

Case Study: Manufacturing Industry

Network modernization & optimization:
Resulting in cost savings of 57%



The company



International manufacturer of industrial transport equipment with headquarters in the Netherlands and 3,000 employees, 90 sites and production facilities in 26 countries, 62 of which are in Europe, 17 in APAC and 13 in America.

CFO Challenges

- **Financial strategy** must be repeatedly adjusted due to the current uncertain environment and related business challenges in manufacturing.
- **Cost** of raw materials, supplies and energy are rising dramatically.
- **Supply** of materials is often interrupted; **more storage** capacity is needed to avoid interruption of production, which affects cost.
- **Necessary investments** to meet emission reduction targets and make production and services more efficient and sustainable, collide with higher costs.
- **Digital innovation** in manufacturing is complex and costly. It requires constant prioritization in digital investments related to changing customer demands, supply chain issues, optimizing processes and operations, and preventing downtime.

Problems

- **Budget constraints** are a real obstacle to digital innovation.
- Fixed infrastructure **cost remain unabated** with network cost of **4.4 million euros** for 36 months for all sites worldwide.
- Delaying infrastructure modernization leads to **missed opportunities** to become more agile and effective, especially in difficult times.

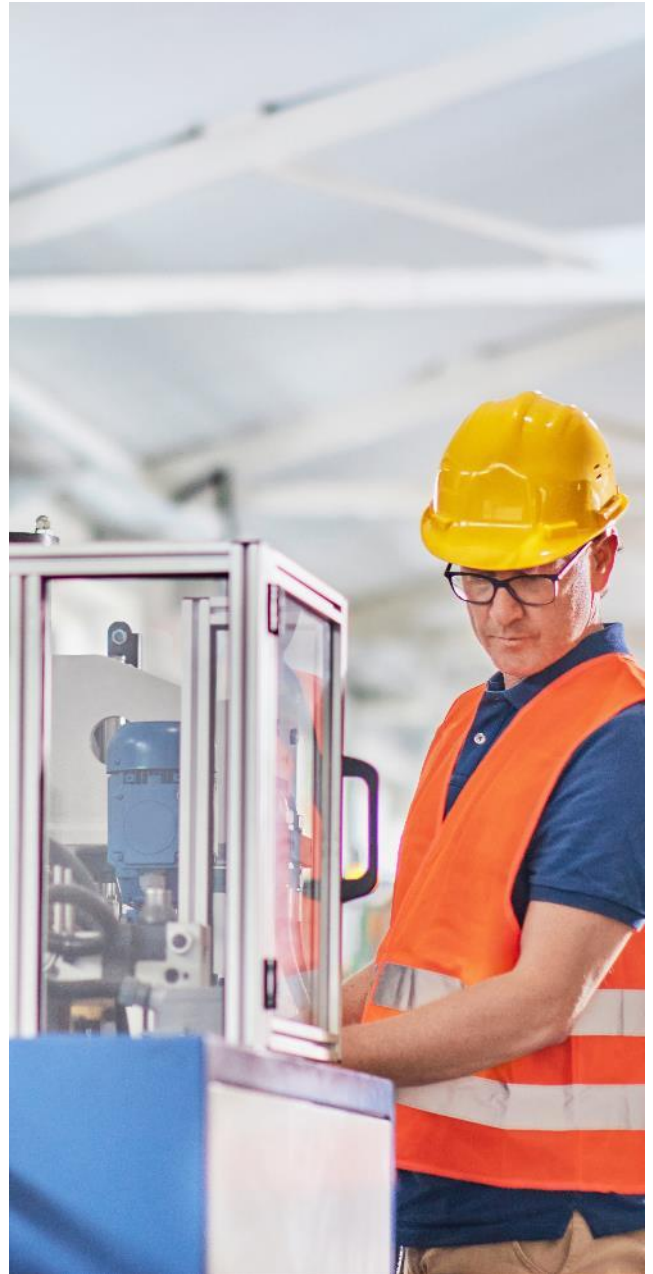
Solution:

Network Modernization based on SD-WAN

- Modernization of the global network based on software-defined wide area network (SD-WAN) technology, resulting in **overall lower cost** and **flexibility of operating costs**.
- In addition, this network solution improves network **quality** and **performance** across countries and locations.
- **Standardization** and **predictive analytics** lead to avoidance of downtime and improved connectivity performance.

Benefits

- **Cost savings** of 2.5 million euros for 36 months, which is **57% lower** than the original cost. This has a positive effect on profitability.
- **Higher productivity of business and production** through more reliable and faster operation of network and applications.
- With the new network solution, **sites can be added or removed within hours**, which is immediately reflected in the next invoice.
- **Rapid implementation of changes** if sites need to be closed or moved to another region or country quickly.



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