



Packeteer tackles bandwidth problems and delivers data centralisation and incredibly fast WAN data transfers for Adelphi Group

iShared deployment provides more efficient remote working for increased user productivity

Packeteer® (NASDAQ: PKTR), the pioneer and global leader in WAN application optimisation, has announced that Adelphi Group, a leading pharmaceutical marketing agency, has significantly increased its bandwidth efficiencies since deploying Packeteer's iShared Wide Area File Services appliances. The Packeteer installation was carried out by Solution Centre Ltd., one of the United Kingdom's leading providers of data centric IT consultancy and solutions.

With more than five hundred staff based in offices throughout Europe and the USA, the Adelphi Group has had to learn to work across borders, time zones and language barriers without compromising on efficiencies or high standards. However, managing an extended IT resources and data transfers across remote offices was proving an almost impossible challenge, with staff often waiting 25 to 30 minutes to open a simple office document. Machines were locking, files were crashing, and morale was at an all time low. The commonly held conception that bandwidth should be increased proved to be both a costly and ineffective solution.

Realising that it is latency, not bandwidth, that counts, the Group looked for an alternative solution. Unlike its competitors, Cisco and Riverbed, Packeteer's iShared appliances can be installed on any existing server, and are compatible with existing platforms, making them a clear winner in Adelphi's eyes. Effectively a branch office in a box software solution, iShared addresses performance, manageability and data integrity issues caused by server consolidation or collaboration between remote sites.

During the successful trial period afforded to Adelphi by Solution Centre, the group claimed to have "achieved near LAN-speed file performance over the WAN," and since its iShared deployment, Adelphi has successfully centralised data for ease of access at branch and remote sites, entirely overcoming poor performance issues previously caused by

latency and distance. Adelphi has already rolled out the solution across its offices in the UK, Holland, Belgium and New York, with the rest of the USA set to follow suit soon.

“Packeteer’s iShared solution does exactly what it says on the tin,” said Mo Haq, Adelphi’s group IT consultant. “Our employees are now able to open, save and manage files remotely much faster than ever before, all on our existing 2MB link. Having typically had to wait 14 minutes and 20 seconds to open a standard PowerPoint presentation previously, we can now do this in just nine seconds – iShared really has transformed our business, and our day-to-day working lives.”

“We plan to start spear-heading office-to-office VoIP solutions soon,” added Steve Waterhouse, group IT manager, “and with iShared’s network traffic management capabilities in place, I don’t foresee there being any problems whatsoever.”

“We have faith in Packeteer’s solutions and that is why we were so confident that the trial period taken up by Adelphi would end in a successful outcome,” explained Richard Pain of Solution Centre. “I am delighted with the results we have achieved with Adelphi Group and look forward to extending the solution across all areas of the business.”

About Packeteer

Packeteer, Inc. (NASDAQ: PKTR), is the global market leader in WAN Optimization and Application Traffic Management for wide area networks. Deployed at more than 7,000 companies in 50 countries, Packeteer solutions empower IT organizations with patented network visibility, control, and acceleration capabilities delivered through a family of intelligent, scalable appliances. For more information, contact Packeteer at +1 (408) 873-4400 or visit the company’s website at www.packeteer.com.

About Solution Centre

Solution Centre helps their clients align their IT infrastructure with their business needs. With over 600 customers in 20 countries, Solution Centre is vendor independent, whilst authorised by all key manufactures and produces innovative, functional solutions to unique problems. For more information, contact Solution Centre at +44 1256 818600 or visit the company’s website at www.solutioncentre.co.uk

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