




KYOCERA SENCO IMPROVES AVAILABILITY, CONTINUITY AND MANAGEABILITY WITH SD-WAN SOLUTION FROM VIDENS

From WAN to SD-WAN

Peter Fluitsma, Managing Director of Kyocera Senco: "We were using a self-built and self-managed WAN solution. The performance was good, but we could not always guarantee the needed continuity. Downtime has a big impact on our business and after one time our systems were offline for half a day, we started looking for another solution."

The objectives for the new WAN of Kyocera Senco were clear: improved continuity and availability, more efficient IT management and less dependency on internal resources and knowledge.

About KYOCERA SENCO

KYOCERA SENCO Netherlands specialises in fastening solutions and focuses on the development of innovative tools, fasteners and accessories. With three strong brands - SENCO, Expandet, InterDiamant - and products that meet the highest standards and requirements, customer expectations are often exceeded. KYOCERA SENCO Netherlands offers a wide range of electrical fastening systems, anchoring products, diamond cutting tools and industry specific solutions.

www.kyocera-senco.eu

The selection process

Peter Fluitsma: "Videns IT Services was one of the WAN service providers we contacted and we immediately felt confident with their approach and expertise. After a short selection procedure we decided to work together with Videns and they advised us to invest in the Cato Networks SD-WAN solution."

Jeroen Keet, Senior Network and System Architect of Kyocera Senco, was also involved in the selection process. "We were facing a number of challenges in our own internetwork for which we found solutions that were technically feasible, but would become far too expensive. I saw similarities between the approach and some of the technologies in the Cato solution and our internally built WAN environment. Based on Videns' advice and our evaluation, we chose to implement Cato Networks SD-WAN."

"Because of the flexible cooperation with Videns we were able to bring the project to a successful conclusion."

The SD-WAN implementation

Jeroen Keet: "Due to our very complex infrastructure and limited IT knowledge on most of our locations, the proposed roll out based on the standard instruction set would not work for us. Therefore we had to adjust the deployment model and we did the actual migration together with Videns. During this project there were some delays due to our routers, which conflicted with the Cato sockets. An important 'lesson learned' during this implementation is that you must have a very clear and detailed insight into your existing IT landscape before you start your migration to SD-WAN, in order to prevent unnecessary delays."

The benefits of Cato Networks

The Cato Networks solution has brought a number of significant benefits to Kyocera Senco. As an all in one solution, it combines SD-WAN with other technologies such as virus scanning, filtering and break out internet connections.

Jeroen Keet: "In the basis, Cato works different than classic WAN solutions. It took us some time to fully get used to it, but I am convinced we will only see more advantages in the future. One of the big benefits of Cato is that you don't need extremely expensive hardware to build your connections. As a matter of fact, we have even better experience with basic equipment than with very advanced. The Cato software takes care of all intelligence around things like VPNs and firewalls."



Jeroen Keet: "Companies moving to the cloud should have a closer look at Cato. The integrated connectivity, security and intelligence makes it an evolutionary step forward for all businesses. If you are willing to use all of the functionality Cato Networks has to offer, it will bring significant financial, functional and IT management benefits."



"The people of Videns are knowledgeable, experienced and a pleasure to work with."

The experiences with Videns

Peter Fluitsma: "We have achieved a number of important goals. First of all we have a stable WAN infrastructure. Also we are more or less independent from the skills and availability of individual employees for support of our environment. The integrated security has helped increase the continuity and availability of our network. The people of Videns are knowledgeable, experienced and a pleasure to work with."

Jeroen Keet: "Videns was very committed and invested a lot of time and energy in order to successfully implement the Cato solution. This is very important for us – and something we don't always get from other suppliers. We are part of a large international organisation and sometimes it can be difficult to get things done locally, for example a new internet connection. Because of the flexible cooperation with Videns we were able to bring the project to a successful conclusion."



About Cato Networks

Cato Networks provides organizations with a cloud-based and secure global SD-WAN. Cato delivers an integrated networking and security platform that securely connects all enterprise locations, people, and data. Cato Cloud cuts MPLS costs, improves performance between global locations and to cloud applications, eliminates branch appliances, provides secure Internet access everywhere, and seamlessly integrates mobile users and cloud datacentres into the WAN. Based in Tel Aviv, Israel, Cato Networks was founded in 2015 by cybersecurity luminary Shlomo Kramer, co-founder of Check Point Software Technologies and Imperva, and Gur Shatz, co-founder of Incapsula. Visit www.CatoNetworks.com and Twitter: @CatoNetworks.



About Videns IT Services

Founded in 2012, Videns IT Services is the leading network-independent service provider of managed SD-WAN solutions. Videns is the alternative for enterprises that are looking to replace their traditional telco services with flexible, cost-effective cloud-enabled WAN services. We combine deep customer knowledge with specialist SD-WAN knowhow, proactive service management and a no-nonsense approach. Videns is currently supporting over 40 international customers, managing 1.500+ sites in more than 50 countries.

Our contact details

Videns IT Services BV
Orteliuslaan 850, 3528 BB Utrecht The Netherlands

T: +31 30 767 1067

welcome@videns-it.com
www.videns-it.com