



Zumtobel

Increased productivity, simplified management and cut costs

“ We see Orange as a truly global provider and more than just a network provider, having a portfolio of products and services to enable IT to proactively support the business moving forward. ”

Tom Brady
Chief Information Officer
Zumtobel Group

Highlights

- Global lighting company – professional lighting, control gear and lighting management
- Bandwidth demand doubling every two years; need to reduce costs; poor application performance affecting employee productivity
- Deployed WAN application performance optimization strategy
- Enterprise Application Management solution
- Server virtualization platform to enable third-party consolidation and improve application availability
- Experienced bandwidth and cost savings through server virtualization
- Deployed unified communications and collaboration solutions
- Increased business productivity



Business
Services



ZUMTOBEL

Issues and challenges

Zumtobel, headquartered in Austria, is the European leader in professional lighting, delivering complete professional indoor and outdoor lighting solutions, luminaires and lighting management and components. It has 3,200 employees, 22 production sites on four continents and sales operations in 70+ countries.

The company considers IT an enabler that can create competitive advantage, particularly by ensuring the availability of real-time information to aid business decision making. In addition, IT can actively support business growth in both existing and emerging markets.

However, the network has to be fit for purpose, and a strategic review identified key challenges, including the need for increased flexibility, better utilization of the WAN, ability to deploy global collaboration solutions, third-party data center consolidation and virtualization and resolution of on-going application performance issues.

It was clear that a new approach was needed to support the changing demands of the company, enhance the user experience and, at the same time, reduce the cost of bandwidth that was doubling every two years.

The objective

Reduce costs while increasing network flexibility and capability to support users worldwide.

The benefits

The integrated solution is delivering significant benefits to Zumtobel as it builds its business in both existing and emerging markets worldwide.

Enhanced productivity

- Improved application performance enabling greater staff productivity

Significant savings

- Reduced bandwidth costs
- Cost savings through server virtualization

Strategic use of financial savings

- Savings used to deploy unified communications and collaboration solutions

Better supplier management

- Less time and money spent on supplier management

The Orange Business Services solution

- WAN application performance optimization strategy
- Enterprise Application Management solution
- Server virtualization platform to enable third-party consolidation and improve application availability
- Global partner management: Riverbed

The results

- Major savings – bandwidth, server virtualization, supplier management
- Improved global communication and collaboration
- Enhanced user experience
- Increased business productivity

“ The expertise and professionalism of Orange Business Services, in partnership with Riverbed, in delivering this program has been world class. ”

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

For more information about Zumtobel, visit www.zumtobel.com

