

# ITW Delivers Enterprise Applications Globally

## Situation:

Globally Diversified Fortune 500 Manufacturer Must Deliver Financial SOX Compliance and HR Applications Rapidly and Securely to 875 Decentralized Business Units in 54 Countries

*"Implementing Corente across our entire global infrastructure has enabled us to deliver mission-critical applications and advanced services even where locations lack experienced IT staff...This is the most effective service we've put in."*

—Gary Anton,  
CIO and Strategic VP, Sourcing

Illinois Tool Works, Inc. (ITW), a Fortune 500 manufacturing company with hundreds of business locations worldwide, needed to simplify the secure and reliable delivery of corporate finance and HR applications to ensure rapid cost effective adoption by independent business units. The company was under pressure to deploy the financial reporting application to meet Sarbanes-Oxley compliance mandates.

ITW required a scalable solution that would easily connect its diverse IT environments into one coherent "virtual network backbone" to deliver and ensure the availability of these critical applications.

Each of ITW's business units had its own independent network, IT staff, and budget. Many units had overlapping IP address spaces, which were difficult for staff to manage. Other challenges included a diverse, multi-carrier environment and remote global locations with little or no IT staff, and a dynamic network environment driven by the constant M&A activity that is central to the company's business strategy.

In addition to M&A support, a decentralized management structure that allows operational autonomy for business units while enabling shared corporate services to create efficiencies of scale was core to the ITW management philosophy. Creating and managing secure collaboration between business units, their independent networks of buyers and suppliers, and corporate—

without compromising autonomy—was key to aligning IT with the business at ITW.

ITW evaluated a traditional mix of hardware, software, and services, seeking a secure, reliable applications delivery solution with proactive visibility into application performance. It soon realized that traditional options would not meet the company's needs.

## Solution:

Secure Reliable Delivery across ITW's Extended Enterprise

ITW turned to Corente to easily integrate hundreds of diverse networks and processes across its extended enterprise into a single network infrastructure that can be operated centrally, while allowing business units to maintain sovereign control. Corente's Virtual Services Exchange (VSE) was rapidly deployed to hundreds of locations, enabling ITW to roll out its corporate applications in 4 months ahead of Sarbanes-Oxley deadlines, without requiring any modification to the existing infrastructure. Deploying services to a new location with Corente takes less than an hour, making it easy for ITW to scale rapidly by adding new locations in support of an acquisition to ensure that new business units are compliant. By eliminating the need for complex networking and security devices and management tools at each location, and providing simple centralized administration and automated change management, Corente has saved ITW's business units thousands of dollars annually without additional IT resources or changes to existing IT environments. Today, a single administrator manages all ITW locations worldwide.

Corente's VSE has created further value for ITW by allowing the company to move away from private circuits and provide secure and reliable end-to-end applications delivery to even the most remote locations using DSL or Broadband. Finally, the Corente centralized monitoring and management gives ITW complete proactive visibility into the performance for both ITW corporate and mission critical applications that connect business units with key partners to optimize business performance.

## Company

Illinois Tool Works  
(NYSE: ITW)

## Industry

Manufacturing

## Challenge

Provide a secure, reliable distributed applications delivery service for corporate financial and reporting and HR applications that can be used across multiple providers, business units and geographic locations. Enable business units to leverage key corporate services while maintaining independent operations and external business relationships. Create central visibility, control and administration of applications and locations across the globe to support an M&A based growth strategy, external business connections, and compliance mandates.

## Solution

Corente's VSE met ITW's needs and enabled the company to rapidly, easily and securely deploy corporate applications to all business units over multiple infrastructures.

## Results

ITW has installed over 850 Corente Services Exchange Gateways with minimal use of IT resources.

Corente's VSE has resulted in significant cost savings (estimated at 30%), while enabling ITW's corporate finance and business units to operate more productively by delivering applications to even the most remote locations.

