



Schoeller Allibert



## SCHOELLER ALLIBERT INCREASES NETWORK VISIBILITY, PERFORMANCE AND SECURITY WITH MANAGED SASE SOLUTION FROM VIDENS

### From on premises to the cloud, from VPN to SASE

Over the past decade, Schoeller Allibert has gone through a number of mergers and acquisitions, resulting in a fragmented IT landscape. All IT infrastructure ran on premises and the company used a traditional VPN tunnel-based wide area network to connect its 36 sites, including 13 factories.

Peter Koning, Director Global IT Infrastructure at Schoeller Allibert: "I joined Schoeller Allibert in June 2019. At that point we were running behind on IT innovation as well as management and control of our infrastructure. Even with a lot of hard work, the team was not able to keep their knowledge and our systems up to date. We decided upon an ambitious cloud strategy to catch up with the current state of technology and add more value to the business. But if you want to make a successful move to the cloud, you have to ensure that the foundation – the network – is reliable, easily scalable and flexible."

### About Schoeller Allibert

Schoeller Allibert is one of the world's largest manufacturers of returnable plastic packaging for material handling. The company has been inventing, developing, designing and manufacturing Returnable Transit Packaging (RTP) for more than 60 years. Today, Schoeller Allibert is the European market leader in returnable plastics. The company employs over 2,000 people worldwide, has 13 production locations and a local presence in 50 countries.

[www.schoellerallibert.com](http://www.schoellerallibert.com)

## Schoeller Allibert's cloud journey

The first step Schoeller Allibert wanted to make towards the cloud was a digital workplace based on Microsoft 365. Peter Koning: "If you adopt a 'cloud first' strategy, you must ensure optimum connectivity with cloud services such as Teams, OneDrive and SharePoint. The VPN tunnels in our old WAN sometimes suffered from network traffic conflicts and network outages. Also, we did not have the insight into traffic flows to resolve these issues." Schoeller Allibert investigated the possibilities and advantages of SD-WAN and SASE.

## SD-WAN + security = SASE

Stronger security was another major objective for Schoeller Allibert. The company was using a lot of legacy technology, so it needed to better secure the infrastructure core. Peter Koning: "With the explosion of ransomware and other security risks, we wanted a solution that filters all internet traffic before it enters our network. I was already familiar with the Zscaler cloud security solution, which I see as one of the best cloud security products on the market today. Instead of adding more firewalls, we have now integrated security into our SD-WAN, which is called a Secure Access Service Edge architecture, or SASE."

## The selection process

Peter Koning and his team also evaluated three potential partners, including Videns and Schoeller Allibert's existing network provider. Peter Koning: "We chose Videns for a number of reasons. First of all, they are a true specialist in SD-WAN and SASE and have a clear focus on what they do and don't do. Furthermore, they have a very good track record with internationally operating companies like Schoeller Allibert. Last but not least, they work very selectively with some of the best technology providers in the market. The combination of VeloCloud and Zscaler that Videns could offer was the perfect match with

our needs. All these aspects helped build trust in Videns, which is very important for us."

## Migration to SASE in times of COVID-19

Schoeller Allibert and Videns kicked off the migration project towards the end of 2019. Not long after, the COVID-19 pandemic broke out. Chinese factories were shut down and the VeloCloud production lines stopped. Peter Koning: "That initially brought a lot of uncertainty. However, it was very special to witness how such a project can be rolled out successfully in just six months, even in these difficult times. The SASE solution allows remote implementation, so Videns didn't need to have engineers on site. The incredible flexibility of Videns resulted in a fast roll-out at locations that were not in lockdown."



## Internet connectivity

In the past, Schoeller Allibert's internet connections were sourced locally by the subsidiaries. As a result, IT could not negotiate optimum value for money and could not manage the wide area network centrally. As part of the managed SASE solution, Videns provides centrally managed, centrally invoiced business internet connectivity. With the SASE solution, Schoeller Allibert has insight into traffic flows and bandwidth usage, which can be used to further optimize the network.

*"A successful move to the cloud requires the foundation – the network – to be reliable, easily scalable and flexible."*

## The benefits of a managed SASE solution

The managed SASE solution gives Schoeller Allibert more control over the network, better performance for latency sensitive applications, more flexibility and higher levels of network security.

