



ePipe™ Deployment Scenarios

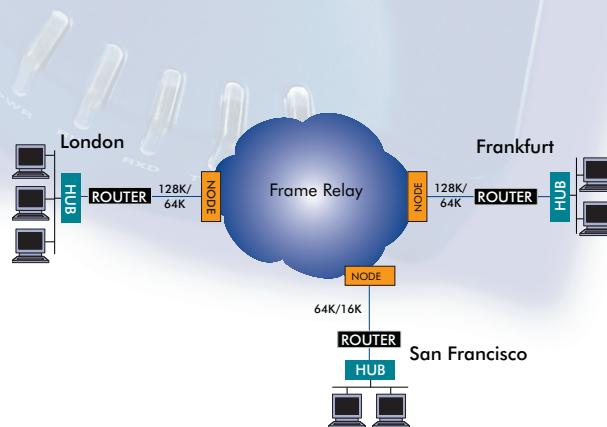
Introduction

The following scenarios show how Smith Baldwin, a fictional legal firm, used ePipe to:-

- Implement secure Internet access for everyone in the organization
- Add secure, cost-effective global remote access for mobile workers
- Increase bandwidth between three existing offices with provisions for future growth
- Include two new offices into the WAN
- Create temporary 'offices' for teams on site at customer premises with network access
- Reduce overall WAN infrastructure costs by over US\$200,000 p.a.

1 Existing LAN and WAN

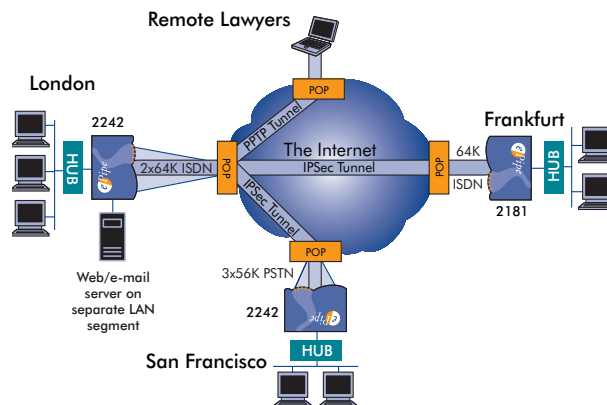
Smith Baldwin have a head office in London, with branches in Frankfurt and San Francisco. A Frame Relay-based WAN provides access between the offices. Smith Baldwin want to upgrade the WAN because:-



- The current WAN does not offer any cohesive, secure Internet access for staff in each office
- The firm is dependent upon carriers for bandwidth upgrades
- The firm must outsource all changes to WAN configuration to a network engineer
- The current WAN costs the firm in excess of US\$350,000 p.a. including hardware, telecommunications and maintenance

2 New ePipe-based WAN

Smith Baldwin replaces the Frame Relay connections and equipment with three ePipe units.

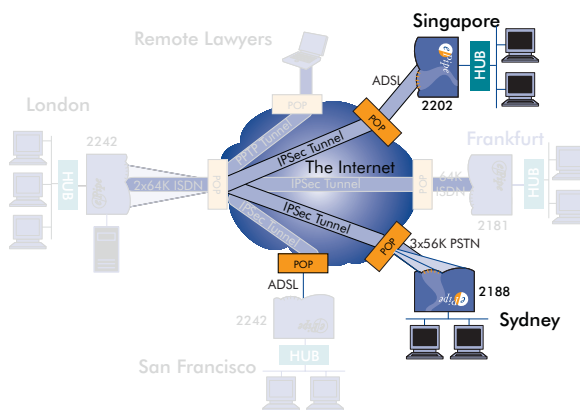


- A 2181 is placed in the Frankfurt office with an ISDN connection
- The second Ethernet port on the 2242 allows the San Francisco office to easily switch from multiple 56K PSTN connections to a single DSL connection
- The London office can internally host a Web and email server on an isolated LAN segment on the 2242's second Ethernet port and still grow to 512K
- The new WAN also gives mobile workers global remote access

3 Adding New Branch Offices

Smith Baldwin has added offices in Sydney and Singapore.

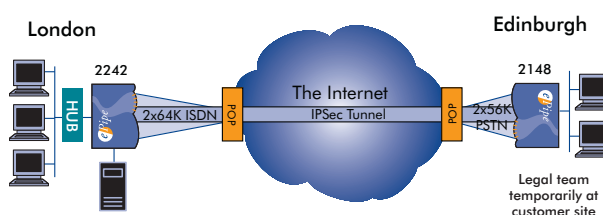
- 2202 is selected for Singapore, which has immediate DSL access
- 2188 is chosen for Sydney because DSL will not be available for the foreseeable future and the built-in hub provides an instant LAN
- The San Francisco office replaces PSTN with a DSL connection



4 Incorporating Temporary Teams at Customer Premises

Smith Baldwin commonly has teams of lawyers on-site in customers' premises for several weeks or months at a time.

- A 2148 gives each remote team a LAN without the need for a separate hub
- Two bonded 56 K PSTN connections provide scalable, secure access to the firm's WAN
- ePipe's reliance on common, familiar equipment allows team leaders to easily and rapidly set up (and tear down) access without the need for a network engineer on-site



Summary

Smith Baldwin replaced an expensive, inflexible Frame Relay network with a VPN based on ePipe and achieved the following outcomes:-

- Annual costs less than US\$140,000, saving the firm over US\$200,000 p.a.
- Two new branch offices simple and inexpensively added to the corporate WAN
- Improved bandwidth between sites, with flexibility for further growth
- Secure Internet access made available to everyone in the firm
- Temporary teams to create instant LAN + WAN access from customer site
- Added affordable global remote access to scores of mobile workers

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