## Corente's Virtual Services Exchange Unique Capabilities

<p><b>Corente VSE</b> <b>Services Virtualization</b></p>	<ul style="list-style-type: none"> <li>• Multi-Tenant, Multi-Partner at Carrier Grade Scale</li> <li>• Hierarchical Model For Partners and Customers</li> <li>• Secure Service Brokering Interconnects Partner Security Domains While Preserving Sovereign Control Over Apps and Assets</li> <li>• Dynamic Business Partner Relationship Management Through Secure Service Brokering</li> <li>• On-Demand Cycle Times</li> </ul>
<p><b>Corente VSE</b> <b>Active Policy Directory &amp; CMDB</b></p>	<ul style="list-style-type: none"> <li>• Global Policy Enforcement With Fine Grained Control Based On User and Site Profiles</li> <li>• Automated Policy Verification and Distribution Control- No Unintentional Policy Mismatches</li> <li>• Configuration Automatically Generated Based On Service Definitions</li> <li>• Business Rule Driven Work Flow and Configuration Automation</li> <li>• The Virtual Services Network Only Runs What Is In the VSE CMDB</li> </ul>
<p><b>Corente VSE</b> <b>Global Control &amp; Surveillance</b></p>	<ul style="list-style-type: none"> <li>• Total Situational Awareness(TSA) Of Service Quality At All Points of Service</li> <li>• Automated Real-Time Application Services Fail-Over for Data Center and Network</li> <li>• Best In Class Security With AES or SSL Encryption; Multi-Factor User Authentication</li> <li>• Fully Automated PKI For Digital Certificates With Creation, Distribution and Revocation of Certificates</li> <li>• End to End Custody and Compliance Services – Employ The Same Security Model Globally</li> </ul>
<p><b>Corente VSE</b> <b>Embedded Instrumentation</b></p>	<ul style="list-style-type: none"> <li>• Total Situational Awareness(TSA) of Service Quality At All Points of Service</li> <li>• Proactive, Event Driven and Threshold Based Monitoring and Alerting On Security and Service</li> <li>• Composite Service Level Monitoring For Application, Server and Network</li> <li>• Continuously Monitors Backup/Recovery Readiness</li> </ul>
<p><b>Corente VSE</b> <b>Network Virtualization</b></p>	<ul style="list-style-type: none"> <li>• Corente VSE Abstraction Layer Enables Complete Service Automation</li> <li>• Policy Defined Automated Provisioning and Configuration</li> <li>• Any IP Network, Anywhere - Private, Public, Hybrid or Any Combination</li> <li>• Automated Address and Connection Management</li> <li>• Integrates With Existing Network &amp; Data Center Infrastructures Without Network or App Modification</li> </ul>

### Corente Virtual Services Gateway(VSG): On Demand, Downloadable, Service Enabled Edge

<p><b>VSG:</b> <b>Classic, VM, &amp; VE</b></p>	<ul style="list-style-type: none"> <li>• Flexible Deployment Model –Virtual Services Appliance, x86 Architecture</li> <li>• Central Configuration and Performance Management For All Services</li> <li>• Automated Policy Checking And Distribution</li> <li>• Automated Software Updates and Upgrades</li> <li>• Authenticated Self Registration On Installation and Site Mobility</li> </ul>
<p><b>VSG-VM</b></p>	<ul style="list-style-type: none"> <li>• Corente Virtual Services Appliance Operates in Industry Leading Hypervisor Environments:             <ul style="list-style-type: none"> <li>• VMWare</li> <li>• Xen</li> <li>• HyperV</li> <li>• Virtual Box</li> </ul> </li> </ul>
<p><b>VSG-VE</b></p>	<ul style="list-style-type: none"> <li>• Corente Virtual Services Appliance with Fully Managed VM Environment For Local Apps:             <ul style="list-style-type: none"> <li>• Central Configuration and Performance Management</li> <li>• Automated Installation and Version Management</li> <li>• DNS Services</li> <li>• Guest OS Support: Windows, Solaris x86, Linux</li> </ul> </li> </ul>

### About Corente

Corente enables the enterprise to have full control and optimization of their services delivery networks regardless of the underlying public and/or private IP network. The Corente Virtual Services Exchange is an integrated scalable multi-tenant suite of services that secure and simplify the delivery and management of applications and services to the extended enterprise. Corente's services management, fine grained control, and automated policy configuration based on service definitions are used globally by enterprises in over 63 countries to dramatically improve price performance and transform their IP networks into IT service exchanges.

