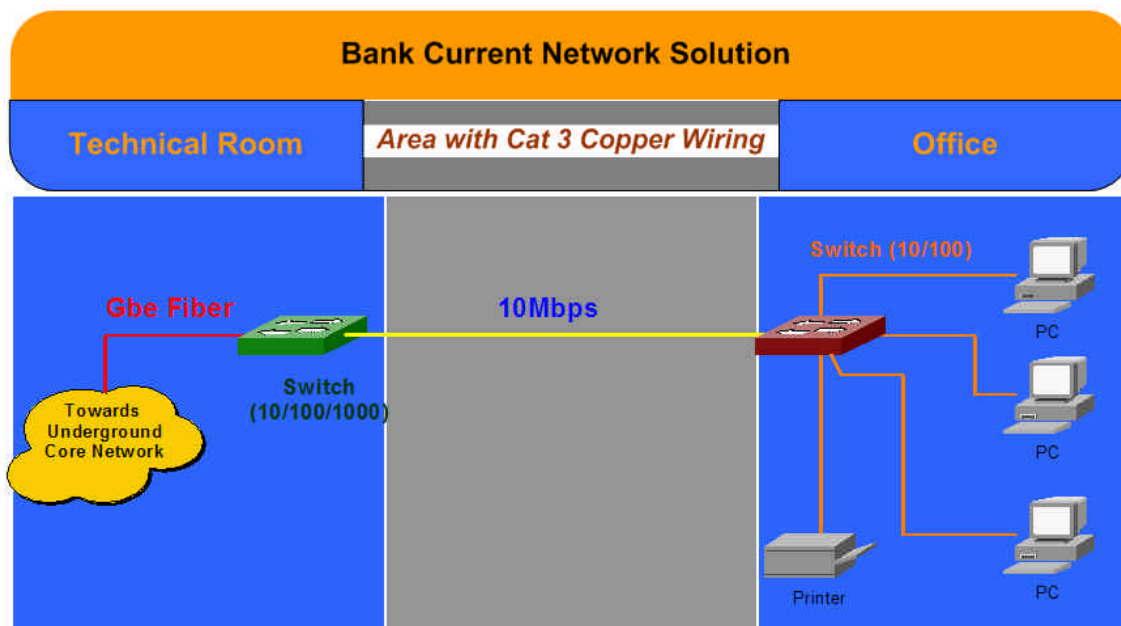


French Customer Case Study



1.1) Customer network cabling and equipment environment

At the end of 2005, after Questo's marketing campaign, Questo was contacted by the "Crédit Coopératif", one of France's leading national banks, seeking a network bandwidth solution for their main office located at the main Business Area in Paris. The cabling infrastructure has not changed since the construction of the Bank headquarters building, which dates from the early 1980's.



The network described above shows a representative part of the infrastructure of the Bank. This plan puts in evidence that the users situated in the office did not have satisfactory bandwidth.

Therefore, it was not possible for the users to exploit, in an optimal way, the resources of the information system of the company, mainly located outside the office. This network architecture finds its weak point essentially in the cabling infrastructure.

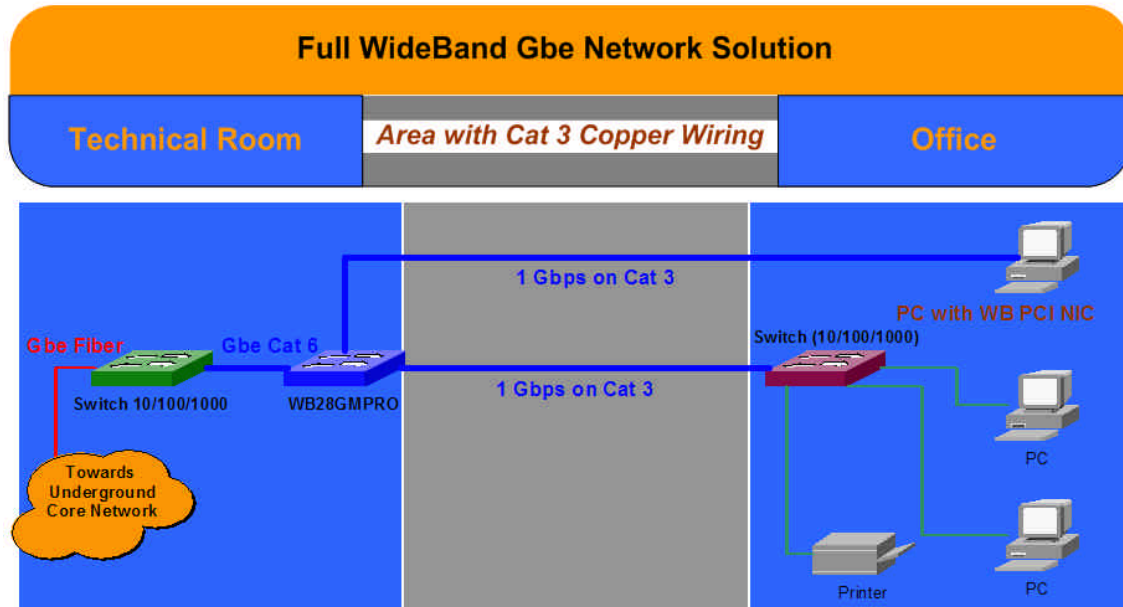
The main segments of the copper cables are Category 2 and Category 3. The Ethernet standard hardly obtains outputs superior to 10Mbps through these cabling links.

Therefore, there were two solutions: the first one involved a complete transformation of the cabling infrastructure to at least Category 6.

The second solution was to applying the WideBand system.

As the French Master Distributor of WideBand's network solution, Questo presented the WideBand option to improve the bandwidth on the whole network of the Bank without the cost and downtime of rewiring the building.

1.2) WideBand GbE Solution Details



This solution was tested in the environment described previously and it provided impressive performance. It was easy to deploy and the Bank was able to get much more bandwidth for end users than expected.

Questo conducted a first test with the Bank network engineer team. WB16GMPRO Gigabit Switches were placed at different strategic points in the network. This test took half a day and left the entire network engineer team surprised and perplexed, wondering and asking how it was possible to obtain these results.

Then with the agreement of the Bank, who maintained at the same time the infrastructure cabling project open, Questo conducted a phase test. They deployed WB28GMPRO WideBand Switches in the second floor of the building where the cable infrastructure was the worst in terms of quality.

The building of the Bank's main office is constituted of the equivalent of 15 floors, which in terms of Ethernet network devices represents about 1,000 nodes.

For this test period, which lasted one month, three WB28GMPRO WideBand Switches were used in full charge. The benefits of this installation were immediately felt by end users without any disturbance. The Bank measured how efficient the WideBand solution was and considered the fact that it was easy to deploy and did not disturb the users the way installing new cabling would.

The results of the test period were so conclusive that the Bank completed the upgrade project by ordering 36 WB28GMPRO WideBand Gigabit Switches and a nMU to have fully centralized and secured management of the equipment.