



**ipanema**  
Technologies

# SOLVAY REDUCES TELECOM COSTS BY 30% WHILE GUARANTEEING BUSINESS APPLICATION PERFORMANCES



Solvay builds a new hybrid network including **BT Connect Optimization**, a BT managed service based on Ipanema

## ABOUT SOLVAY

Solvay S.A. is a Belgian chemical company founded in 1863, with its head office in Brussels, Belgium. The Group employs about 29,000 people in 55 countries and generated 12.4 billion euros in net sales in 2012. Solvay SA is listed as [SOLB.BE](https://www.solvay.com/en/stock-exchange) on [NYSE Euronext](https://www.nyse.com/quote/SOLB) in Brussels and Paris.

In 2009, the Pharmaceutical division was sold to Abbott, reducing by 30% the number of employees and sites. With the acquisition of Rhodia in 2011, Solvay moved from 15,000 to 30,000 employees.

## IT CHALLENGES

To support company efficiency, the IT department was asked to optimize the Quality of Service delivered for business applications while reducing telecom costs by 30%. To reach these goals, the IT Department were faced with 3 main challenges:

- 1. Support more sites, applications and users with same network resources**

The IT department's key concern was to be able to manage the strong increase in number of sites,

applications and users. The first step was to quickly combine Solvay and Rhodia's networks to protect the company's productivity. The second step was to see how to do more with less taking into account the budget savings constraints and increased bandwidth needs due to Internet.

They identified that only 30% of the bandwidth was used by business applications running on the private network and the rest by business and non-critical applications running on Internet.

Controlling bandwidth allocation according to the business priorities became more important than ever to optimize network resources and avoid an incremental yearly bandwidth increase of 25%.

## **2. Move applications successfully (Gmail, Google apps and Salesforce.com) to the cloud**

The increasing usage of the Internet as a business network was an opportunity for Solvay to maximize their IT flexibility and avoid MPLS capacity increases. Furthermore, being able to pay per user and by usage enables Solvay to adjust



### ABOUT SOLVAY

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- **Belgian chemical company founded in 1863**
- **29,000 staff in 55 countries**
- **Turnover of 12.4 billion euros in 2012**

costs according to the company's transformations (i.e. Mergers and Acquisitions). To reach the expected benefits, the performance of these business SaaS must be guaranteed.

### **3. Use all MPLS and Internet resources as a single unified network to increase the Quality of Service delivered to end-users**

70% of global traffic uses Internet while 30% uses MPLS.

Business applications using Internet are Gmail, Google Apps, Remedy, and SalesForce.com...

Business applications using MPLS are SAP, VoIP and Video over IP with Telepresence rooms and Tangberg systems.

Being able to guarantee the performances of these business applications over Internet and MPLS and maximize use of all available network resources is crucial to protect Solvay's productivity.

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*To support company efficiency, the IT department was asked to optimize the Quality of Service delivered for business applications while reducing telecom costs by 30%.* ”

**Vincent Best**  
**Global WAN Manager**



## **SOLUTIONS**

To reduce telecoms costs by 30% on a comparable basis while guaranteeing business application performances the following solutions were deployed by Solvay's IT department:

- Launch an RFP for the WAN services to reduce MPLS and Internet access costs;
- Move some applications to the cloud and only pay for what is used;

- Use the internet more as a business network and keep the MPLS for SAP, VoIP and Video only.

The renewed WAN contract with BT included a managed service of application performance guarantee based on Ipanema.

## WHY BT?

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- The best price versus performance WAN renewal offer.

- A network design that matches Solvay's new challenges and requirements.
- A managed service of application performance guarantee delivering application SLAs dynamically over the hybrid network.

BT and Solvay looked at several solutions including WAN Optimization and Classes of Service. Solvay chose a hybrid network including Ipanema's devices delivering:



## CHOOSING BT

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- **The best price versus performance WAN renewal offer**
- **A network design that matches Solvay's new challenges and requirements**
- **A managed service of application performance guarantee delivering application SLAs dynamically over the hybrid network**

- Applications protection according to their business criticality;
- Dynamic management of the IT transformations;
- HTTP traffic priority based on URL;
- Dynamic load balancing solution.

**The Connect Optimization managed service based on Ipanema Technologies is the best solution to deliver:**

- **Full visibility on application performances** over the global network to identify which applications are using the bandwidth and for which performance;
- **Objective based management** of the application performance to guarantee business application performances in all circumstances;
- **Dynamic bandwidth allocation** to unify application performance over MPLS + Internet hybrid network and ensure the optimum usage of each available path between sites;

- **Easy management of changes** and complex flows matrix including more and more voice and video.

## BENEFITS

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- **Business application performances are always guaranteed whatever the IT transformation.**
- IT changes to support the company's growth are managed easily and quickly.



### OBSERVED BENEFITS

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- **Business application performances are always guaranteed whatever the IT transformation**
- **From 2008 to 2013 their yearly telecom costs on a comparable basis have been reduced by 30%**

- Business applications are protected against less critical and bandwidth hungry applications.
- Business continuity and end-users satisfaction are protected.
- The IT department is more flexible and agile.
- **From 2008 to 2013 their yearly telecom costs on a comparable basis have been reduced by 30%.**
- A new WAN contract was signed with BT after an RFP process.
- Some business applications have been moved easily to the cloud and costs have been adapted to the number of users.
- With the Internet they can quickly increase bandwidth capacity according to their needs.
- A better use of the network resources allows to better master the bandwidth upgrades for at least 3 years.



## ABOUT IPANEMA TECHNOLOGIES

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Ipanema provides enterprises with a direct connection between application performance and their business requirements. With Ipanema Technologies, enterprises understand which applications use the network and automatically deliver guaranteed performance to each user. Enterprises can support their strategic IT transformations (like cloud computing and Unified Communications) and control Internet growth while reducing their IT expenses. Ipanema's customers range from mid-sized companies to enterprises with 1,000s of sites. Enterprises can use Ipanema as a product through an international network of certified channel partners, and as a service through Managed Service Providers and telecom operators' managed services. For SMBs, Ipanema is available as a service through Ipanema's AppsWork™ authorized partner network.

For more information, visit: [www.ipanematech.com](http://www.ipanematech.com)

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