



jumpnode[®]
AUTHORIZED RESELLER

CASE STUDY NORCRAFT COMPANIES

	Comparison of Jumpnode to other products mentioned in this case study*	
	Jumpnode	IpSwitch WhatsUp Pro
COST		
Low Setup Cost	X	X
No Hardware Cost	X	
No Maintenance Costs	X	
COMPLEXITY		
Simple Implementation (no software needed)	X	
Pre-configure (configure once) any number of monitored sites	X	
No Software Maintenance Effort	X	
Out-of-Band Backup	X	
FUNCTIONALITY		
Hosted dashboard available over web	X	
SNMP protocol support	X	X
Autodiscovery of network devices	X	X
Environmental monitoring	X	
Unlimited historical data with automatic offsite backup	X	

*Jumpnode analysis – not provided directly by customer

Making life easier for IT directors

Norcraft Companies grew from a single millwork manufacturing facility in Cottonwood, Minn., into one of the nation's five largest cabinetry makers. Through a series of strategic acquisitions begun in 2000, Norcraft now has six manufacturing facilities in the U.S. and Canada, and eight service centers and retail stores located in SunBelt states where the housing construction market is red hot.

Darin Wipf, Director of IT, relies on Jumpnode to monitor network devices and applications in all of these facilities. He likes the fact that Jumpnode appliances can simply be drop-shipped and easily plugged in at remote locations, and configured online in less than an hour. He likes the latest Jumpnode enhancements even better. As Wipf explains:

"Jumpnode lets us do so many checks that we are adding new ones all the time. In fact, right now, I have thousands of checks I intend to add. But instead of configuring each Jumpnode appliance individually, I can configure one and copy those settings over to another Jumpnode appliance just by clicking on it. Setting up configurations on one network monitoring appliance and then copying those settings to 20 others automatically—that sure makes my life a lot easier."

Try doing that with software

Wipf also takes advantage of the fact that Jumpnode can monitor more than just network performance. Jumpnode can also monitor temperature and humidity, for example, which is critical in millworking facilities. "We deal in wood, which can crack easily if the temperature and humidity are too high or too low," Wipf explains. "With Jumpnode appliances on production floors monitoring these conditions, we know right away if potential production problems are looming. I can also access Jumpnode online and see environmental condition reports by day, week or month. Try to do that with something like WhatsUp Gold or even expensive server-based systems."

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Nothing else comes close

Wipf is impressed by the power of Jumpnode's distributed architecture. "I like the idea of having a separate hardware appliance running an embedded operating system, instead of dealing with software that I have to install and maintain," he says. Jumpnode appliances are connected to a hosted service, which eliminates the hidden costs associated with competitive software products. Because the portal is hosted, remote access is easy for both administrators and help desk personnel. An appliance at each remote location provides the user perspective critical to a network with centralized resources. Wipf also likes the fact that upgrades are automatic. "They're completely hands-off from our perspective. Everything is handled by the Jumpnode staff."

"There isn't anything out there even similar to the concept of Jumpnode," Wipf says. "Software-only approaches just fill one little void. There are so many more things that Jumpnode can do."

