Brazeway Saves Big By Avoiding WAN Optimization Hardware Upgrade

Hardware appliances may sound inexpensive at first, but over time require all sorts of hidden costs – forced hardware upgrades due to hardware obsolesces, high sparing costs, increased complexity and more. Just ask Brazeway, Inc.

As an aluminum designer and manufacturer, Brazeway had relied on Riverbed hardware primarily for accelerating file services (CIFS traffic) between its branch offices and datacenter. But the Riverbed hardware was approaching end-of-life and the IT team would be facing a costly hardware upgrade. Despite some changes to their applications, replication systems were now deployed at their remote sites and CIFS continued to remain the biggest part of their wide area network (WAN) traffic. WAN optimization was essential to their business performance.

AmeriNet, a technology integrator, introduced Brazeway to Silver Peak. The Silver Peak virtual network services-approach to WAN optimization dramatically reduces WAN traffic without the long-term migration costs incurred with Riverbed. Silver Peak software never goes end-of-life and there is never proprietary hardware to maintain; companies can deploy Silver Peak across the spare compute capacity in existing servers or purchase standard servers.

Brazeway engineers trialed Silver Peak and were amazed by what they found. "Riverbed was all about their CIFS performance. But you know what? We found that Silver Peak was not only just as good on CIFS, but saved us about 30 percent on the Riverbed hardware upgrade," recalls Jeff Ing, senior network administrator at Brazeway. Ing and his team decided to move forward with Silver Peak software.

All Virtual, All Performance

Brazeway initially tested Silver Peak hardware, but the company became so intrigued by the software approach that

Customer: Brazeway
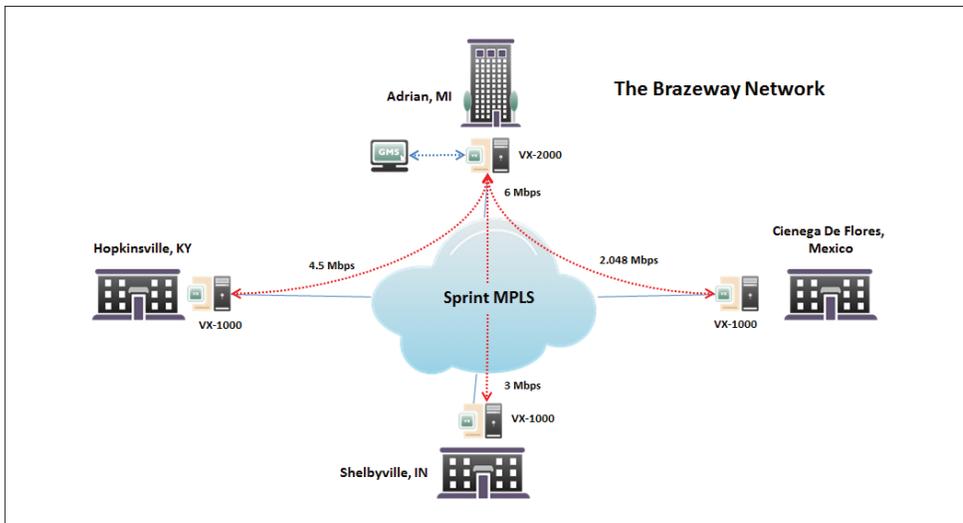
Business Challenges

- Accelerate replication between the data center and remote officee.
- Faced significant upgrade expense due to aging Riverbed hardware.

Network Background

- Data center and headquarters in Adrian, MI
- Branch offices in Hopkinsville, KY, Shelbyville, IN, and Cienega De Flores, Mexico
- Replace Riverbed appliances deployed in the branch offices and the data center
- A significant amount of CIFS and HTTP traffic

Silver Peak Results

- Reduced costs by replacing Riverbed hardware with Silver Peak software
- Reduced CIFS traffic by 30x
- Reduced HTTP traffic by 62x
- Identified and eliminated two unauthorized applications from the WAN

The Brazeway Network

they deployed Silver Peak's VX software on its servers in the Hopkinsville, KY branch and its data center in HQ Adrian, MI. (The software is available for free trial from Silver Peak's software marketplace.)

