



Private Broadband WAN solution

Case Study : Travis Perkins plc



Presented by: Powercorporate

Date: June 2007





Travis Perkins plc: Background

- Travis Perkins is a major player in the timber and building supplies market with over 1,000 sites nationwide
- Turnover £2.85bn
- Trading brands include:



- Business expansion includes organic growth, but is primarily due to a policy of targeted acquisitions.



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Technical Infrastructure

- **Not a traditional EPOS environment - no server processing at over 800 Branches – all at Central UNIX machine**
 - All prices calculated in real time via multiple methods – e.g. size of order, customer profile, product promotion
 - Online access to a central warehouse and stock management system
 - Up to 80 people at larger branches, trading a product set of over 200,000 items
 - Products can be provisioned via branches, or direct from manufacturer to customer site
 - Maintaining connectivity is key to the business
- **Previous WAN = BT's fully managed MPLS with 128kbps 'tails'.**
- **Driver for change = cost + deployment time to match acquisition requirements.**





Travis
Perkins

The Vision - more bandwidth for less £££

The WAN "MUST" deliver:

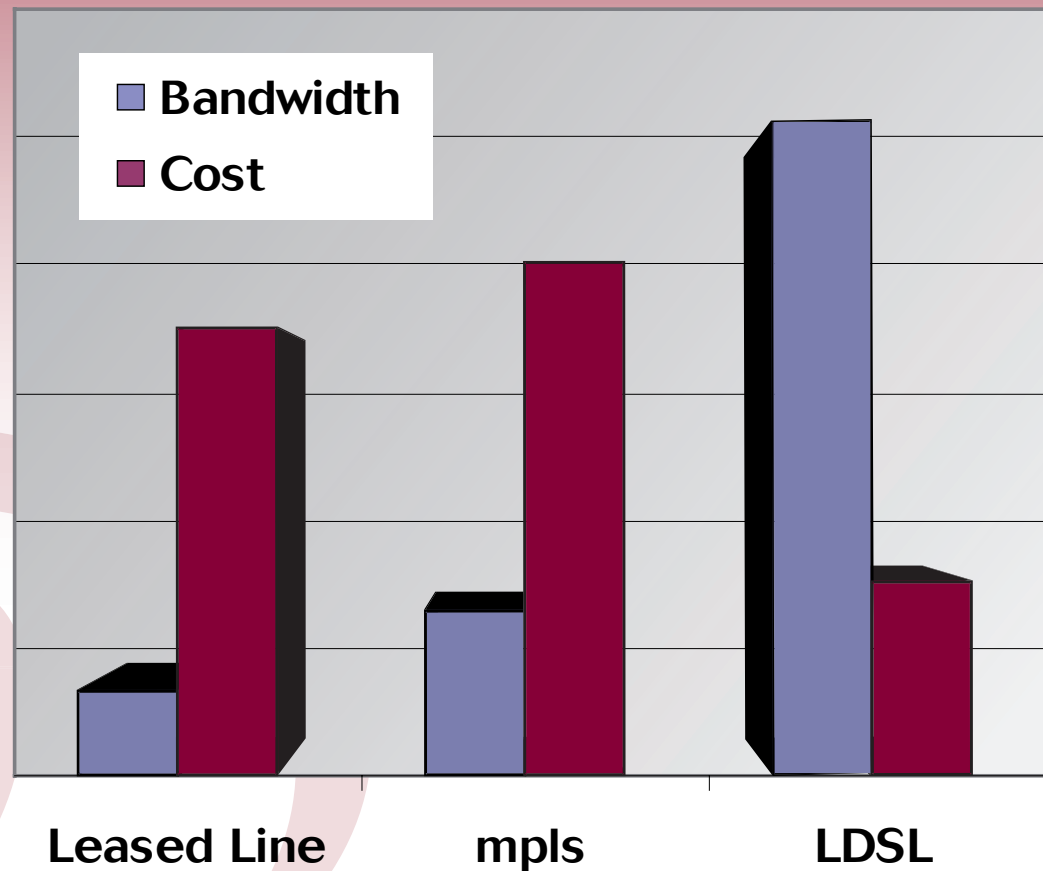
- Value for money
- Very high availability
- Stable and robust infrastructure
- Support for sustained growth of the business
- Potential for improved communications
- Flexibility to enable new systems and solutions
- Clear upgrade path with "proven" technology.
- A secure and Private infrastructure



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Evaluating Cost Performance

Changing the value paradigm of WANs



Making The Vision a Reality

Our contribution: high level mindshare

- **Consultative approach to solution design**
 - Able to deploy multiple Carrier capabilities to provide additional resilience
 - Appreciation of performance requirements vs. cost/benefit
- **Agreed high performance project control for roll-out:**
 - Management of third parties
 - End-user liaison
 - Integrated test/sign-off process
 - Wickes rollout – 200 connections including IPX encapsulation on time and to budget.
- **Pro-active Service Management**
- **Our Management Suite – a highly focused software ‘tool’ providing:**
 - Performance Analysis and Reporting in near real time
 - Security controls
 - Physical asset and contact records
 - Automated actions based upon business rules
e.g. business hours

Leased DSL has delivered more bandwidth for less £££



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Leased DSL for Business At Work

- **Cost Reduction - > 50%**
- **Improved availability and performance**
 - Availability - 99.99%
 - Latency – 25-35 milliseconds
 - Resiliency – no single point of failure
 - Disaster Recovery – accomplished within 1 hour
- **Faster implementation of new branch 'tails' – 14 days**
- **Use of Voice Over IP**
- **CCTV roll-out – further cost reduction**
- **Better control over third party suppliers**
- **Full visibility of operational details – in real time!**



Other Services provided

- LAN extension provision and management
 - Bandwidth analysis linked to Branch level
- Internet bandwidth
- Internet Security – I-Guard
- DNS Management
- Supplier access
- Successful VoIP trial concluded





A Closing Word From Travis Perkins

“Travis Perkins is delighted with Power Corporate and their Leased DSL Service, which has proven to be the most robust and cost effective network we have experienced.”

*Frank Smith,
Group Information Technology Director,
Travis Perkins*



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Powergroup Structure

Powergroup is comprised of three divisions: Powernet, Powercorporate and Powertelecom. Each division deploy technology and creativity to offer proven solutions that solve real-life problems, enjoy an enviable track record, and are used by companies in a variety of industry sectors. From domain registration and hosting, corporate content management solutions through to design, implementation and management of high availability network services we can support your business technology and communications strategy at every step in its evolution.



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