



**FOUNDRY**  
NETWORKS

## CASE STUDY: CAPITAL & REGIONAL

### Foundry Networks Stakes Claim on Property Asset Management Company

## Capital & Regional

#### SUMMARY

London-based Capital & Regional knows a thing or two about the saying “location, location, location.” As a co-investing property asset manager with £6.5 billion worth of property under its management, Capital & Regional is focused on using its own funds to enter into joint venture partnerships with City institutions to create property funds and then actively manage and develop the property in which it holds a significant stake.

The company’s operation covers five key divisions: The Mall in-town shopping centers comprising 23 sites; The Junction retail parks that includes 15 sites; 18 Xscape urban entertainment complexes, including 3 SNO!zone indoor ski slopes; 36 Fix UK trade parks, which provide goods and services primarily to the building trade; and a portfolio of 44 German big box properties.

Capital & Regional has been hugely successful, with the number of people visiting its owned and operated sites on the rise. Some 53.6 million people shopped at The Junction last year, and with 10 percent of the U.K. in-town shopping market, The Mall attracts nearly 5 million shopper visits per week to 2,100 retail units. And in 2006, Xscape locations hosted 30 million visitors.

#### OBJECTIVE

With the great success of all of its divisions come challenges for Capital & Regional. The company was locating the majority of its core business systems centrally at a co-location center in East London that’s operated by Interxion. Its various U.K. businesses would then link to the co-location center to access these systems.

Network uptime and business-critical application switching and traffic management were key to enabling Capital & Regional to consolidate its main business systems and bring its network together.

#### SOLUTION

Capital & Regional selected Foundry Networks’ ServerIron® technology to provide the all-important application switching and traffic management capabilities for its core data applications, voice over IP (VoIP), and e-commerce traffic.

Foundry’s ServerIron 850 Series switch technology, which provides scalability to 10 Gigabit Ethernet, serves as the basis for Capital & Regional’s network architecture. The switch combines a rich set of features including load balancing, content switching, Web acceleration and optimization, VoIP/SIP traffic management and global load balancing to deliver maximum performance, availability, security, and scalability for applications.

“We have some 80 sites at the moment, and Foundry is at the heart of our WAN,” says Richard Snooks, Chief Information Officer at Capital & Regional. “All our various LANs terminate across the WAN on the ServerIron based at Interxion so that staff can access corporate files, centrally-based business applications, VoIP and call center solutions, and e-commerce systems. Our IT team can manage all backups and provide business continuity along with disaster recovery,” Snooks says. “Foundry is the glue that brings the network together and makes everything work.”

[WWW.CAPREG.COM](http://WWW.CAPREG.COM)

#### INDUSTRY

Property Investment

#### COMPANY DESCRIPTION

Capital & Regional is a co-investing property asset management company with £6.5 billion worth of property under its management. The company’s operation covers five key divisions: The Mall in-town shopping centers; The Junction out of town retail parks; Xscape urban entertainment complexes, including 3 SNO!zone indoor ski slopes; Fix UK trade parks, which provide goods and services primarily to the building trade; and a portfolio of 44 German big box properties.

#### OBJECTIVE

- Centralize the majority of core business systems at a co-location center in East London operated by Interxion
- Ensure network uptime and reliability through application switching and load balancing

#### SOLUTION

- Foundry Networks ServerIron 850 switch technology provides application switching and traffic management capabilities
- All company LANs at 80 sites terminate across the WAN on the ServerIron based at Interxion

#### RESULTS

- Capital & Regional’s IT architecture easily expands to support new applications and new businesses, nurturing the company’s dynamic growth and entrepreneurial spirit
- Using ServerIron technology, Capital & Regional can manage multiple applications across more than 80 different sites within five business divisions
- Capital & Regional’s distributed staff has dependable access to VoIP, e-commerce, accounting, and other business-critical applications

## RESULTS

Using Foundry's ServerIron technology, Capital & Regional can easily manage multiple applications across its dozens of sites. The ServerIron traffic management switches have proven absolutely crucial to the success of the company's SNO!zone operation.

"All the SNO!zone business goes through the Foundry switch as the core systems reside in Interxion," says Stephane Vernoux, Capital & Regional's product development manager. This means that staffs at the various sites use Web-based tills, which interact with two fully integrated core e-commerce systems, X-Book, a booking and ticketing system, and X-Sales, an electronic point-of-sale system used in the bars, restaurants, and ski rental shops.

These Linux-based applications link to clustered Oracle 10g high performance databases and Dell EMC storage area networks based at Interxion, with the ServerIron switch load balancing these applications to ensure availability and complete reliability.

Capital & Regional also installed an Avaya VoIP solution at each of the three SNO!zone centers, which combine to create one virtual contact center. ServerIron balances the voice traffic across the contact center and call management system.

Capital & Regional derives a significant proportion of its revenue from rent paid by the companies located at its retail and leisure sites. Estate Computer Systems, an off-the-shelf property management and accounting system, manages the rental process. The application sits at Capital & Regional's London headquarters and is accessed by the different businesses via Interxion using Citrix. The ServerIron switch technology again provides the load balancing.

"When we started rolling out SNO!zones, we knew we would have multiple sites, and I did not want to make huge investments at each and then repeat it as new centers open," Snooks says. "The technology model is to be very light out at the edge locations, with money concentrated at data centers. This means we can quickly and easily add sites without huge cost and manage them efficiently."

The centralized deployment, best-of-breed suppliers, and uniform deployments across the business has allowed Capital & Regional to keep its IT costs aggressively low. "We are a team of only 16 supporting an active user base of 600 staff," Vernoux says. "And we prefer to lease IT as it allows us to flip the technology every three years or when we need it so we have the latest and best technology."

"We have been very impressed with how the relationship with Foundry has developed," Snooks says. "They care and have direct contact with the customer. We can talk to someone who knows about our business; we get the support we need; and we feel secure. I couldn't think of another company that I would trust to be at the heart of my network."

**" FOUNDRY IS THE GLUE  
THAT BRINGS THE  
NETWORK TOGETHER  
AND MAKES EVERYTHING  
WORK. "**

— Richard Snooks,  
Chief Information Officer,  
Capital & Regional

## FOUNDRY NETWORKS

Foundry Networks, Inc. (NASDAQ: FDRY) is a leading provider of high-performance enterprise and service provider switching, routing, security and Web traffic management solutions, including Layer 2/3 LAN switches, Layer 3 Backbone switches, Layer 4-7 application switches, wireless LAN and access points, metro and core routers. Foundry's customers include the world's premier ISPs, metro service providers, and enterprises, including e-commerce sites, universities, entertainment, health and wellness, government, financial and manufacturing companies. For more information about the company and its products, call 1.888.TURBOLAN or visit [www.foundrynet.com](http://www.foundrynet.com).

The foregoing may contain "forward-looking statements" which are based on management's current information and beliefs as well as on a number of assumptions concerning future events made by management. These forward-looking statements include, without limitation, statements by executives or spokespeople regarding Foundry's positioning and potential plans. The forward-looking statements in this press release are only predictions and are subject to a number of risks and uncertainties, which could cause actual results to differ materially. Foundry assumes no obligation to update the forward-looking statements contained in this press release. Furthermore, no statements made by Foundry Networks, Inc. ("Foundry") in this press release, or information contained herein, may be deemed to constitute either an amendment of an existing agreement or an implied new commitment, promise or legal obligation by Foundry to develop or deliver any specific product, feature or functionality.

©2008 Foundry Networks. All rights reserved. Foundry Networks is a registered trademark of Foundry. All other trademarks are the property of their respective owners.



**FOUNDRY**  
NETWORKS