



DENSO Thermal Systems

accelerating performance

“At first, we thought that we would need to upgrade sites in order to improve application performance. However, our Orange Business Services team explained that traffic could be optimized through the innovative Business Acceleration offering.”

Mr. Silvio Bonetto
Information Technology
DENSO Thermal Systems

highlights

- rapid international growth affecting internal communications
- IP VPN network for 14 key sites in eight countries already in place
- needed improved application performance on the network
- Orange audit of network traffic highlights issues
- Business Acceleration solution delivers control of application prioritization through a combination of bandwidth allocation, shaping and compression
- applications ultimately prioritized by business need to enhance global communication and collaboration

issues and challenges

DENSO Thermal Systems, headquartered in Turin, Italy, is a leading designer and manufacturer of advanced automotive technologies, systems and components. The company operates in 14 European countries but utilizes its Japanese heritage from parent company DENSO throughout its approach to business – in particular, the principle of “kaizen” or “continuous improvement.” With sites in so many countries and a philosophy of working closely with clients and partners, close communication and collaboration are vital.

An IP VPN network from Orange was serving 14 key sites in eight countries for specific capabilities including Small Office Solutions and videoconferencing. While the network was working well, DENSO was suffering from application performance problems. DENSO considered upgrading the 14 sites but was concerned by the considerable expense and looked for a more intelligent solution that could utilize the previous network investment.

- **the objective:** identify the cause of poor application performance and cost-effectively implement application prioritization based on business needs

the Orange Business Services solution

- Orange proposed a consultancy-led initiative using Enterprise Application Management – a component of our Business Acceleration product suite. Its features and capabilities include on-going visibility, control, bandwidth management, compression and acceleration of network applications.
- Our consultants undertook an audit of the performance of the applications on the network, which resulted in the isolation of the traffic problems and supported the case for using Business Acceleration.
- The Business Acceleration solution has enabled DENSO to take control of its application prioritization through a combination of bandwidth allocation, shaping and compression technologies.

the benefits

Enterprise Application Management is making a significant contribution to the company’s communication and collaboration capabilities.

stronger relationships

- enables better communication between sites, clients and partners
- promotes quicker decision-making and issue resolution

reduced costs

- alleviates expensive site upgrades
- optimizes costs across the network

improved productivity

- aids productivity through clearer and faster communication
- supports the company’s “kaizen” philosophy of “continuous improvement”

enhanced business operations

- gives management quick access to business-critical applications
- assists business efficiency and effectiveness

for more information about Orange Business Services, visit www.orange-business.com

for more information about DENSO Thermal Systems, visit www.denso-europe.com

real collaboration...

“We see Orange Business Services as more than a network services provider; they are also a trusted business communications advisor.”

Mr. Silvio Bonetto



results

- no upgrade costs
- prioritization of applications based on business need
- enhanced global communication and collaboration