Case study

T H White Group
Agricultural and Engineering Equipment Suppliers
The **Customer**

Trading since before Queen Victoria’s accession to the throne, agricultural engineering specialists T H White employ more than 500 staff in 13 branches across seven UK counties. The company has business interests in grain handling and storage, ground care machinery, dairy, trailers, cranes, construction equipment, vehicles, sustainable energy, security and fire protection systems.

Quick Facts

Privately owned multi-site agricultural supplier with branches across England.

**IT environment**
- 450 users across 12 sites
- 20 virtual servers running on 12 physical servers
- Microsoft Office 365 hosted off-site
- Linux-based Dealer Management System managing remote client access
- Most other applications Microsoft based

**Challenges**
- Lacking failover and with limited bandwidth, several sites were experiencing poor internet performance and reliability
- Line faults, contention and throttling issues were all causes for concern
- Inadequate bandwidth and resilience were also causing issues with T H White’s Dealer Management Software, requiring manual switching between lines for performance reasons
T H White contacted Evolving Networks early in 2015, seeking increased resilience and bandwidth, along with traffic prioritisation, to support business-critical services, including:

- File replication
- Remote Desktop Services
- Transmission of parts diagrams
- Web browsing
- VPN access
Evolving Networks provided ten T H White locations with fully managed Bonded ADSL and/or FTTC connections, according to local needs and connectivity availability.
Taking a consultative approach, Evolving Networks was careful to obtain as much information about T H White’s circumstances and requirements as possible, including numbers of users, specific types of traffic, circuit types available at each location and expected long term changes.

The nature of the proposed solution, and the benefits it would offer, such as connection continuity even in the event of a line failing completely, were carefully explained so T H White could make an informed decision to go ahead.
The **Results**

Boosting bandwidth and resilience, and prioritising business-critical traffic, the solution supports site-to-site VPN and the company’s Dealer Management System, and is enhancing general internet access for hundreds of T H White employees.

Seamless failover built into the Evolving Networks solution has meant that manual line switching is now a thing of the past, and all sites are enjoying the benefits of substantial performance increases.
Why **Evolving Networks**?

T H White wanted a true bonded solution with seamless failover for business-critical traffic, and had set a challenging budget within which this functionality should be delivered.

Several competitors offered load balancing solutions, but only Evolving Networks could deliver a true bonding solution within the required budget limitations, and with minimal disruption to T H White’s day-to-day operations.

- Enhanced resilience
- Increased bandwidth
- Traffic prioritisation for business-critical traffic
- End user application responsiveness and performance improved
- Improved ability to run multiple concurrent services
Contact Us

0330 55 55 333
sales@evolving.net.uk
evolving.net.uk