



## vWAN CASE STUDY

# Insurance Company

**Array WAN optimization virtual appliances, operating in a hosted data center, accelerate content and media and provide accelerated response times for large files for one of the world's largest insurance companies.**

## Background

One of the world's largest insurance companies, and the largest in the United Kingdom, has more than 50 business units located throughout the world. The conglomerate offers a full range of insurance products, including general, life and pensions, vehicle, home and healthcare, as well as asset management. In order to collaborate effectively across far-flung offices and broad range of business lines, the company wanted to leverage Microsoft Office 365, and in particular, SharePoint. In addition, the conglomerate sought to reduce the complexity of deploying new applications and services for remote offices, and to improve multimedia delivery to facilitate corporate events.

## Industry:

Insurance

## Challenges:

Accelerate SharePoint content for more than 50 business units worldwide

Reduce complexity and logistics of rolling out new applications and services

Must require no change to existing network, and minimize hardware required

## Solution:

vWAN virtual WAN Optimization Controller appliances in the hosted data center and in offices worldwide

## Benefits:

Enabled SharePoint to be hosted remotely, with accelerated response for files 15Mbps and larger

Deliver on-demand Windows multimedia for corporate events without disrupting network

Dramatically reduced complexity of deploying new applications and services to remote offices

## Challenges

The one of the world's largest insurance companies, and the largest in the United Kingdom, sought to accelerate SharePoint content as part of a global WAN managed service hosted and outsourced to Cable & Wireless. In addition, the conglomerate wished to improve multimedia performance for company-wide meetings and events, and to leverage WAN optimization and virtualization in order to reduce the complexity and logistics of rolling out new applications and services to remote offices.

Key requirements included:

- Accelerate all WAN traffic and transport protocols
- Accelerate encrypted (SSL) traffic
- Redirect traffic in transparent mode via WCCP
- Require no change to the existing network
- Minimize hardware required to deliver services
- Run on standard (off-the-shelf) hardware infrastructure
- Maximize existing hardware utilization

In addition, the WAN optimization solution would be required to support Microsoft SharePoint and Exchange Servers, Communications Services, Windows Media (on-demand) and Microsoft System Center Configuration Manager (SCCM).

The insurance firm's IT team defined several items as key success criteria:

- Successful SSL (HTTPS) acceleration
- Enable SharePoint to be hosted remotely and provide accelerated response times for file sizes of 15Mbps and greater
- Accelerate delivery of SharePoint content and help with the downloading of large Windows

media files without requiring increased bandwidth

- Deliver on-demand Windows multimedia to remote sites for corporate events without disrupting the network

Cable & Wireless' preferred WAN acceleration vendor proposed a solution that included two separate products, which increased both complexity and cost. The insurance conglomerate instead chose Array Networks' vWAN virtual WAN optimization appliances due to their ease of deployment, lowest total cost of ownership (TCO), best long-term strategic value, greatest scalability and flexibility, as well as the ability to meet or exceed all key requirements set forth by the IT department.

## Solution

vWAN virtual WAN optimization appliances are hosted by Microsoft Office 365 from its data center in London serving local users, as well as at many of the 50 business units worldwide. vWAN was deployed in a very short timeframe, without the need to ship boxes or deploy technicians around the world.

Available on high-performance Array appliances or as software for cloud and virtualized environments, vWAN accelerates the transfer of data and improves the performance of business-critical applications across wide area networks. In addition, vWAN greatly improves bandwidth utilization, allowing businesses to reduce costs or increase ROI by doing more with less. Leveraging stream-based differencing, application blueprints, single instance store, traffic prioritization and network, application and TCP optimizations, WAN Series physical and virtual appliances and software clients cost-effectively deliver LAN-like performance between any cloud, data center, branch or user.

## Benefits

vWAN enabled the insurance conglomerate's IT services to be both reactive and proactive in their global rollout. The company planned to deploy WAN application acceleration services to the sites they believed had the highest priority on a proactive strategic timeline. Additionally, if latency issues arise in a particular site the IT services department is able to react immediately to deploy WAN optimization technology to resolve the problem.

vWAN delivers the same or better reduction in application response time as the competing solution, with the added benefit of eliminating the hardware footprint and high cost of separately managed, single-purpose point products. vWAN improves application response times by up to 50x while reducing bandwidth utilization by up to 95%.

vWAN virtual appliances run on industry-standard x86 system platforms. The insurance conglomerate was able to leverage their existing investment in hardware by installing vWAN on servers already existing in the data center. In addition, vWAN offers the option of installing on Windows Server in branches where virtualization is not existent.

Array Networks was the first and is still the best acceleration technology for SSL. The SSL capability was built from the ground up to both accelerate and maintain end-to-end security. vWAN was selected in part because of the performance and viability of security capabilities, which do not move, replicate, copy or store any of the insurance conglomerate's key enterprise data outside their data centers.

vWAN is storage independent and can utilize both SAN and NAS technology from all leading vendors, enabling the insurance company to leverage their existing storage platforms. Storage technologies in use include SRDF, AVAMAR and SNAP Mirror, which provide the secure, stable footprint for the vWAN platform to scale.

And finally, the economic advantages for vWAN are overwhelming. It provides the best cost/performance ratio in the marketplace. In addition, vWAN virtual appliances, added to an existing infrastructure, was more than \$5 million USD less expensive over five years than the competing solution.

