

# THE WESTIN

ARLINGTON GATEWAY  
VIRGINIA

## Case Study

**Industry:** Hospitality

### Challenges:

- Guest bandwidth demands exceed available resources
- Costs prohibitive when procuring additional bandwidth through original provider
- Complex, costly deployments of temporary Internet circuits for meetings and events
- Backup resources difficult to implement for service continuity

### Solution:

- The Elfiq Link LB-1500E provides the ability to manage up to sixteen ISP links concurrently.
- The existing bonded T1 circuit has been complemented by a permanent additional T1 and the property with other temporary links to meet group demands.
- Quality of Service (QoS) has been implemented to ensure availability of bandwidth for applications and guests.
- Elfiq's professional services provided guidance and expertise to deploy the LB-1500E successfully.

### Benefits:

- Increased bandwidth enables reliable and consistent Internet access for guests, without significant cost increases.
- The use of lower-cost bandwidth circuits to improve performance is easy and can meet temporary guest demand increases for groups.
- The flexibility of the Elfiq LB-1500E enables the property to add bandwidth to meet demand without complex or costly interventions.

*« Our Elfiq LB-1500E has enabled us to meet and exceed customer demands while helping us reducing overall telecom costs. This product meets and exceeds our expectations and so did Elfiq's team, my most sincere thanks to them for a successful project. »*

Christian Vigilia  
IT Manager  
Westin Arlington Gateway  
Virginia, USA

### Overview

One of the newest hotels in the Washington D.C. area, the Westin Arlington Gateway offers 336 guest rooms and a state-of-the-art 10,000 square foot meeting facility to meet the demands of large groups such as political delegations during large gatherings and elections.

### Challenges

The Westin's Internet access bandwidth was not sufficient to meet growing guest demand. With more groups using the property for larger meetings and technology used by guests requiring more bandwidth (videoconferencing, SlingBox, YouTube, etc.), the existing circuit was constantly saturated.

Costs were also a problem when adding incremental bandwidth from the existing provider proved to be an expensive proposition. Temporary links to meet large group requirements were complex and costly. Should internet access fail, there was no backup solution in place.

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### Solution

To meet and exceed customer requirements, the Westin Arlington Gateway selected the Elfiq LB-1500E product to proactively manage bandwidth.

This model supports 90Mbps of throughput and can utilize up to 16 ISP links concurrently ensuring that the investment will meet future requirements.

An additional T1 was installed to complement the currently installed circuit, and the property adds temporary bandwidth as customer events require.

Elfiq's Quality of Service (QoS) enables the property to proactively allocate and restrict bandwidth based on usage requirements and application priority.

Elfiq's professional services team provided the guidance and installation support to make this a successful project.

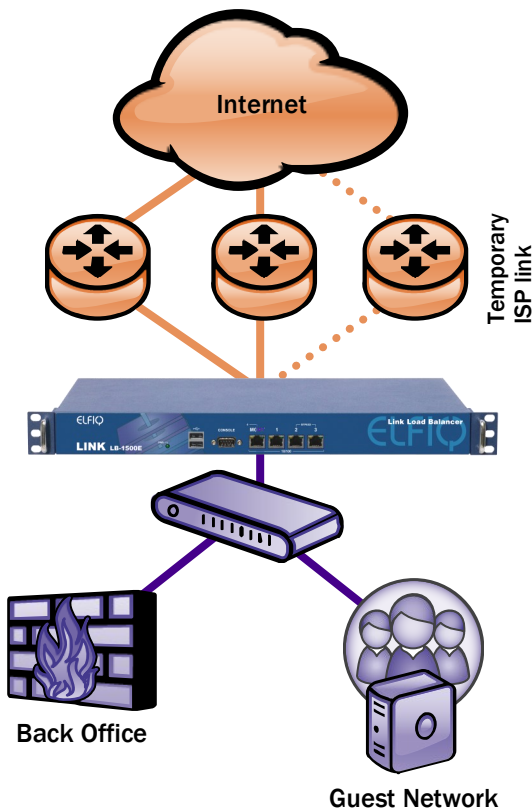
### Benefits

With the addition of the Elfiq LB-1500E unit, bandwidth availability has been significantly improved for guest and meeting areas, removing link saturation with the additional circuit and the use of Elfiq's QoS technology. With the QoS rules in place, the bandwidth is utilized in an optimized fashion, providing the effect of increased capacity.

Lower-cost circuits and symmetrical circuits can now be installed in the infrastructure very quickly and easily while keeping the operation's cost extremely low. Support for up to 16 ISP links and 90Mbps means that guest demand is no longer a limiting factor to deliver bandwidth.

Overall, guest satisfaction scores have been improved with the addition of the Elfiq LB-1500E providing additional bandwidth for both individual guests and large groups.

### Overview of Westin AG's Elfiq implementation



### Elfiq Link LB-1500E



Maximum number of WAN links	16
Maximum throughput (half-duplex)	90Mbps
Maximum number of concurrent sessions	384,000
Seamless integration	Yes, standard
Quality of Service and traffic segmentation	Yes, standard
SitePathMPTX link multiplexing	Yes, standard
Intelligent Service Verifier	Yes, standard
Intelligent DNS	Yes, standard
Denial of Service protection	Yes, standard Session Guard
Maximum number of Virtual Forwarding Interfaces (logical balancers)	1
Format	1U rack mountable



To learn more about how Elfiq Networks can help your organization maximize its IT infrastructure please contact us at: sales@elfiq.com • www.elfiq.com • 888-GO-ELFIQ • (+1) 514-667-0611