

RSM McGladrey
Accounting | Tax | Business Consulting

RSM McGladrey:

RSM McGladrey, a leading professional services firm, was awarded a multi-million dollar project to update the Eastern Iowa Community College District (EICCD) infrastructure. EICCD includes three community colleges with over 7,000 students enrolled each semester.

Challenge:

WAN disruptions, network congestion and insufficient bandwidth plagued EICCD's network. They needed reliable WAN connectivity and increased bandwidth between colleges to facilitate centrally driven technologies like desktop virtualization, VoIP and E911.

Solution:

Deploy Talari Mercury T3000's at each campus and Mercury T700's at remote locations. Talari's Adaptive Private Networking technology enabled business-class WAN reliability, traffic shaping and aggregation of existing fiber connections with low cost internet bandwidth.

Results:

APN eliminated wireless backhaul and generated a \$400K savings to EICCD, allowing RSM McGladrey to deploy critical classroom technologies sooner. Bandwidth substantially increased and EICCD noticed significant improvement to network performance. Traffic shaping facilitated prioritization of classroom bandwidth requirements and management of student VLANs. RSM McGladrey gained customer respect by bringing forward thinking technology to the table.

RSM McGladrey Deploys Talari to Provide WAN Reliability and Predictability at Eastern Iowa Community College District

Eastern Iowa Community College District (EICCD) includes three community colleges stretched along the Mississippi River - Clinton Community College, Scott Community College and Muscatine Community College. More than 7,000 students are enrolled in the colleges each semester. In addition to its main campuses, EICCD delivers classes through five technology centers and an online Associate in Arts Degree Program.

The EICCD infrastructure rides on the Iowa Communications Network (ICN) and DSL lines. Fiber links range from 1 Mbps to 12 Mbps at each location. Frequent WAN disruptions and network congestion plagued the aging infrastructure for over 10 years. Suspected malware on student PCs and file sharing consumed all available bandwidth.

EICCD wanted to centralize computing resources, deploy Virtual Desktop Infrastructure, Voice over IP, and E911 to deliver dynamic classroom education on and off campus. They required a more reliable WAN with increased bandwidth between colleges to achieve this.

Talari Solution

RSM McGladrey responded to the RFP and won a multi-million dollar project to update EICCD's network infrastructure and deploy critical classroom technologies. The original RFP response incorporated supplementing the fiber network with a wireless backhaul to six campuses, using the higher bandwidth wireless as the primary link.

As the project moved forward, continuous weekly disruptions highlighted the urgency to address WAN reliability sooner than originally planned. "A reliable and stable WAN is critical to the design of all the technologies we would be putting in place.

We clearly needed to accelerate this part of the project," says Tim Calahan, Managing Director, RSM McGladrey.

In addition to wireless backhaul, RSM McGladrey researched traffic shaping and WAN optimization solutions and discovered a new technology, Adaptive Private Networking. Adaptive Private Networking (APN) provides not only predictable WAN performance, but also traffic shaping and WAN aggregation. APN also allowed the use of inexpensive Internet connections for added bandwidth and increased reliability.

To determine if Talari's APN could efficiently aggregate bandwidth on existing fiber and internet links, RSM McGladrey deployed a pilot on the EICCD network. A Talari Mercury T3000 was installed at EICCD's main campus data center and a Mercury T700 at a remote campus disaster recover (DR) center.

"A reliable and stable WAN is critical to the design of all the technologies we would be putting in place."

Instantly, RSM McGladrey had detailed data about loss, latency and jitter due to precise network measurement that APN appliances perform. "By putting the Talari unit in the network we were able to uncover a lot of the deficiencies in the inherited infrastructure that no one could really put their finger on," said Calahan. RSM McGladrey realized they could easily fix the underlying network issues and create more efficiency in network traffic patterns.

Results

Talari's APN proved successful for providing WAN reliability in addition to packet analysis, traffic shaping and WAN aggregation. Overall bandwidth at each site doubled or tripled. "The customer immediately saw an improvement in their legacy network performance," says Calahan.

The success of the pilot resulted in RSM McGladrey dropping the backhaul wireless plan and moving forward with a full deployment of Talari's Adaptive Private Network. "Implementing the Talari solution resulted in an immediate \$400K savings to the client," said Calahan.

"Implementing the Talari solution resulted in an immediate \$400K savings to EICCD."

"Eliminating the wireless backhaul part of the project allowed RSM McGladrey to bring initiatives like VoIP, E911 and Virtual Desktop Infrastructure in sooner than originally planned."

In addition, the larger deployment required EICCD to be able to differentiate constituents within the college network. "We needed a methodology to provide shaping of traffic and Talari's APN delivers that perfectly," says Calahan. "Now EICCD can shape how the student VLAN will act and ensure mission critical, classroom-related activities will always have bandwidth available. "

"EICCD was a relatively new client to us," says Calahan. "Bringing Talari's new technology to the table helped show RSM McGladrey is focused on client service, and that we work to creatively solve client issues. Talari's technology helped RSM McGladrey look really good to a new client."

Future Growth

For the future, RSM McGladrey anticipates multiple opportunities to leverage their Talari partnership. "Our financial clients have a lot of remote locations," says Calahan. "We will definitely consider Talari in future centralization projects where constant WAN connectivity is vital. Partnering with Talari provides a more complete solution to our clients."

About Talari Networks™

Adaptive Private Networking does for the Enterprise WAN what RAID did for storage. Talari's *Mercury* line of Adaptive Private Networking appliances delivers a network with 30 to 100 times the bits per dollar, ongoing WAN costs reduced by 40% to 90%, and greater reliability than existing corporate WANs, transforming virtualized-WANs to bring Moore's Law and Internet economics to Enterprise WAN buyers, outsourcers and MSPs.

Talari Networks, Inc., reserves the right to make changes to its products or to discontinue any product or service without notice.

Talari Networks is a trademark of Talari Networks, Inc. All other trademarks mentioned in this document or website are the property of their respective owners.

Talari Networks, Inc. 20195 Stevens Creek Blvd.,
Suite 220 Cupertino, CA 95014 USA
+1 408 689 0400 +1 408 864 2124 fax
info@talari.com www.talari.com

© Talari Networks Inc. 2010



SWIFT AND SURE