

ITW Delivers Enterprise Applications Globally

Situation:

Globally Diversified Manufacturer Must Deploy Applications Rapidly and Securely to 625 Decentralized Business Units in 44 Countries

"Since implementing Corente's solution, we've seen a dramatic drop in our costs. Although the cost savings were important, what really impressed us was the 300% increase in performance—that was an added bonus!"

—John Klein,
Director of Telecommunications, ITW

Illinois Tool Works, Inc. (ITW), a Fortune 500 manufacturing company with hundreds of business locations worldwide, needed both to improve applications connectivity and to reduce costs for to roll out corporate finance and HR applications.

It required a scaleable solution that would easily connect its diverse IT environments into one coherent network to deliver 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. Other challenges included a diverse, multi-carrier environment and remote global locations.

ITW turned to Prescient Development, a trusted systems integrator, and began an extensive search for an applications network infrastructure solution that could meet all of its requirements. It reviewed hardware and software-based solutions, as well as network-based solutions.

ITW was seeking a secure, reliable solution with guaranteed performance, but soon realized that traditional options would not meet its needs. For example, expanding its existing Frame Relay network to connect all locations in a mesh topology would have been prohibitively expensive and time consuming, with the costs outweighing the

benefits of the consolidation. Additionally, many business units could not be served because of their geographic diversity.

Solution:

Corente Enables a Fast and Easy Deployment on a Global Scale

Prescient Development recommended Corente's Applications Without Boundaries™ (AWB™) solution. The AWB™ solution could be applied to all sites, regardless of existing equipment, provider or network configuration. It could easily integrate hundreds of diverse networks and processes. ITW soon launched a pilot project to test the capabilities of Corente.

The success of the pilot project was overwhelming. In most of the 20 test locations, deployment took an hour or less. With network connections ranging from DSL to T1, the Corente-based solution matched the performance of Frame Relay. As a result, ITW knew it had found the secure applications networking solution it needed to meet both its business and technical requirements.

ITW rolled out its corporate applications using Corente's AWB solution in less than four months, without re-engineering or re-numbering its network. Each of its distinct business units saved thousands of dollars annually without additional IT resources or changes to existing IT environments.

Corente's innovative solution enabled ITW to achieve its goals by combining the security, reliability and performance of a traditional data network with the ubiquity, diversity and low cost of the Internet.

Company

Illinois Tool Works
(NYSE: ITW)

Industry

Manufacturing

Challenge

Provide a secure, reliable distributed applications networking solution that can be used across multiple providers, business units and geographic locations.

Solution

Corente's software-based on-demand applications delivery and management solution met ITW's needs and enabled it to rapidly, easily and securely deploy corporate applications to all business units over multiple infrastructures.

Results

ITW has installed over 500 Corente Services Gateways without extensive use of IT resources.

Corente's solution has resulted in significant cost savings (estimated at 30%), while enabling ITW's corporate finance and business units to operate more productively.

Award

ITW received the prestigious Network Management Visionary award at the 2003 Networking Decisions conference for its use of Corente.

Corente's Distinctive Capabilities

Some of the key capabilities that Corente's solution brings to ITW include the following:

Automatic Configuration

- Automatic discovery of ports and local configuration
- Automatic software updates and fallback on update failure

Security Management

- Each connection authenticated
- User Authorization
- Firewall

Integration with Directory Services

Network, Server and Application Monitoring, Alerting and Reporting

Business Continuity through Access, Datacenter and Server Failover

Central Control with Distributed Execution

Application Traffic Prioritization

Unified Administration Portal

- Graphical Network Topology
- Drag and Drop Administration

High Availability

Global Policy Directory

Federated Extranet Creation and Security

- Each business unit controls its own connections
- Only mutually agreed-upon traffic exchanged
- Business units cannot override each other's security policies
- No additional firewalls required
- No visibility into the other business unit networks
- Security not dependant on physical or logical integrity of remote devices

About ITW

Illinois Tool Works Inc. (NYSE:ITW) is a diversified manufacturer that designs and produces an array of highly engineered fasteners and components, equipment and consumable systems and specialty products for customers around the world. ITW is a company with more than 90 years of history. Its 700 decentralized business units in over 40 countries employ more than 47,000 employees.

About Corente

Corente is a leader and innovator in providing enterprises a policy-driven software platform for the real-time control of distributed IP applications networks. Corente delivers an integrated and automated approach to the management of distributed applications by embedding application session instrumentation into the IP network fabric.

Corente's solution breaks down traditional boundaries between application and network, improves the security and performance of application networks and considerably reduces both capital and ongoing operating costs compared to traditional solutions.

With customer locations in over 55 countries, Corente changes the way enterprises deploy distributed applications to branches, partners and customers by using policy-based methods to centrally monitor and control applications and networks in real-time.

