



Cumberland Farms, Inc.

Cumberland Farms, headquartered in Canton, Massachusetts, is committed to providing its customers with value, convenience and unparalleled service. Its network of retail stores, gas stations, and a support system including petroleum, dairy and grocery distribution operations spans 11 states across the Northeast and Florida, making it the largest convenience store/petroleum marketer in the Northeast.

CLIENT
PROFILE



BENEFITS

- Reduced operational costs and increased productivity
- Increased manageability and vastly improved network security
- Improved support for disaster recovery planning
- Enhanced infrastructure performance

"We were extremely satisfied with the work performed by TowardEX. The engineer assigned to our project was very competent. He was also easy to work with and accessible when needed."

Robert B. Faber
Director of Technical Support

BUSINESS CHALLENGE

Evolving Business Demands Increased Network Performance

Cumberland Farms, a highly successful operator of over 600 convenience store chains, has evolved and faced new challenges in maintaining the existing computer network, the backbone of its IT computing infrastructure.

Faced with ever increasing user requirements and a complex migration to a new IT platform based on Microsoft® Windows and SANs network storage systems, it became evident that the company's existing network infrastructure will not be able to sustain its future and ongoing business requirements.

TOWARDEX SOLUTION

Migration Strategies and User Requirements Implemented Seamlessly

Through TowardEX's Simplified NETworking™ portfolio of services, Cumberland Farms now enjoys a more robust and reliable network infrastructure. The engagement has enabled Cumberland Farms to improve end-user satisfaction, reduce total cost of ownership, and better prepare for evolving business strategies such as disaster recovery and increased e-commerce activities.

A key component of the engagement was to simplify Cumberland Farms' network infrastructure backbone, utilizing Cisco®'s Catalyst 6500E series at the center of the infrastructure. As a result of an extensive and comprehensive redesign of the physical and logical topologies throughout the campus, the network infrastructure has become much more easily manageable and resilient.

Another component was to provide tactical support of ongoing and future business strategies. Therefore, the solution provided Cumberland Farms with an easier and more manageable environment to implement disaster recovery plans and server migration to Microsoft® platform.

Simplified NETworking™ also enables Cumberland Farms to enhance its internet connectivity performance and reliability. Faced with increasing user demand for better internet performance, Cumberland Farms turned to TowardEX's Multihoming Jumpstart™ program for a solution. With Multihoming Jumpstart™, Cumberland Farms enjoys enhanced internet connectivity which not only improves performance, but further adds carrier-class redundancy for mission-critical applications.



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"TowardEX has developed a turnkey methodology for implementing BGP. They've packaged it as a product and I recommend it strongly. BGP is a specialty in itself. TowardEX understood the implementation process and using their product saved us a lot of time and effort."

Robert B. Faber
Director of Technical Support

SOLUTION OVERVIEW

Business Challenge	Solution
Low Performance, Decreased Productivity	New network infrastructure implements a high-performance backbone for non-congested end-to-end delivery of user data throughout the campus.
Security	Network is isolated into different security zones, where separate access control policies are implemented for each specific area of the network. A single breach in security does not impact the entire campus network, and is more easily detected and traced.
Manageability	Centralized infrastructure design provides a single-point of management. Use of dynamic routing and switching protocols greatly reduced the need to manage end-user access devices throughout the campus.
Disaster Recovery	In conjunction with the BGP Multihoming Jumpstart™ service, revised IP addressing and simplified firewall implementation allowed Cumberland Farms to more easily address requirements for business continuity during a disaster scenario.
Network-Intensive Applications	Deployment of end-to-end Gigabit connectivity to every server allows users to conduct more demanding tasks quickly.

Network Segment	Implemented Technologies
Core	<p>Cisco Catalyst 6509E series with SUP720-3B supervisor.</p> <p>Protocols Implemented:</p> <ul style="list-style-type: none"> ■ BGP ■ 802.1Q VLAN's ■ Spanning Tree Protocol ■ Advanced Firewall (FW-SM module) ■ VTP ■ IPv6
Edge	<p>Reuse existing Cisco Catalyst 3500 and 3550 series (renewed investment protection) and reduce management overhead.</p> <p>Protocols Implemented:</p> <ul style="list-style-type: none"> ■ 802.1Q VLAN's ■ Spanning Tree Protocol ■ 802.1W Rapid Spanning Tree Protocol ■ VTP