can be found in some of the most prestigious establishments around the globe.

Customer Challenges:

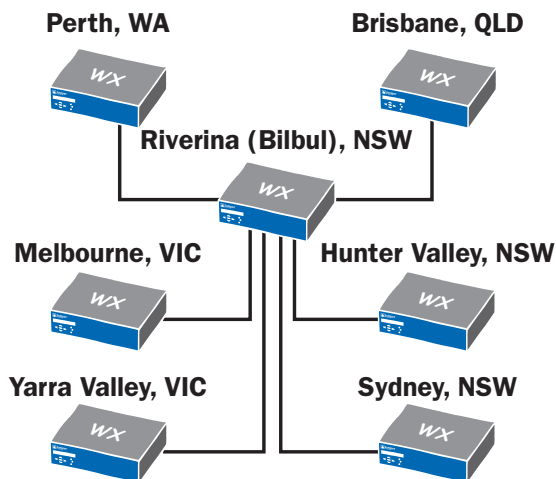
De Bortoli operates wineries, vineyards and cellar doors across the entire Australian continent. Most of these facilities are located in rural areas, where terrestrial links are expensive and susceptible to latency problems. Complicating matters further, De Bortoli utilizes a mission-critical ERP application as well as voice over IP (VoIP), and if either of these are degraded, the business suffers financially.

De Bortoli determined that increasing bandwidth across their frame relay network was not only prohibitively expensive, it would not necessarily improve the consistency and timely delivery of their applications and voice traffic.

Juniper Networks Solutions:

Knowing the high cost of rural links and the impact that latency has on application and voice delivery, De Bortoli's IT Manager, Bill Robertson, contacted Juniper Networks with a request to evaluate the company's WAN optimization equipment on his WAN links. Working in partnership with IBM, Juniper Networks deployed a single WX 50 application acceleration platform on a mirrored switch port in the De Bortoli WAN and began testing.

The results of the evaluation were so impressive, De Bortoli immediately ordered seven more WX units from IBM. The units – a mix of WX 50s and WX 20s deployed at De Bortoli headquarters in Bilbul, as well as in Sydney, Melbourne, Yarra Valley, Brisbane, Perth and the Hunter Valley – provided the increased capacity and improved application response times De Bortoli needed to confidently push their ERP application and VoIP traffic across the WAN. The entire process – from the initial meeting and evaluation through the purchasing decision and deployment – was accomplished in seven short weeks.



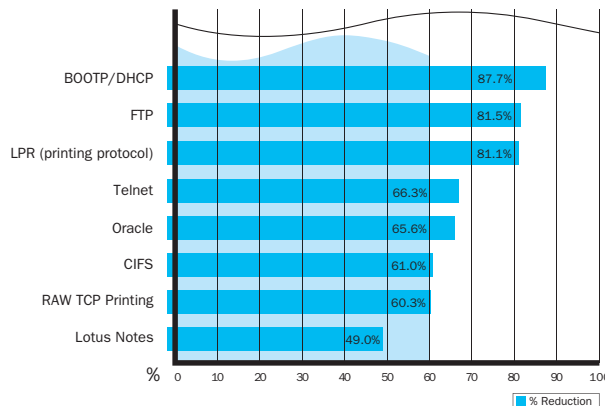
De Bortoli Wines deployed five Juniper Networks WX 50 and two Juniper Networks WX 20 platforms across seven sites, resulting in significant performance improvement for the ERP and VoIP applications.

Alternatives Considered:

De Bortoli briefly tried utilizing a compression feature on their routers. Unfortunately, this experiment caused significant latency and consumed precious router CPU capacity. Additionally, De Bortoli needed a solution that preserved the existing quality of service (QoS) priorities set in their routers and added much-needed bandwidth while reducing latency. Since the cost of upgrading the WAN links was prohibitive, with marginal gain in application performance, this approach was rejected as a viable option.

Juniper Networks Benefits:

Juniper Networks, in collaboration with IBM, provided the design, implementation and support that De Bortoli needed. The Juniper Networks WX 50 and WX 20 platforms increased De Bortoli's WAN capacity by more than 2.5 times on average, with a peak increase of more than 70 percent, ensuring consistent and accelerated performance for their ERP and voice applications. Not only that, the Juniper Networks solution also allowed the company to avoid expensive and disruptive network upgrades that would have cost the business significantly. Based on estimated costs for the WAN link upgrades, De Bortoli will realize complete returns on their Juniper Networks investment in less than nine months. "It has meant that we will not have to upgrade our network for at least another two years," says Robertson.



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