

CUSTOMER SUCCESS STORY

NewCom International Solves Business Goals with FX Series WAN Optimization & Application Acceleration

Customer Profile

Global telecommunications firm recently named the 2nd fastest growing teleport operator in the world.

Industry

Satellite communications

Geography

Global coverage

Business Goals

- Improve Internet and intranet response times
- Reduce bandwidth consumption

Benefits

- 20%+ improved response times
- 25%+ reduced bandwidth utilization
- 10%+ reduction in JPEG images
- Significant reduction in TCP and SSL connections

Quote

"We are always looking for ways to minimize congestion and optimize performance for our customers, and Stampede's solution helps us to ensure that our customers are getting what they are paying for and more."

"What makes Stampede's solution so powerful is that it doesn't just benefit one region or satellite, it affects everything that is connected to our hub".

Dora Mejia, Director of Sales and Business Development for NewCom

NewCom International is a leading supplier of satellite communications services for business and institutional customers.

NewCom offers a broad range of satellite solutions and integrated telecommunication services to meet the unique needs of their global clientele. NewCom provides services that are ideal for governments, financial institutions, oil and gas companies and other businesses that require flexible, scalable, Internet communication solutions.

NewCom, which offers a comprehensive suite of satellite, IP, fiber and co-location services, is committed to providing the best customer service in the industry. The company is known for its delivery of fast, efficient solutions customized for its diverse customer base.

The Challenge

For users that are unable to get terrestrial-based Internet connectivity, or are looking for alternative network connectivity for disaster recovery, satellite technology is often the best, or even the only option. However, it has its challenges. Satellite communications has inherent latency that can bottleneck connectivity and slow user response times.

Network latency, TCP and HTTP inefficiencies, and the resending of uncompressed data objects were prohibiting NewCom from being able to completely fill their network links. These inefficiencies compelled NewCom to improve their satellite broadband service to provide the best possible response times to their customers who expect comparable network performance to wired broadband – and at a similar price.

The Solution

NewCom looked for a solution that would optimize their network and accelerate web applications. They chose Stampede's FX Series solution that solves problems related to bandwidth constraints, TCP overhead and inefficiencies, high-latency networks, and inefficiencies in web-based applications. The first phase of deployment is single-sided (out-bound) acceleration, which has substantially improved user response times by reducing network congestion. The next phase of deployment will be two-sided (out-bound and in-bound) acceleration.

The Benefits

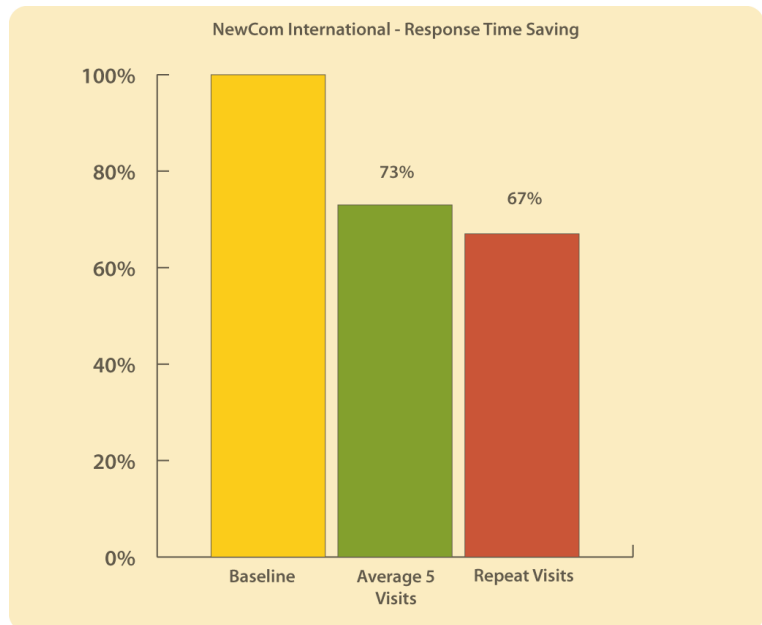
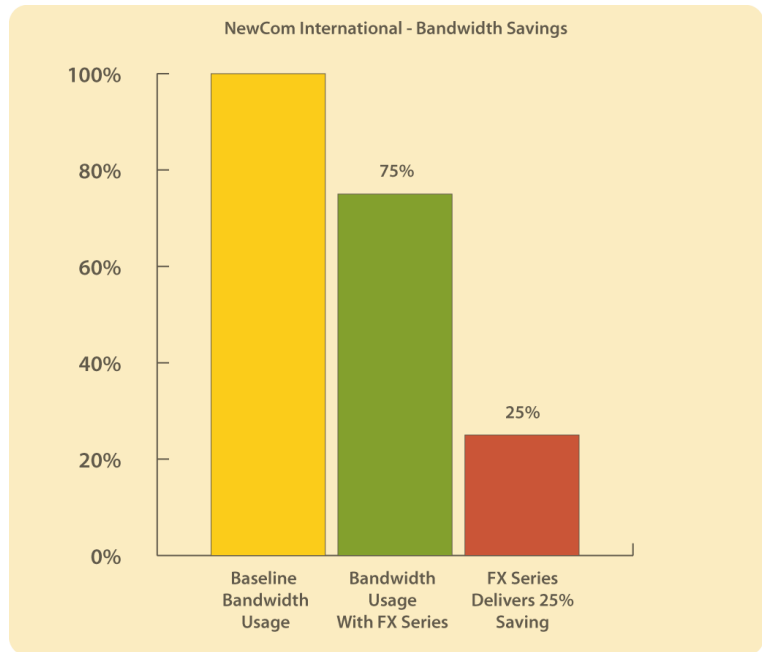
NewCom, which is committed to providing its customers with peak performance at all times, was able to leverage Stampede's FX Series WAN Optimization and Application Acceleration solution for their satellite Internet services to improve users responses times by as much as 20%+ and reduce overall bandwidth utilization by 25%.

About Stampede

Stampede Technologies, part of Comtech EF Data Corporation, is a pioneering innovator of Internet performance solutions for WAN optimization and application acceleration. Stampede provides flexible solutions that solve a variety of difficult challenges that inhibit Internet Service Providers from taking advantage of the full potential of their networks, and prevent their customers from receiving the best possible network performance over terrestrial and satellite broadband networks. Our family of WAN optimization and application acceleration products solve problems related to bandwidth constrained, high-latency networks, and TCP, web application, and content delivery inefficiencies. Stampede's FX Series devices deployed at the data center, head-end or NOC, provide single-sided acceleration options. Stampede's FX Series with our unique Acceleration On-demand technology automatically injects bi-directional acceleration into remote user laptops and mobile devices - without installing software on end-user devices. Stampede also has a family of client software options. Alternatively, our FX 1000 Series Remote Branch appliance enables two-sided optimization and acceleration for all your users. When your enterprise applications are operating at top speed, maximum performance and total business value, it's a Stampede!

The Results

NewCom was able to optimize bandwidth performance for its customers in Latin America, the Middle East and Africa.



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