

Hospitality Group Optimizes Network Traffic and Saves

Sun International ups WAN business usage and cuts bandwidth costs with network optimization solution.

Customer Name: Sun International

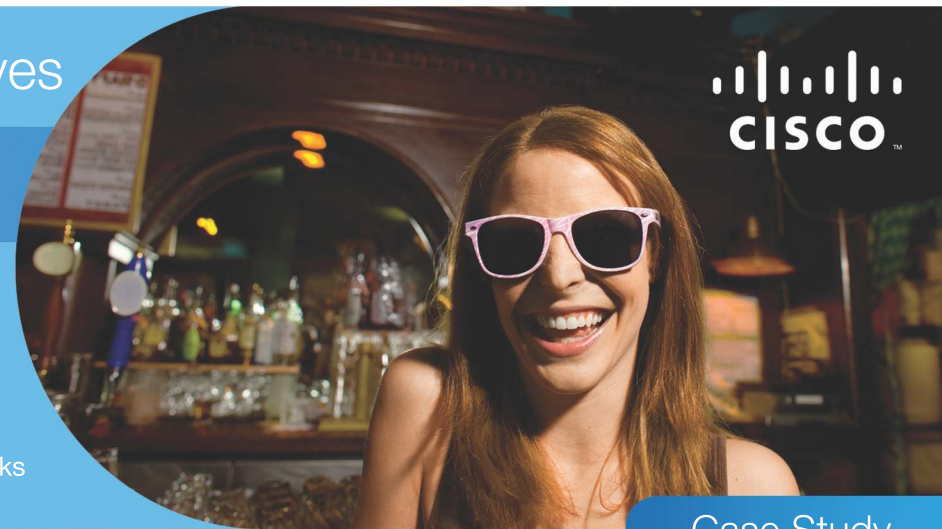
Industry: Hospitality

Location: International

Company Size: 10,000 +

Business Impact

- Bandwidth usage reduced on average by 42 percent
- Business utilization of overall infrastructure optimized
- WAN documentation alleviates potential failures and security risks



Case Study

Business Challenge

Sun International Management Limited invests in and manages businesses in the hotel, resort and casino industry. The group is specifically focused on the development, operation and management of hotels, resorts and casinos across Africa and South America.

The hospitality group wanted to install a centralized customer relationship management (CRM) application across all their operations, and quickly realized that they did not have sufficient bandwidth to run the application. To effectively run the application, they would have to upgrade their infrastructure, which would double their bandwidth costs.

Sun International tested a number of products available on the market and decided to standardize on a network optimization solution, Cisco® Wide Area Application Services (WAAS), across the group, based on the performance and costing of the solution. Once Cisco WAAS was implemented, the CRM application achieved optimization results of 72 percent, enabling the group to run the CRM application on their existing infrastructure, without having to upgrade or add additional bandwidth.

Solution and Results

Following the implementation of Cisco WAAS, Sun International reported a 42 percent reduction in bandwidth usage. Another significant benefit is that the solution has improved the utilization of the existing infrastructure by maximizing the performance of all their business-critical applications.

With an optimized WAN, the IT department is also able to improve service delivery to users. As business requirements change, IT is more agile and can respond more quickly to new service requests.

Moreover, because Cisco WAAS needs a stable WAN to work optimally, Sun International documented their WAN in preparation for the Cisco WAAS deployment. As a secondary benefit of analyzing traffic flows and routing information, the company has gained sufficient knowledge of their network to mitigate security risks and potential network failures.



Sun International

A Million Thrills. One Destination.

“We are now able to maximize the usage of our WAN infrastructure, while becoming more agile and improving service delivery within the business.”

Johan Kok
GM, IT Technical Consulting, Sun International

For More Information

- For more information about Cisco WAAS, visit <http://www.cisco.com/go/waas>
- For more information about Sun International, visit <http://www.suninternational.com>