

Success Story

Beyond the Network...



AT A GLANCE



INDUSTRY

- IT & telecommunications
- IT solutions integrator

COMPANY

- 1,133 billion Euros turnover in 2008
- 8,500 employees worldwide, with 5,000 in France
- Present in 50 countries
- Founded in 1933 and listed on the stock exchange

CHALLENGE

- Improve network visibility
- Optimize bandwidth use
- Solve application performance-related problems

CHOOSING IPANEMA

- Strategic partnership between Bull and Ipanema
- Comprehensive tools and dashboards offered by the solution
- Full, precise visibility of network traffic
- Dynamic change management
- Automation of network operations

OBSERVED BENEFITS

- Full visibility of network traffic
- Decision-support tool
- Bandwidth optimization and economies of scale

Bull significantly reduced the loss of bandwidth due to inappropriate use of its network

With Ipanema, Bull significantly reduced loss of bandwidth due to inappropriate use of its network. Time spent trouble shooting has been reduced in the event of performance deterioration. The available bandwidth is now allocated to the most critical applications. Bull can now guarantee excellent network governance and optimize their end-user's Quality of Experience.

COMPANY



Bull, as Architect of an Open World™, has been a trailblazer. With the convergence of IT, telecommunications and media, Bull – the only European-based player that masters all the key elements of the IT value chain – helps enterprises and public sector bodies to build, optimize, run and ensure return on investment in their Information Systems, so they can operate in total security.

The network of Bull is centrally managed from two secured sites: one at the company headquarters, and the other at a facilities management company which also hosts Bull's clients. It uses Equant IP/VPN solution by Orange Business Services. A network links together all their offices in France but also in the main European countries where Bull

is present: Germany, Austria, Benelux, Spain, the U.K., etc. business critical applications such as messaging, ERP, financial management and logistics use this network.

“Since we started using the Ipanema solution, we have significantly reduced the loss of bandwidth on our network.”

We have already succeeded in recovering 30% of bandwidth, which was allocated to the most critical applications. We therefore avoided costly and wasteful upgrades, as the bandwidth available is now sufficient to support our productivity. I estimate that this represents annual savings of around 50,000 Euros”.

Hervé Hollier, Infrastructure and Operations Director, Bull's IT department.

CHALLENGE



Up until the deployment of the Ipanema system, Bull's IT department was unaware of the cause of certain breakdowns and failures on its network. In particular, users reported performance-related issues whose

cause could not be clearly identified. It was therefore essential for Bull to implement a solution offering visibility and expertise in order to optimize the application performance.

Success Story

Beyond the Network...

CHOOSING IPANEMA



Bull looked at several solutions before choosing Ipanema. Bull prerequisites were the wealth of the tools and dashboards offered, as well as the global network visibility and its capacity to dynamically adapt to changes.

Ten physical ip|engines, are installed on Bull's network one of which is entirely dedicated to measuring Internet traffic. The other sites are equipped with virtual ip|engines. Since the system was deployed, Bull has observed significant results in terms of bandwidth optimization and application performance.

OBSERVED BENEFITS



A visibility and decision-support tool

*"Before, I had no idea what was going on our network. With Ipanema we now have a complete visibility of our application traffic and the cause of breakdowns we faced sometimes. We are now in a position to run our network optimally and to anticipate any future changes", explained **Guy Gautron, CIO and Real Estate Director at Bull.** "For example, we had recurrent end-user complaints from one of our French sites. Thanks to Ipanema, we were able to identify this problem immediately and correct it".*

The IT team has standardized monthly reports. This information is accessible via a shared server and around fifteen access points have been opened for users.

*"With Ipanema, we are constantly discovering new traffic that's running across our network. We use the solution every day" added **Hervé Hollier.** At the moment 90% of application using Bull's network have already been identified.*

Optimizing bandwidth usage and reducing response times

With the Ipanema solution, Bull has been able to identify traffic that was interfering with its network, which resulted in a drop in productivity from their end-users. As **Hervé Hollier** emphasized: *"For some applications the display time has dropped from 30 seconds to one second. The response times have a clear impact on the productivity. Since we've implemented Ipanema, response times have been improved significantly – which is something that our users obviously really appreciate."*

Ipanema develops solutions enabling any large enterprise to have the **full control of their global network.**

Our unique patented technology guarantees business application performance for each user, no matter where or when. It simplifies network operations. It reduces costs. In a nutshell, we guarantee critical application performance and **make a 1,000 site network feel like one.**

Avec Ipanema, les entreprises peuvent :

- 📌 **Guarantee User Experience:** Ensure that all users of business applications receive the performance they need.
- 📌 **Accelerate Business Applications:** Maximize application performance and gain effective bandwidth usage improvements.
- 📌 **Simplify Network Operations:** Reduce the amount of time they spend managing the network to as little as a few hours per month.
- 📌 **Slash Network Costs:** Reduce their network costs while continuing to guarantee end-user satisfaction.
- 📌 **Have Global WAN Governance:** Manage all aspects of their application traffic over the network from a business perspective.