



*When Lotto NZ moved headquarters recently, it also transformed the way it ran the data side of a business connecting more than 1300 locations. Lotto NZ and Vector Communications worked together to deliver a high performance, high availability network.*



**Lotto's solution is built on Vector Communications' own fibre network. We built it, we maintain it and we make sure it delivers what our business customers need, 24/7.**

Most of us only think of Lotto NZ for 5 minutes on a Saturday night. For Lotto's General Manager Technology Brett Cross, though, the \$1 billion business is a round the clock operation, supporting New Zealand's biggest network of retail outlets.

"Most people think of us as a lottery business," says Brett. "But really we're a data operation, with one of the biggest networks in the country."

It's not just ticket purchase data and those winning numbers that need to be communicated across the network's 1300 nationwide locations. Finance, corporate and management data, plus regular backups, mean that Lotto's network is very much at the heart of everything its 125-strong team does.

So when the time came to vacate the Khyber Pass offices the company had occupied since 1987 and move down the road to Newmarket, network reliability and continuity of service were very much top of mind.

Not only that, but the move brought with it a new approach to data management. Previously, Lotto's servers had been on site – literally through a door from the IT team. With the move, Brett and his team decided to move to a remote solution, running the business on a data centre in Albany with a backup in East Tamaki. Switching the business to operate on remote data centres meant valuable city real estate could be put to the best possible use – creating a great workplace for staff instead of using space on server rooms.

As this was by far the biggest IT project the business had undertaken since it started in 1987, choosing the right partner was critical, Brett says. Lotto NZ was looking for an iron-clad solution, with no nasty surprises along the way.

### BUILDING A FIRST DIVISION NETWORK FOR LOTTO NZ

- To connect Lotto NZ's Newmarket office to its Albany (primary) and East Tamaki (disaster recovery) data centres, Vector Communications designed and built a high performance network for Lotto. The network is built on Vector Communications' own Managed Wavelength network and delivers carrier grade reliability.
- Vector Communications' Managed Wavelength solution means that Lotto is able to prioritise traffic across its network themselves, ensuring the most important data always travels with minimum latency. Lotto can easily scale the network quickly with higher bandwidths or add new data centres.
- Network resilience is provided by physical and logical diversity between key locations including geographically diverse fibre between data centres via the Harbour Bridge and west via Greenhithe.
- A cost model was tailored for Lotto with the right balance of Capex and Opex to suit the way it run its business.

"Our first surprise, though," says Brett, "was the response from the telcos. What we wanted didn't fit into their off the shelf products, so we were basically told it couldn't be done."

Luckily, Vector Communications was a different story. "I liked that we were dealing with engineers, not just sales people. When one of them promised something, I knew he was the one who would have to make it happen."

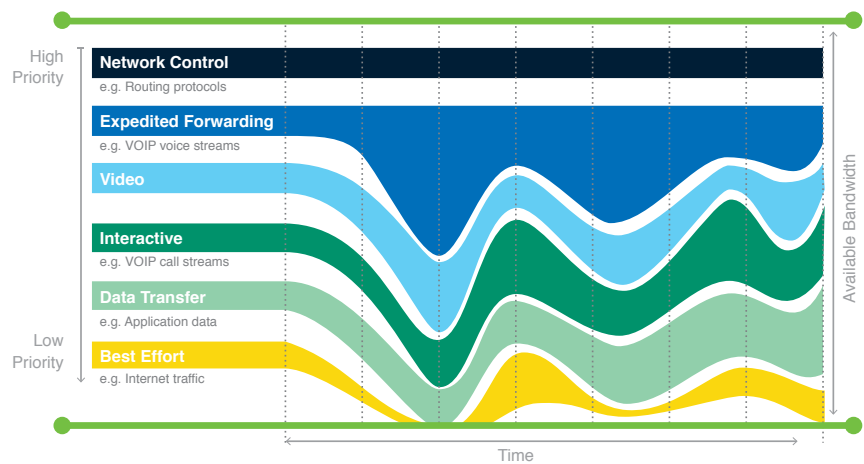
Vector's background in large-scale critical infrastructure helped too. "Vector's run big networks for years, and that experience showed."

The Vector Communications solution (see separate box) didn't just deliver what Brett and his team asked for. "Right from the RFP stage the Vector Communications team was looking beyond what we thought the requirement was and thinking about the best way to solve our business issue."

**"THE MANAGED WAVELENGTH SOLUTION MEANS WE HAVE ALL SORTS OF DIFFERENT BUSINESS DATA MOVING AROUND THE NETWORK AT UP TO 8GBPS WITH VERY LOW LATENCY... IT'S A GREAT OUTCOME."**

**BRETT CROSS, LOTTO NZ**

Today, with the new network in place and the Newmarket office up and running, Brett says the transformation has been huge. "We don't know ourselves. The Managed Wavelength solution means we have all sorts of different business data moving around the network at up to 8Gbps with very low latency... it's a great outcome."



**Not all data is created equal: Managed Wavelength means Lotto's most important data always travels at the highest possible speed.**