



The  
Specialist

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## Case Study – HCF Eyecare

**Client:** HCF Eyecare  
**Website:** <http://www.hcfeye.com.au>  
**Project:** Site to Site Virtual Private Network

### Problem

HCF Eye care is one of Australia's best known providers of sunglasses, lens, frames, and contact lenses. Their retail stores were linked via a network of expensive legacy ISDN connections, which had limited data capacity to the head office. This network provided the stores with access to key client data, product ordering, pricing and availability. With the company growing rapidly, the ability to contain communications costs, scale their network and prepare it for utilisation by technologies such as voice has become increasingly important.

### Solution

The Specialist, a Cisco VPN and Security Partner was engaged to provide a solution that would meet the requirements for a new Wide Area Network. A number of different connectivity options were explored but the most cost effective and scalable solution proved to be a Virtual Private Network over DSL. The advantage with DSL is that the throughput can easily be upgraded ensuring that the company only pays for what is currently required. To provide the reliability and security required in this type of environment the solution was based on Cisco Systems Industry leading VPN products.

Jeffery Cambridge, CEO of HCF Eye care says

*"The Specialist was a pleasure to work with. From start to finish their professionalism and client service were always evident. Every small detail from impact on our business to the high quality documentation was carefully taken care of. The migrations themselves were a flawless combination of customer service and solid engineering."*

### The Results

Today, the ongoing costs for the HCF EyeCare network have been reduced by 50%. The network also provides HCF Eye Care with the ability to upgrade bandwidth at any time and to have the basic infrastructure in place to run technologies such as voice (VOIP) over the existing data infrastructure.