



## ALLSTREAM'S IP SOLUTIONS GIVE INTERNATIONAL MANUFACTURER REAL-TIME ACCESS TO ERP REPORTS

### SUMMARY

#### COMPANY

Publicly-traded international manufacturing company.

#### CHALLENGE

Inability to prioritize network traffic challenged company in realizing a return on its Enterprise Resource Planning (ERP) investment.

#### SOLUTION

Switching to Allstream's Business IP Service gave this company real-time access to its ERP reports, while selecting Allstream as an alternative provider solidified its Disaster Recovery Plan (DRP).

#### OUTCOMES

- Prioritized ERP traffic to gain real-time data access
- Reduced Canadian network costs by \$14,000/year
- 70% decrease in network complexity
- Strengthened its DRP

### BUSINESS CHALLENGE

This international manufacturer deployed a global Enterprise Resource Planning (ERP) system to gain real-time information about its critical business issues – such as inventory, production, shipping, customer service, and

human resources. However, an inability to prioritize network traffic was making it hard to get timely reports or make informed decisions regarding its revenues, productivity and profitability.

### SOLUTION

After some research, the company realized it had two options to prioritize its ERP network traffic to receive timely reports. It could either upgrade its existing frame relay network at an approximate cost of \$42,000 or it could migrate to a Multi-Protocol Label Switching (MPLS) network.

Before deciding, the company issued a Request for Proposal to both Allstream and its incumbent network provider. Although its existing vendor offered to manage a global migration to MPLS, the company realized it could enjoy improved responsiveness and lower costs by working with

several regional network providers rather than one global provider.

The solution offered by Allstream helped clinch the deal. By migrating its entire Canadian network to Allstream's Business IP Service, the company could prioritize its network traffic to receive real-time ERP reports. At the same time, the company leveraged its relationship with Allstream to solidify its disaster recovery plan, adding Allstream as its alternative access provider for its global disaster recovery site.

By switching the company's network topology to MPLS, Allstream helped optimize the performance of its business-critical ERP application.

### BUSINESS OUTCOMES

Since migrating to Allstream's MPLS network, this company:

- Reduced Canadian network costs by \$14,000/year
- Saved \$28,000 by migrating to MPLS rather than upgrading its previous network
- Reduced its Permanent Virtual Circuit (PVC) connections to one per site – reducing network complexity by 70%
- Increased its bandwidth by ten times its previous capacity

- Optimized the performance of its ERP applications
- Freed up network resources and improved network management and reporting
- Strengthened its DRP by adding Allstream as an alternative access provider

In addition to the ten Canadian sites already migrated to Allstream's MPLS network, the company plans to add six more sites before the end of 2006.

### ABOUT ALLSTREAM

Allstream is a leading communication solutions provider with a world-class portfolio of Connectivity, Managed Services and Professional Services. Focused on the business market, Allstream collaborates with customers to create tailored solutions that meet their unique needs and help them compete more effectively. Allstream is a division of Manitoba Telecom Services Inc. (MTS), with a team of dedicated employees focused on delivering outstanding value to its customers. MTS has an extensive broadband fibre-optic network spanning more than 24,300 kilometres and provides international connections through strategic partnerships and interconnection agreements with other international service providers. MTS's shares are listed on the Toronto Stock Exchange (trading symbol: MBT). For more information, please visit [www.mts.ca](http://www.mts.ca) and [www.allstream.com](http://www.allstream.com).

To learn more about Allstream please visit [WWW.ALLSTREAM.COM](http://WWW.ALLSTREAM.COM)