

Calsonic Kansei (China) Holding Company



Chinese auto-parts maker uses Riverbed solutions to boost performance of Microsoft Office 365 and other SaaS applications to accelerate digital transformation

When Calsonic Kansei China, a leading manufacturer of automotive components, sought to manage its rapid growth by employing a cloud-first strategy, the introduction of bandwidth-intensive applications and services to the network resulted in a sharp rise in IT spending; and poor application performance impacted end-user experience, productivity, and collaboration. Calsonic Kansei China deployed Riverbed® SteelHead™ in order to accelerate the performance of business-critical SaaS applications like Microsoft Office 365, curbing rising IT costs and paving the way for future digital transformation initiatives.

Company description

Calsonic Kansei (China) Holding Company is a subsidiary of Calsonic Kansei Corporation of Japan, a global company involved in the design and manufacturing of automotive parts. Calsonic Kansei China has experienced rapid growth since it was established in 2002, and has more than 4,000 employees across 14 locations in nine Chinese cities.

Challenge: Poor performance of SaaS applications, including Office 365, impacts end-user experience, impedes digital transformation

Calsonic Kansei China's head office and primary data center are located in Shanghai, with its 14 branch offices distributed across the country, all connected by an MPLS network.

As part of a company-wide digital transformation initiative, Calsonic Kansei China made the decision to migrate several business-critical applications to the cloud. The deployment of Microsoft Office 365 and other bandwidth-intensive SaaS applications caused a significant spike in network traffic and bandwidth consumption. Citing one example, Calsonic Kansei China shared that Office 365 email traffic between their Shanghai head office and branch offices was hogging up to 90 percent of available bandwidth. Without visibility and control over performance, IT spending skyrocketed, performance slowed, and end-user experience and productivity suffered.

In addition to the immediate need to solve performance and cost issues, Calsonic Kansei China also lacked sufficient tools to accurately plan for the future rollout of cloud technologies across the organization.

In Brief

Challenges

- Poor performance of SaaS applications, including Office 365, a negative impact on end-user experience and impeded digital transformation initiatives
- Sharp rise in IT spending resulting from bandwidth-intensive cloud applications and services
- Loss of visibility and control over SaaS applications puts future service availability, application performance, and end-user productivity at risk
- Lack of tools to accurately plan for future cloud migration/ deployments puts future projects at higher risk for budget overrun

Solution

- Riverbed® SteelHead™ SaaS
- Riverbed® SteelHead™ CX

Benefits

- Improved app performance, end-user productivity, and experience:
 - Dramatically accelerated email, reducing bandwidth consumption, and decreasing traffic by up to 50%
 - Reduced bandwidth by more than 70% for ERP system and file sharing applications
- Improved visibility of and control over new cloud environment
- Reduced costs and effectively controlled budget
- Accelerated digital transformation initiatives:
 - Tools for capacity planning, dependency mapping, and SLA analysis helped establish a foundation for the rollout of new business initiatives and cloud deployments

Solution: Riverbed SteelHead SaaS for Microsoft Office 365 and SaaS applications

Calsonic Kansei China conducted a thorough evaluation of a number of leading vendors' solutions, and selected Riverbed SteelHead because it offered many competitive advantages, and had a proven track-record of success within its Japan-based parent company.

"We had previously implemented SteelHead to accelerate the delivery of data and apps between our Japanese headquarters and Chinese subsidiaries over MPLS, and the results were very positive," says Mr. Binbin Huang, director of IT Management at Calsonic Kansei China.

"We wanted to extend Riverbed's industry-leading optimization to our evolving cloud environment."

Recognized as a nine time 'Leader' in the 2016 Gartner WAN Optimization Magic Quadrant, the solution enables businesses to overcome application latency, bandwidth constraints, and competition among applications, boosting business performance and agility while reducing operational costs. SteelHead SaaS accelerates SaaS application delivery to and from the cloud.

Benefits: Reduced bandwidth consumption and accelerated performance of SaaS applications improve end-user experience and fuel cost-saving

Reduced traffic over the WAN and improved application performance eliminated the need for costly network upgrades. Improvements to backup and replication processes now help to ensure data integrity, and productivity of employees has improved, enhancing collaboration across the company.

“We saw every connection accelerate during both the proof of concept and deployment,” Huang explains. “Email traffic was optimized by more than 50 percent, ERP and file sharing traffic by more than 70 percent. Users in our Shanghai head office were blown away by 2x faster email delivery speeds and overall improvements to system response.”

Mr. Huang cites accelerated performance of its email system as the most valuable productivity improvement. “We have approximately 1,500 desktops on our network. Every Monday morning, the ‘boot storm’ would result in a one-hour delay for all staff as they all checked their emails,” he explains. “This issue was resolved as soon as the Riverbed solution went live. We’re now able to send and receive emails instantly, saving a lot of time that would otherwise be spent waiting.”

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Director of IT Management, Calsonic Kansei China

Ensuring a consistent, positive end-user experience across each of the company’s locations was a central priority for Calsonic Kansei China’s move to the cloud. SteelHead delivered. “We set very high standards for application performance. Riverbed helped us meet them and in several cases, exceeded them,” Huang says.

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The first phase of the project, which included the deployment of SteelHead appliances across 12 sites, was completed in just two weeks—something Mr. Huang credits to the ease of deployment as well as the support of Riverbed’s technical team. “SteelHead appliances were easy to install and manage, with a simple, intuitive user interface that worked within our existing network environment,” Huang explains. “Riverbed spared no efforts to support us on the project implementation. Their team was deeply engaged from the project design stage to ensure success.”

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In addition to expanding the SteelHead deployment to each of its branches in China, the company plans to move more applications to the cloud over time, taking advantage of SteelHead’s Universal SaaS licensing, which gives them the flexibility to activate optimization for additional applications as needed while dynamically adjusting to user needs.

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About Riverbed

Riverbed enables organizations to modernize their networks and applications with industry-leading SD-WAN, application acceleration, and visibility solutions. Riverbed’s platform allows enterprises to transform application and cloud performance into a competitive advantage by maximizing employee productivity and leveraging IT to create new forms of operational agility. At more than \$1 billion in annual revenue, Riverbed’s 28,000+ customers include 97% of the *Fortune* 100 and 98% of the *Forbes* Global 100. Learn more at riverbed.com.

The Riverbed logo consists of the word "riverbed" in a lowercase, bold, sans-serif font. The letters "river" are in a dark blue color, and the letters "bed" are in a bright orange color.