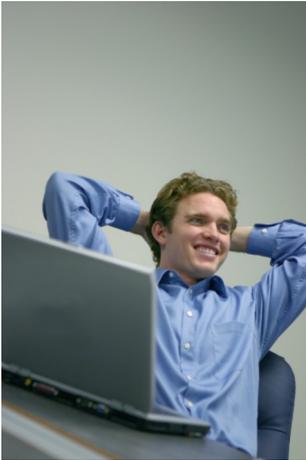


Customer Background

Telstra is Australia's leading telecommunications and information services company, with one of the best brands in the country. Telstra provides more than 10.3 million Australian fixed lines and more than 6.5 million mobile services.



Customer Challenges

Telstra desired to minimize core network utilization while meeting disaster recovery imperatives and to deliver mission-critical bulk file transfers and time sensitive data replication over their Core IP network. High throughput over long distances and stringent redundancy requirements were mandatory.

Oracle DB Rsync, NetApp SnapMirror, and Symantec Volume Replicator are a few of the BC / DR applications that Telstra uses.

Customer Solution

HyperIP Data Replication Optimization was installed between the Melbourne and Sydney data centers connected by the Core IP backbone. HyperIP outperformed similar devices with the fastest throughput and highest bandwidth utilization over extended distances. Automatic Hot Standby provides fully redundant failover support.

End-to-end throughput was increased from 20 Mbps to 96 Mbps for IP based apps via Fast Ethernet interfaces. This means that the data availability requirements of the currently deployed BC / DR applications can be met with 100 Mbps Ethernet connections. This equates to less expensive connectivity options and less of an impact on the Core IP network capacity.

HyperIP also mitigates packet loss, latency, and out-of-order packets for all of the applications, and shields Telstra applications from network anomalies.

Memorable Quote

"This solution accelerates our customers' ability to move data even when they have limited bandwidth. With Telstra offering the NetEx HyperIP solution, businesses will be able to improve performance and efficiency, no matter which continent they are sending data to and from. This meets what many customers say they need - a high performance end-to-end solution which is easily installable and maintainable that compliments our Global IP/MPLS Solution."

Drew Kelton, Telstra Global Solutions Managing Director.

Customer Results/Benefits

- Higher throughput for IP-based applications.
- Increased bandwidth for interactive data traffic.
- Reduced consumption of network resources.
- Mission-critical business continuity and disaster recovery objectives were met.