With the Silver Peak software deployed, the Brazeway team improved performance dramatically across more than just CIFS-based applications. Every enterprise application is accelerated by Silver Peak software. Brazeway was able to reduce CIFS traffic by more than 30x and HTTP traffic by 62x without installing proprietary hardware or special plug-ins.

"We were able to utilize our existing investment in virtualization to both keep our costs down and supply us with hardware redundancy," says Mike Sinks, Brazeway's network administrator.

And while performance improved, so did their control over the WAN. "One final benefit that gets over looked is that Silver Peak gave us a priceless set of tools to monitor what traffic is traversing the WAN," said Ing. "I think within 10 minutes of bringing up our demo tunnel, Mike [Sinks] had identified two very 'chatty' applications that were going over our WAN that shouldn't have been there."

Ing said, "If you can get the same or better performance by throwing one of your servers and Silver Peak software at the problem, accelerate even more applications, and never worry about paying for hardware upgrades again, why wouldn't you deploy Silver Peak software?"

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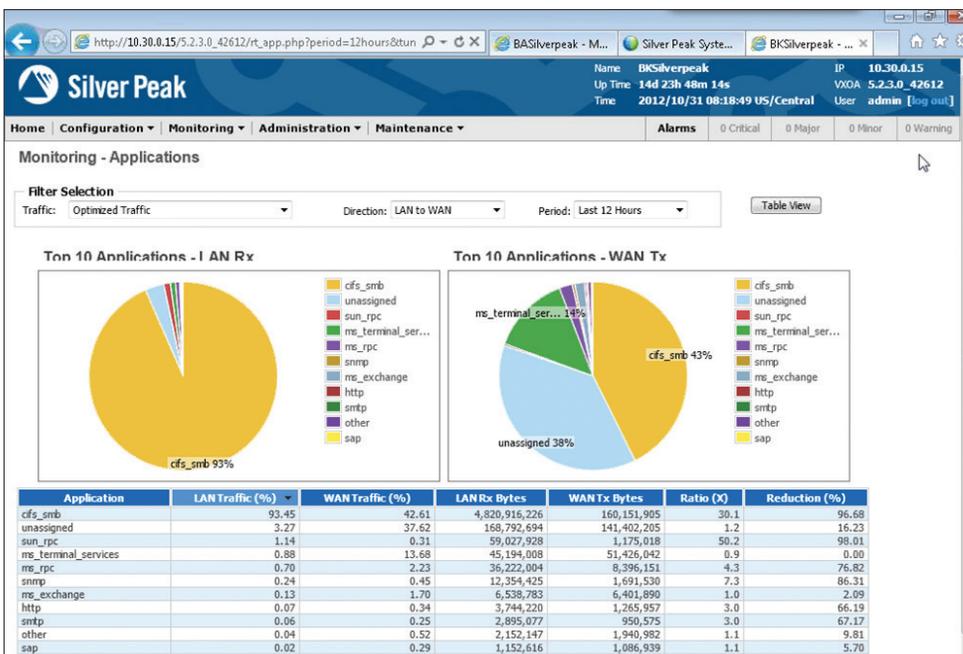*— Mike Sinks, Brazeway's network administrator*

Figure I: Silver Peak reduced CIFS traffic by over 90 percent while costing a fraction of Riverbed's hardware.

Application	LAN Traffic (%)	WAN Traffic (%)	LAN Rx Bytes	WAN Tx Bytes	Ratio (X)	Reduction (%)
cifs_smb	93.45	42.61	4,820,916,226	160,151,905	30.1	96.68
unassigned	3.27	37.62	168,792,694	141,402,205	1.2	16.23
sun_rpc	1.14	0.31	59,027,928	1,175,018	50.2	98.01
ms_terminal_services	0.88	13.68	45,194,008	51,426,042	0.9	0.00
ms_rpc	0.70	2.23	36,222,004	8,396,151	4.3	76.82
snmp	0.24	0.45	12,354,425	1,691,530	7.3	86.31
ms_exchange	0.13	1.70	6,538,783	6,401,890	1.0	2.09
http	0.07	0.34	3,744,220	1,265,957	3.0	66.19
smtp	0.06	0.25	2,895,077	950,575	3.0	67.17
other	0.04	0.52	2,152,147	1,940,982	1.1	9.81
sap	0.02	0.29	1,152,616	1,086,939	1.1	5.70