



Book Distributor Turns the Page with Trapeze Wireless Network

Even in an age where it seems everything can be found on the Internet, Dutch book distributor Centraal Boekhuis has made a name for itself in the old-fashioned world of print.

Founded in the 19th century as a central warehouse for Dutch book publishers, Centraal Boekhuis ships more than 60 million books a year from its warehouse to 2,000 bookstores across the Netherlands and Dutch-speaking parts of Belgium.

The company also acts as a go-between by managing payments between the publishing houses and bookstores. Based in the small town of Culemborg, Centraal Boekhuis is running a state-of-the-art logistics system and IT infrastructure to help its business.

“We guarantee 98 percent overnight or same-day delivery for each of the 80,000 titles that we stock to every outlet in our market,” says Marco Van Hattem, systems and network specialist. In today’s market, anything the company can do to save time and be more flexible up front affects all the other steps in the ordering process.

OBJECTIVE

Since the mid-1990s, Centraal Boekhuis had been using a legacy wireless network to access logistics and distribution applications throughout its three warehouses, dispatch buildings and its high-rise storage building.

The older wireless system worked in conjunction with an automated order-picking and logistics application from Oracle that helps employees select the correct books for each order. Van Hattem says limitations on the outdated wireless network led him to look for a better solution.

“The data throughput was limited to 2 Mbps and our users—including the operators of 50 automated trucks that reach into our high storage areas—were encountering unacceptable wait times during peak periods.

This first-generation system also didn’t provide the network management functionality that Van Hattem required. Another limitation was that some wireless access points (APs), especially those located in the high-rise sections of the company’s complex, provided poor RF coverage.

SOLUTION

Centraal Boekhuis worked with its systems integrator, Vosko Networking, to select a better wireless LAN that was built to meet tough enterprise-class requirements. Vosko, a Trapeze Networks™ channel partner, helped the company install the Trapeze wireless LAN Mobility System™.

The first phase involved deploying 25 Trapeze Mobility Point™ (MP™) access points and two MX-400 Mobility Exchange™ (MX™) switches in a redundant configuration. An additional 25 MPs were installed a few months later.

According to Ronald Jansen, Vosko’s account manager for the transport and logistic industries, the most important transition for Centraal Boekhuis was the migration from standalone APs that required individual configuration and management to the MPs, which are centrally controlled, configured and managed.

COMPANY DESCRIPTION

Established in the 19th century as a central warehouse for Dutch book publishers, Centraal Boekhuis ships more than 60 million books a year to 2,000 bookstores across The Netherlands and Dutch-speaking Belgium. The company also manages payments between publishing houses and bookstores.

OBJECTIVE

- Replace an outdated wireless network that consisted of standalone access points and provided low data throughput and poor RF coverage
- Deploy a true enterprise-grade wireless LAN that would provide RF coverage throughout warehouses, dispatch buildings and a high-rise storage building
- Select a next-generation wireless LAN that works seamlessly with the company’s automated order-picking and logistics application from Oracle

SOLUTION

- Working with systems integrator Vosko, Centraal Boekhuis deployed the Trapeze wireless LAN Mobility System
- The Trapeze wireless LAN consists of 50 Trapeze Mobility Point (MP) access points and two MX-400 Mobility Exchange (MX) switches in a redundant configuration

RESULTS

- The Trapeze wireless LAN Mobility System delivers the throughput that Centraal Boekhuis needed—11 Mbps with the option to increase throughput any time
- The Trapeze wireless LAN infrastructure solved the problem of spotty RF coverage, especially in the unmanned high-rise storage areas • The Trapeze MP’s power-over-Ethernet capability eliminated the need to run separate AC power to every unit

Centraal Boekhuis' old wireless network had been a management nightmare. "With each failure and with every change in our LAN, we had to unmount every single access point, reset, repair or reconfigure it, and then put it back up—something that had become a very time-consuming task," Jansen says.

RESULTS

The Trapeze wireless LAN deployment has made a big difference in many facets of Centraal Boekhuis' operations, says Van Hattem.

"We now have 11 Mbps with an option to upgrade very easily to higher data throughput levels," he says. "Secondly, the Trapeze infrastructure has solved the problem of poor network signal coverage, especially in our unmanned high-rise storage areas."

Van Hattem also cites the Trapeze MP's power-over-Ethernet capability as the key to eliminating the need to run separate AC power to every unit.

"Almost every customer now places orders through the Internet and they expect overnight delivery. We simply cannot afford any network downtime or performance problems. Trapeze Mobility System definitely offers the high throughput, excellent coverage and ease-of-use that we were looking for."

— Marco van Hattem
Systems and Network Specialist
Centraal Boekhuis

Managing the new wireless LAN is infinitely easier for Van Hattem and his team using Trapeze RingMaster™, a comprehensive wireless LAN lifecycle management tool suite. RingMaster is easy to use and offers centralized planning, configuration, deployment, 24 x 7 monitoring and performance optimization.

"Almost every customer now places orders through the Internet and they expect overnight delivery," Van Hattem notes. "We simply cannot afford any network downtime or performance problems. Trapeze Mobility System definitely offers the high throughput, excellent coverage and ease-of-use that we were looking for."



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