

## CASE STUDY: GRIFOLS

# GRIFOLS

# Grifols Dynamically Orchestrates Application Performance With SD-WAN

## Technology Needs

- Supporting the transition to SaaS solutions that consume bandwidth
- Improving donor experience by reducing waiting times at collection centers
- Ensuring maximum WAN availability
- Securing sensitive donor data

## Extreme Solution Components

- ExtremeCloud™ SD-WAN

*“Dynamically orchestrating the performance of our business applications over our WAN, which is made possible by Ipanema’s Application Aware SD-WAN Solution, is one of the pillars of our digital transformation. It allows us to improve the experience of donors while controlling our operating costs.”*

**Josep Sans, Grifols, Global Network Manager**

Grifols is a major Spanish healthcare company employing 17,000 in 30 subsidiaries around the world all dedicated to the mission of research, development and manufacturing of transfusion medicine. A leading manufacturer of plasma, Grifols has a presence in more than 100 countries, including a network of nearly 200 plasma donation centers operating in the United States.

Following a major acquisition, Grifols made the decision to transform its business by moving critical applications to the cloud. The company was faced specifically with the challenges of how to manage performance-sensitive cloud applications that needed an availability rate of close to 100 percent, how to protect the confidentiality of donor information, and how to enhance the experience at donation centers.



*“Donors are present in our centers for 90 minutes on average. It’s a question of minimizing this presence time, but also offering them the best possible experience.”*

**Josep Sans, Global Network Manager at Grifols.**

Ensuring application performance and security in a global environment required an SD-WAN solution to deliver the best possible quality of service for applications, dynamic management and reduced operational costs.

Since implementing an SD-WAN solution, Grifols has been able to minimize any performance degradations on critical applications, especially on applications in use at remote sites in the U.S. that connect to their four data center in Spain. The stronger control and management over application performance and costs has enabled Grifols to rapidly deploy on new networks, supporting the growth of the company.

## Results



### Optimized User Experience

- Increased use of video applications for donor services has created a better experience at donation centers
- Application flows are managed dynamically and in real-time on the network, delivering the best quality of service



### Network Reliability

- Increased flexibility for migrating IT systems and applications to the cloud
- Major reduction in network incidents, especially for remote locations



### Controlling Costs

- Granular management meets the business need for quality of service while reducing overall telecom costs
- Bandwidth optimization between core data centers and remote sites lowers costs