

# LANCOM Reference Projects

## VPN for chain-store connectivity



### Customer

TEDi GmbH & Co. KG is a € 1 discount retailer operating around 1,200 stores in Germany. Founded in Dortmund, Germany in May 2004, the company offers a wide range of products and has proven that low prices, relatively good quality and a diverse product range are by no means mutually exclusive.

The discount retailer continues to grow and aims to operate 2000 stores in the medium term. TEDi has been using VPN to network its stores since 2006.

### Idea / Requirements

- **Fast transfer of sales figures from the 1200 stores** to the main office
- **Operation and administration of mobile data terminals**, digital personnel time recording, and price adjustments
- **Remote maintenance** of store checkout systems

### Solution

- Stores are equipped with **DSL VPN routers**, while the main office is equipped with **VPN gateways**
- The central-site gateways are **clustered for redundancy**
- The main office communicates with stores **via DSL VPN tunnels**
- An **ISDN gateway is an alternative for stores without DSL**

### Advantages

- **Process optimization: Data from the checkout systems** is transmitted to the main office and the logistics center in **real time**
- **Remote maintenance of checkout systems**
- **Deliveries are triggered automatically**, ensuring that popular goods are always available
- Digital applications in the stores, e.g. personnel time recording, taking inventory, and price adjustments



### Infrastructure

Approx. 1,200x  
LANCOM 1721+  
VPN routers  
and 1821+

3x LANCOM 9100  
VPN central-site  
gateways

Ongoing upgrades

