3M
Converged global, scalable, wide area network and lower costs

"We selected Orange Business Services for our global network harmonization because of their global know how and proven experience, and because of their reliable network, which is crucial for our business. During the RFP process, Orange proved to be very solutions and customer oriented and worked with us on these objectives to provide value to our global 3M businesses."

Ernie Park
Vice President and CIO
3M

Highlights

- Market leader in research and development
- Innovative products for markets as diverse as healthcare, road safety, office supplies and electronic circuits
- Requirement for standardized, yet scalable, global network to allow for future growth
- Need for increased network capabilities with reduced costs
- Multiple telecom suppliers and contracts to pull together
- Network to seamlessly connect 60 countries across EMEA, Asia Pacific and Latin America

orange™
Business Services

3M

Issues and challenges

3M is among the global leaders in scientific research and development, providing more than 55,000 innovative products and services in diverse markets around the world. The company is headquartered in St. Paul, Minnesota and employs 80,000 people, including 7,000 research staff. 3M operates in 65 countries with annual global sales of $25 billon. It is a Fortune 500 company and one of the 30 companies featured in the Dow Jones Industrial Average.

Previously, 3M operated a network based on multiple telecom service providers and local contracts in more than 60 countries, which was both complicated and costly to manage. 3M's continuing expansion into Latin American, EMEA and Asia Pacific territories demanded a converged network that was easy to implement and manage with lower operating costs.

3M required a strategic partner with the capabilities and experience to deliver a global converged network capable of enabling services such as ERP solutions and fixed mobile convergence in the future. In addition to seamlessly connecting operations in 60 countries, 3M saw a new converged network as a chance to increase efficiencies and reduce costs.

The objective

Implement a global converged network to enable ongoing growth while reducing costs.

The Orange Business Services solution

- Converged wide area network in EMEA, Asia Pacific and Latin America, providing an integrated global and local strategy
- FreeMove EMEA mobile solution to 14 countries
- Dedicated local support teams
- Development of business cases to identify ROI
- Program management

The benefits

The Orange Business Services converged network has delivered a globally harmonized and rationalized system to enable seamless global voice and data services and significantly reduced costs.

Consolidation

- Harmonized global network management
- Standardization of diverse contracts by single global supplier
- Significant cost and efficiency savings

Scalability

- Converged network able to grow as 3M expands operations
- Ability to implement future collaboration and ERP solutions
- Enhanced telecom service capability

Global management

- Single supplier with multiple-territory expertise
- Local language support centers

The results

- Future-proof network able to address high-growth economies in emerging markets
- Reduced network costs, both at operational and management levels
- Rapid implementation, delivering accelerated cost savings and increased network capabilities
- Standardized, global infrastructure and governance
- Network standardization, supporting data center consolidation

" The solid network foundation Orange Business Services offers will allow us to further harmonize and achieve more efficiency in the future. "

For more information about Orange Business Services, visit www.orange-business.com
For more information about 3M, visit www.3m.com

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