

FORTRA

CASE STUDY (FileCatalyst)

Rain Networks

Profile

Brazil-based Rain Networks connects independent cinema theatres across a global digital network. With offices in Sao Paulo, Rio de Janeiro, New York, USA, and London, England, the company digitally delivers films to theatres worldwide. With such a broad global network, Rain Networks embarked on a joint venture with New York-based Emerging Pictures to further expand the network across the U.S. and England.

Challenge

Rain Networks originally transferred content upstream via a satellite connection to a satellite service provider, who would then beam down a multicast signal to theaters. There were three major issues with this process: installing a satellite dish at each screening site was costly, the upstream transfer speed was very slow, and the venue's various systems were difficult to manage remotely.

File integrity and transmission interruptions created further issues for Rain Networks. When transmissions were disrupted, the company wasn't able to send the lost segments, and the whole file had to be sent again. These repetitive transfer tasks created unacceptable inefficiencies in their workflow. Resending large files became even more problematic, as they were charged for the amount of data transferred.

With FileCatalyst, our ISP costs are ten times less than the previous satellite system."

~ Glen DaSilva,
Manager of Rain Networks

Solution

Rain Networks sought out FileCatalyst, which provides reliable and secure accelerated transfers for large point-to-point file transfers, to address the issues they faced.

AT-A-GLANCE



Company	Rain Networks
Industry	Oil & Gas

CHALLENGES

- Satellite connections were slow and unreliable
- Installing satellites at each end-point became costly
- Dropped transfers had to be resent

PRODUCTS

- FileCatalyst Direct
- FileCatalyst HotFolder

RESULTS

- Accelerated file transfer speeds reaching up to 10 Gbps
- Every transfer is reliable and secure
- Transfer times were cut down by hours

Implementing FileCatalyst was a collaborative process that resulted in customizations to FileCatalyst's technology to better suit Rain Network's scenario. To prevent performance issues on the theatre-end, FileCatalyst configured their solution to automatically compress and send files at optimum times for the network. FileCatalyst HotFolder was also installed to monitor folders and automatically perform scheduled upload and download tasks.

"Initially, we paid a monthly ISP fee based on the number of transfers and amount of data sent, as well as a rental storage fee," said Fernando Fortes, Technical Manager at Rain Network. "With FileCatalyst, our ISP costs are ten times lower than with the previous satellite system." Rain Network also easily integrated FileCatalyst into KinoCast, their web-based cinema management system.

Results

FileCatalyst accelerated all of Rain Network's transfers, addressed the issue of retransmission after signal interruptions, and provided an easy to use solution that allows for remote management. Rain Networks now uses their maximum bandwidth to perform reliable and secure transfers, keeping the file's integrity intact and cutting the transmission time down by hours.

For the theatre operators, the new system just makes sense. As Glen DaSilva, Manager for Rain Networks described, "Every screen location has a playout server. If we have a movie booked at theatres A, B, and C, Rain Networks puts the movie into a folder on the main media server, which is monitored by FileCatalyst HotFolder. As soon as the client's playout server sees that the file is available in the folder, it initiates the transfer." Additionally, FileCatalyst's user interface allows Rain Networks to manage each system remotely.



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