The company can now offer quality of service in specific traffic flows such as voice and video in Teams, which is crucial during COVID-19 times. In the past, employees didn't use the video capabilities of Skype for Business because it simply didn't work. Today's perception amongst users has changed dramatically: "it simply works". Peter Koning: "The solution also is very flexible. We had a problem with an unstable line at a location in France. We simply added a 4G mobile connectivity dongle, and that works brilliantly."

Ranadeep Sarkar, Information Security Officer at Schoeller Allibert adds: "Videns helped us become more secure with their VeloCloud and Zscaler solution, and through their professionalism. Their managed SASE solution enhanced Schoeller Allibert's security landscape. This powerful solution enables us to easily manage and control security policies across many locations with different layers of granularity. The knowledge and expertise of Videns IT's project team, in combination with the skilled and customer-focused delivery team, was the perfect recipe to get this implemented."

Because Schoeller Allibert was already using local internet lines, they did not experience the significant cost reductions often seen with MPLS replacement.

*"Our SASE implementation project with Videns was delivered on time and within scope during 6 months of challenging COVID-19 times."*

Peter Koning: "Our business case was more qualitative than quantitative and we established significant improvements from a network control and security perspective as well as for our users by no longer having the VPN-related problems. We also have a much better alignment with our future cloud agenda. Innovation is high on our agenda. For example, we now offer a variety of solutions to monitor our products real time with the application of Schoeller Allibert SmartLink® based on the Internet of Things (IoT) concept. We can now roll out new functionality for the business, without having to worry about the network."



## Next step: Windows Virtual Desktop

After moving their datacentre workloads to Microsoft Azure, Schoeller Allibert started the implementation of Windows Virtual Desktop. Before that, the company used traditional desktops and laptops that were managed and supported at the 36 different locations. Peter Koning: "With Windows Virtual Desktop, we can provide applications from the cloud in a secure, centrally managed way. Azure is immeasurably scalable. Basically it provides the cloud version of your desktop. It continuously performs well and provides secure access to your business applications. And again, a well performing network is the key element of success."

## Experiences with Videns

Peter Koning: "We are taking our first steps towards the cloud and the network is our foundation. If our WAN doesn't work, the whole organization is affected. Therefore I wanted a professional partner that delivers quality and acts as an extension of my organization. The people at Videns have extensive knowledge of the technology and know how to select the right products. They have built a very strong proposition and deliver on their promise."

*"We can now roll out new functionality for the business, without having to worry about the network."*

As an IT department, we want to focus on where we really add value to the business. With our aggressive cloud agenda, we want to increase the value to the business from IT. That includes divesting activities to parties who can do an even better job than we can, at a fair price. Our WAN is one of these, and I am very happy we chose Videns."

Marc Schmitz, CIO at Schoeller Allibert concludes: "Our SASE implementation project with Videns was delivered on time and within scope during 6 months of challenging COVID-19 times. The SASE solution increases our insight into the traffic running across the WAN, tightens our Datacom control and increases our network performance as well as our security."



### About VMware SD-WAN

VMware is a SD-WAN market leader. VMware SD-WAN is a key component of the Virtual Cloud Network and tightly integrated with NSX Data Center and NSX Cloud to enable customers to extend consistent networking and security policies from the data center to the branch to the cloud. For more information, visit [sdwan.vmware.com](https://sdwan.vmware.com) and follow company on Twitter [@VMwareSDWAN](https://twitter.com/VMwareSDWAN).



### About Zscaler

Zscaler was founded in 2008 on a simple but powerful concept: as applications move to the cloud, security needs to move there as well. Today, Zscaler is helping thousands of global organizations transform into cloud-enabled operations. By moving applications and infrastructure to the cloud and untethering employees from their desks, tremendous advantages in productivity, agility and cost containment can be achieved. With our 100% cloud-built secure platform, Zscaler can help you make the move to the cloud, securely. [www.zscaler.com/](https://www.zscaler.com/)



### About Videns IT Services

Founded in 2012, Videns IT Services is the leading network-independent service provider of managed SD-WAN and SASE solutions. Videns is the alternative for enterprises looking to replace their traditional telco services with flexible, cost-effective, cloud-enabled and secure WAN services. We combine deep customer knowledge with specialist SD-WAN and SASE knowhow, proactive service management and a no-nonsense approach. Videns is currently supporting over 40 international customers, managing 3.500+ sites in more than 70 countries.

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