

# XRoads Networks

XROADS NETWORKS / COYOTE POINT CASE STUDY

## Data Impact – Document Management

This customer is a large document management and storage company with many Fortune 500 clients including several national insurance institutions. They provide high-speed, high transaction volume connectivity for online document searches.

“We feel that this solution has given us 100% of what we required at a highly competitive price. No other solution incorporated both of the capabilities we needed, server balancing and WAN balancing, as easily as the EdgeXL and Equalizer products. A great solution with expert support.”

### Project Overview

#### The Needs

A leading data services company with Fortune 500 clients needed secure, responsive and resilient web-based application connectivity.

#### The Solution

Deployment of the XRoads Edge appliance.

#### The Results

Outstanding reliability of over 99.999%, exceeding previous availability of only 98.4% equal to 140 hours of downtime. New cost-effective bandwidth management saves over \$2500/mo. in connectivity fees without complex protocols like BGP.

*XRoads Networks and Coyote Point boost responsiveness, customer satisfaction and reliability for a 24/7 operation*

#### About This Customer

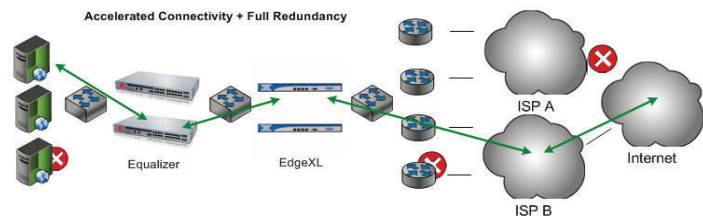
Data Impact is a leading provider of digitizing and data archiving services to corporations and government organizations nationwide. Much of the client information is stored on the company's servers and is Web-accessible to clients.

#### The Challenge

Critical data is accessed 24 hours a day via powerful web servers. Multiple servers are used to spread the session load, while multiple WAN connections are used to provide different service levels and ensure reliability even in the event of a full network failure. The company needed the capability for automated, seamless, and instantaneous switchover and re-routing in the event of communications failure at one or more points within the network.

#### The Solution

After considering a range of competing products, the company selected the Edge appliance along with the Equalizer because they “delivered a complete package”.



*“This solution provides the reliability that lets us give our customers the assurance that we’ll always be online when they need access to their information. In the event of communications faults, we now have intra- and inter- facility failover switching that keeps us up and running.”*

**Bill Plant-Mason – President, Data Impact**