

Think ADTRAN. Think Success.

WESCO

The Challenge

A chain of convenience stores, along with associated retail operations, needed to upgrade their network to accommodate higher bandwidth. Security was a major issue. Wireless networking was needed as well as future support for Voice over IP (VoIP).

The Solution

WESCO selected ADTRAN's NetVanta 1335 Multiservice Access Router, NetVanta 150 Wireless Access Point, and n-Command®. This allowed WESCO to upgrade from 56k to MPLS.

The Benefit

WESCO was able to complete their network upgrade with added security and the ability to transition to VoIP in the future, for added cost savings.

They were also able to add hand-held wireless devices for increased productivity.

NetVanta 1335 Brings Added Security and Wireless Connectivity to Convenience Stores

For WESCO, a chain of convenience stores in western Michigan, customer service is paramount. This company, which started in 1952, has expanded its operation from a single storefront to some 53 convenience stores, six sandwich shops, a bakery, distribution center, and an energy department for home heating fuel. When WESCO began planning its move from a 56k Frame Relay network to MPLS, it became clear that new networking infrastructure was needed.

WESCO had a number of objectives to accomplish with their network upgrade including:

1. Increased Bandwidth
2. Integrated, Secure Wireless
3. Added Security
4. Future Support for VoIP

Added bandwidth was a primary need for WESCO as their network handles credit card data, email, and the transfer of digital video to the main office on a daily basis.

Security Is Key

"The Digital Video Recorder system drove the move to increased bandwidth," said Rachelle Osborn, technical director, WESCO. "We also wanted additional security and that simply was not an option with 56k. We attended an ADTRAN® seminar to get some information and ideas. We were very impressed with the NetVanta® 1335 and the capabilities it offered."

WESCO decided to make the move to an MPLS network for several reasons. Among them were the need for higher bandwidth, improved communication between stores, wireless connectivity and a transition to VoIP in the future.

As a retail establishment, WESCO must be PCI compliant, requiring increased security. "Network segmentation is a must for us," said Jeremy Dykman, network and security administrator, WESCO. "The NetVanta 1335 integrated switch-router capabilities and the ability to segment the network was a major plus for us."

WESCO is using the NetVanta 150 Wireless Access Point (WAP) in conjunction with the NetVanta 1335 to implement a hand-held unit for merchandise reordering. Security was a concern when the company began evaluating the hand-held system. The ADTRAN equipment allowed them to use VLANs to segment this network traffic for added security.

"ADTRAN helped us feel secure enough to implement this system," said Osborn. "The NetVanta products give us the option to configure the device all the way down to the individual port as well as

VLAN capability. We can further insure the security of the data using MAC addresses."

Prior to this project, WESCO's network had been primarily Cisco® equipment. Transitioning to ADTRAN was simple and painless. "We had concerns about not using Cisco," said Osborn. "The more we talked and researched ADTRAN, the better we felt. Anything ADTRAN said they could do – they did. ADTRAN has stayed on task and done everything possible to meet our needs. ADTRAN is interested in what I'm doing," she added.

"ADTRAN was not only interested in getting this equipment running, but they were also committed to solving our business needs."

*Rachelle Osborn,
Technical Director,
WESCO*



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Solutions
for a
Connected
World.



About WESCO

WESCO began operation in March 1952 as Westgate Refinery Outlet. In 1978, the company opened its first convenience store. In the mid-80s, WESCO acquired Rengo Oil company, adding 15 stores and doubling the size of its operations. The purchase of Weaver Oil in the mid 1990s added another 19 stores and more than 200 employees. The latest major expansion was the opening of the Dancin' Donuts production facility in February 2000. Today, WESCO is comprised of 53 convenience stores, six sandwich shops, a bakery, distribution center, and an energy department for home heating fuel, all serving western Michigan.

NetVanta 150

NetVanta® 150 lightweight Wireless Access Points can be used to Wi-Fi® enable your NetVanta network. Providing concurrent 802.11b/g and 802.11a radio support at speeds up to 54Mbps, these business-class access points are perfect for the corporate environment needing a secure, integrated WLAN solution.

NetVanta 1335

The NetVanta 1335 Multiservice Access Router is a performance-enhanced platform that addresses the need of multiple networking devices in a single compact platform. This product integrates a modular IP access router with a wireless access point, 24-port Layer 3 Power over Ethernet (PoE) switch, firewall, VPN appliance, and DSU/CSU, all in a single platform. In addition, the NetVanta 1335 delivers the throughput required for IP telephony, corporate connectivity and Internet access, even with advance services enabled like QoS, NAT, and firewall.

Configuration a Breeze

Having a user-friendly Command Line Interface (CLI) and Graphical User Interface (GUI) was a major advantage for WESCO.

"I had a great comfort level configuring the ADTRAN® products," said Dykman. "Compared to our previous products, they are a lot easier to configure, program, and make changes to, especially once they are operational. The GUI allows our helpdesk to make some changes that we could not do on a pure CLI box."

Dykman noted that another benefit of the ADTRAN solution is n-Command. "We use n-Command® to back up router configurations on a daily basis. In a matter of minutes we can push changes to all of the routers on our network and we have the ability to verify those changes."

"Our ADTRAN equipment has had excellent performance and we have had outstanding support from our ADTRAN sales engineer," said Osborn. "ADTRAN was not only interested in getting this equipment running, but they were also committed to solving our business needs."

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