

## CASE STUDY – Financial brokerage sector

### Summary

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#### Sector

Financial brokerage

#### Scope

3 major sites across Canada  
350 users

#### Project

2007  
Elimination of e-mail transmission  
delays on the WAN (Wide Area  
Network)

#### Technology

Application accelerators, central  
management console and mobile  
appliances

### Results and benefits

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- Marked increase in e-mail access times (600%);
- Competitive gain through the rapidity of execution.

### Background

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- The company does business in the financial brokerage sector and depends on rapid access to the network and its data to make timely financial market transactions;
- The distance between offices was causing delays in sending and accessing important e-mails, despite having a 100-megabit high-speed link;
- The delay in accessing and opening e-mail messages was threatening to cause major performance and competitiveness problems for the company's brokerage services.

### Needs and challenges

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- Obtain access to e-mails on the WAN at the same speed as on the LAN;
- Reduce application response times made slower by the distances covered by the WAN.

### Solutions

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- Conduct in-lab testing to establish equipment relevance;
- Define and analyze needs;
- Recommend the required architecture and equipment;
- Pre-configure equipment at the plant beforehand to assure easy, rapid installation (plug & play );
- Train employees and assure a transfer of knowledge on the equipment.