



Dairy Farmers of America Replaces Lucent's VitalNet with Orion Network Performance Monitor

"ORION NETWORK PERFORMANCE MONITOR HAS SAVED US MORE THAN \$50,000 PER YEAR IN MAINTENANCE COSTS, PAYING FOR ITSELF TIMES OVER WITHIN THE FIRST YEAR."

— **ROBERT JAMES,**
NETWORK ENGINEERING DIRECTOR
DAIRY FARMERS OF AMERICA

BUSINESS PROBLEM

Dairy Farmers of America (DFA) is all about milk and the 21,946 dairy farm families who produce it. The organization is proud to be a cooperative, owned and operated by the dairy farmers they serve. It is also one of the country's most diversified manufacturers of dairy products, food components and ingredients and a leader in formulating and packaging shelf-stable dairy products in can and glass.

DFA needed a single network management solution to replace outdated, overpriced network management systems that were already in place. The requirements specified a solution that would not only provide the features that existing network management systems were providing, but that would also manage new, emerging technologies. An additional goal was to find a solution that would offer significant cost savings and increased return on investment.

ORION MONITORS:

- Availability
- Network Latency
- Bandwidth Utilization
- Interface Errors & Discards
- CPU & Memory Utilization
- Volume Usage
- Node, Interface & Volume Status
- Buffer Usage & Errors

ORION MODULES:

- NetFlow Traffic Analyzer
- Wireless Network Monitor
- Application Monitor
- Hot Standby Engine

ORION MODELS:

- SL100: monitors up to 100 elements
- SL250: monitors up to 250 elements
- SL500: monitors up to 500 elements
- SL2000: monitors up to 2000 elements
- SLX: monitors unlimited elements*

*Call 866.530.8100 for more information.

- Replace existing, outdated, overpriced systems
- Provide additional features for managing new, emerging technologies
- Ensure continuity of current capabilities
- Include intuitive user interface with easy setup and installation

NETWORK MANAGEMENT CHALLENGE

The DFA network spans several states and supports several mission-critical services, as well as legacy and emerging network technologies.

The DFA needed a network management solution that would offer capabilities for fault and performance management and that was easy to install and configure with a user-friendly, intuitive interface.

How important is DFA's network? DFA's operations never stop. The network is active 24-hours a day, 365 days per year and needs to provide:

- Advanced alert engine for automatic notification of network issues
- Proactive network monitoring for fault detection and isolation
- Customizable Web views with "drill-down" capabilities
- Real-time and historical performance management statistics

SOLUTION

DFA chose Orion Network Performance Monitor as its network management platform.

Orion is a powerful fault and performance management solution that offers many capabilities that DFA's legacy network management system did not. Furthermore, it was an easy migration for DFA engineers to Orion from Lucent's VitalNet.



"SOLARWINDS' APPLICATIONS ARE EXTREMELY POWERFUL AND INTUITIVE."

— ROBERT JAMES,
NETWORK ENGINEERING DIRECTOR
DAIRY FARMERS OF AMERICA

Orion is easy to setup and maintain and can typically be installed in less than an hour. It uses an open Microsoft SQL Server database and can easily be integrated with other network management systems and trouble ticketing applications.

- Open and accessible SQL Server database
- Customizable Web engine
- Powerful tools for network maps, discovery, account management and more

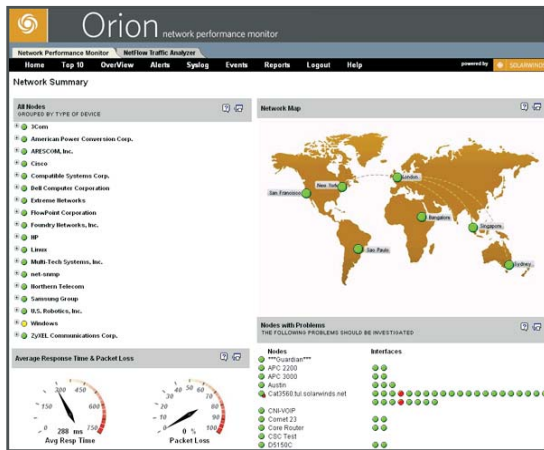
BUSINESS RESULTS

Orion increases DFA's visibility into the network while saving thousands of dollars in annual maintenance costs. DFA now enjoys a more thorough view of network health and an overall improvement in issue resolution times.

Orion allows for:

- Proactive network monitoring and alerting
- Performance statistics for trending and capacity planning
- Service Level Agreement Management
- Fault management maps, diagrams and views

DFA isn't the only company within the food and beverage industry that has discovered the many benefits of using Orion. Kraft Foods, Pepsi, McKee Foods and several others have integrated it into their networks.



For additional information, please contact SolarWinds at 866.530.8100 or visit us online at <http://www.solarwinds.net>.

To locate an International reseller near you, visit <http://www.solarwinds.net/distributor/locator.htm>

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