



Sun Chemical

Increased network traffic visibility cuts costs and enables global SAP rollout

“ Sun Chemical chose Orange Business Services as its new partner and now has a network that is reliable and significantly cheaper, has higher effective bandwidth and is able to support a single global instance of SAP. ”

Stephen Vass
European Network Director
Sun Chemical

Highlights

- World's largest producer of inks and pigments
- Poor network traffic visibility and high bandwidth costs
- Legacy network threatened to undermine global rollout of SAP for enterprise resource planning
- Orange consultancy profiled sites by business importance and application requirements
- Orange network optimization enabled a tailored design and reduced costs
- Faster and cost-effective rollout of SAP with no additional bandwidth required
- Single provider enables simplified management
- Increased network traffic visibility for improved management and deployment of new applications



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SunChemical®
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Issues and challenges

Sun Chemical is the world's largest producer of inks and pigments and is a leading provider to the packaging, publication, coatings, plastics, cosmetics and other industrial markets. The company has over 10,000 employees at 250 locations in 56 countries around the world.

Sun Chemical is an American company with most of its sites in that country. Hence, it had been a logical choice to use a U.S.-based provider for their global network requirements. However, priorities changed when the company decided to initiate a major enterprise resource planning project that included the global rollout of SAP. This initiative brought into sharp focus specific network issues, principally the lack of visibility as to what was actually happening on the network, what was working well and what wasn't. An internal review concluded that the legacy network would be unable to cope with the SAP rollout and presented a potential major risk to this business-critical project.

The objective

Reduce network costs and mitigate risks to ensure network capability to support the global rollout of SAP.

The benefits

Consolidating onto the Orange Business Service global WAN with its proven capability and utilizing the Business Acceleration solution for network optimization are delivering clear benefits to Sun Chemical.

Cost savings

- Bandwidth tailored by importance of each site to the business
- No additional bandwidth required for global rollout of SAP
- Reduced network costs

Easier management

- Single global network provider for centralized and simplified management
- Clearer picture of network traffic enables improved management
- Quicker identification and resolution of network issues

Improved application deployment

- Faster and more cost-effective rollout of SAP
- Easy deployment of new applications

Expert customer service

- Pro-active support enhances the user experience
- Dedicated 24/7 customer service center

The Orange Business Services solution

- Fully managed global WAN
- Integrated network optimization using the Orange Business Acceleration solution
- Site profiling for tailored network design
- Compression of low-importance network traffic to release bandwidth for SAP
- Program Management Office with global single point of contact
- Dedicated global 24/7 customer service center

The results

- Standardized, reliable, secure global network
- Increased visibility and understanding of network traffic characteristics
- Better utilization of bandwidth leading to lower costs
- No additional bandwidth required to support global rollout of SAP
- Simplified purchasing management
- Pro-active support enhances user experience

“ We also now have the visibility to truly manage our network and be on top of problems before they reach senior management. ”

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

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