



Client spotlight:

# 10 cases where networking made all the difference

From ideas to results



# Client spotlight: networking



Figure 1: Magic Quadrant for Network Services, Global



Source: Gartner (February 2023)

**NTT is named a Leader in the 2023 Gartner® Magic Quadrant™ for Network Services, Global\* for the 10<sup>th</sup> consecutive year.**

\*Gartner, Magic Quadrant for Network Services, Global, Danellie Young, Karen Brown, Gaspar Valdivia, 22 February 2023

Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner’s research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

Gartner is a registered trademark and service mark and Magic Quadrant is a registered trademark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and are used herein with permission. All rights reserved.

NTT was recognized as 'NTT Communications' in 2014-2017

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from NTT.

The report 'Magic Quadrant for Network Services, Global' was previously titled as Magic Quadrant for Global Network Service Providers (2012-2014)



# Choosing the right network provider is crucial if you want to leverage the latest technology to drive business outcomes.

We offer comprehensive Network as a Service solutions that deliver scalability, flexibility, cost-effectiveness, security and reliability.

But how exactly do these features translate into real-life benefits?

To answer this, we look at how our clients have harnessed the power of our network services to:

- 1 Drive digitization
- 2 Create a blueprint for an intelligent building
- 3 Build a foundation for growth
- 4 Power digital transformation
- 5 Improve bandwidth, compliance and application performance
- 6 Connect different locations, with zero downtime
- 7 Increase bandwidth to connect virtually
- 8 Expand an intelligent workplace with augmented reality
- 9 Deliver exceptional community services
- 10 Revolutionize employee experiences and collaboration in the hybrid workplace



# 10 cases where networking made all the difference





# 01

## Driving digitization

Germany | Manufacturing

**“As an international company, we rely on seamless communication and collaboration between our global teams. These services, as well as application modernization, digital production and the development of new business models, require flexible and stable network connections.”**

Tino Gieslor, Global Network Manager, Knorr-Bremse

Knorr-Bremse is the world’s leading manufacturer of braking and other systems for rail and commercial vehicles. Their digitization strategy included adopting Microsoft 365 and Teams as well as migrating key applications to the cloud. They needed a network that would deliver high availability and bandwidth, and adapt quickly to evolving business needs.

We designed a managed SD-WAN solution and implemented it at 114 sites across the world in six months, installing 134 access lines and 224 SD-WAN devices. The network allows them to prioritize business-critical traffic while using direct access to the cloud to reduce the pressure on the core network.



# 02

## Creating a blueprint for an intelligent building

Americas | Technology

**“Working with NTT and Cisco we were able to take our vision of what an intelligent workplace is to the next level, integrating seamlessly with other building management systems.”**

Jeff Littleton, Executive Vice President, ASHRAE

ASHRAE is a global professional society committed to serving humanity by advancing the arts and sciences of heating ventilation, air-conditioning, refrigeration (HVAC&R) and associated fields.

Instead of moving to a new building, they refurbished an existing structure to make it carbon-neutral, provide an enhanced experience for employees and visitors, and reduce the overall operating costs of the facility.

Working with Cisco, we developed an integrated management system that gives ASHRAE full visibility of their workplace environment and the building management systems. The new building provides an optimal environment for employees and visitors, ensuring that they have access to the facilities they need.



# 03

## Building a foundation for growth

Indonesia | Manufacturing

**“Because of our long-standing relationship with NTT, we had complete trust in the ability of their team to deploy and manage our network environment.”**

Suparno, IT Infrastructure Section Manager, Ajinomoto Indonesia

Ajinomoto is a Japanese food and biotechnology corporation that produces seasonings, cooking oils, frozen foods, beverages, sweeteners, amino acids and pharmaceuticals.

Ajinomoto Indonesia’s multiple legacy systems posed a critical risk of disrupting the business in the event of power failures or floods. They worked with NTT to deploy to deploy a managed SD-WAN to 50 sites across Indonesia and move their application environment into a private cloud in our Jakarta 2 Data Center. This fully managed environment ensures that their users have access to their applications and data, reducing costs and operational complexity and increasing agility and flexibility.



# 04

## Powering digital transformation

Australia | Financial services

**“We have a lot of our capability in the cloud. Our connectivity is ultra-important because all of our infrastructure, the things our people are actually using, exists outside the perimeter of our network.”**

Rob Pickering, Chief Technology and Digital Officer, Cbus

Cbus is Australia’s leading industry superannuation fund for the building, construction and allied industries. Together, we created technology platforms that provided the flexibility and responsiveness they needed to meet evolving customer service expectations.

Over six months, we assisted in designing, deploying and managing a secure, private SD-WAN environment for Cbus. This connects their offices and remote and mobile workforce to an increasing number of cloud resources.

The network’s visibility, control and flexibility support Cbus’s strategy to move away from a wholesale outsourcing model and develop their own systems so they can be more responsive and self-reliant, and adopt a smart-sourcing approach.



# 05

## Improving bandwidth, compliance and application performance

Global | Media and communication

**“The most important thing is our partnership. This is the biggest value that we realized. Working together is the way to win the market and make sure we are getting benefits for our customers.”**

Piotr Pyszkowski, EVP Digital Transformation, Quality, Security, Alcatel-Lucent Enterprise

One of the world’s leading technology providers and system integrators, Alcatel-Lucent Enterprise, required a reliable solution to keep their 830,000 global customers connected. They wanted to be ahead in connection and be an early adopter of SD-WAN to support their cloud ambitions.

Their new network improved bandwidth consumption – increasing bandwidth by 300% across sites – as well as the performance of their internet-based applications. They had a single solution for all 50 locations the telecoms giant operates in, which also complied with complex regulations across the breadth of their footprint. As a result, their branches experienced increased uptime as well as a 25% network cost reduction.



# 06

## Connecting live sporting locations, with zero downtime

Europe | Sport and entertainment

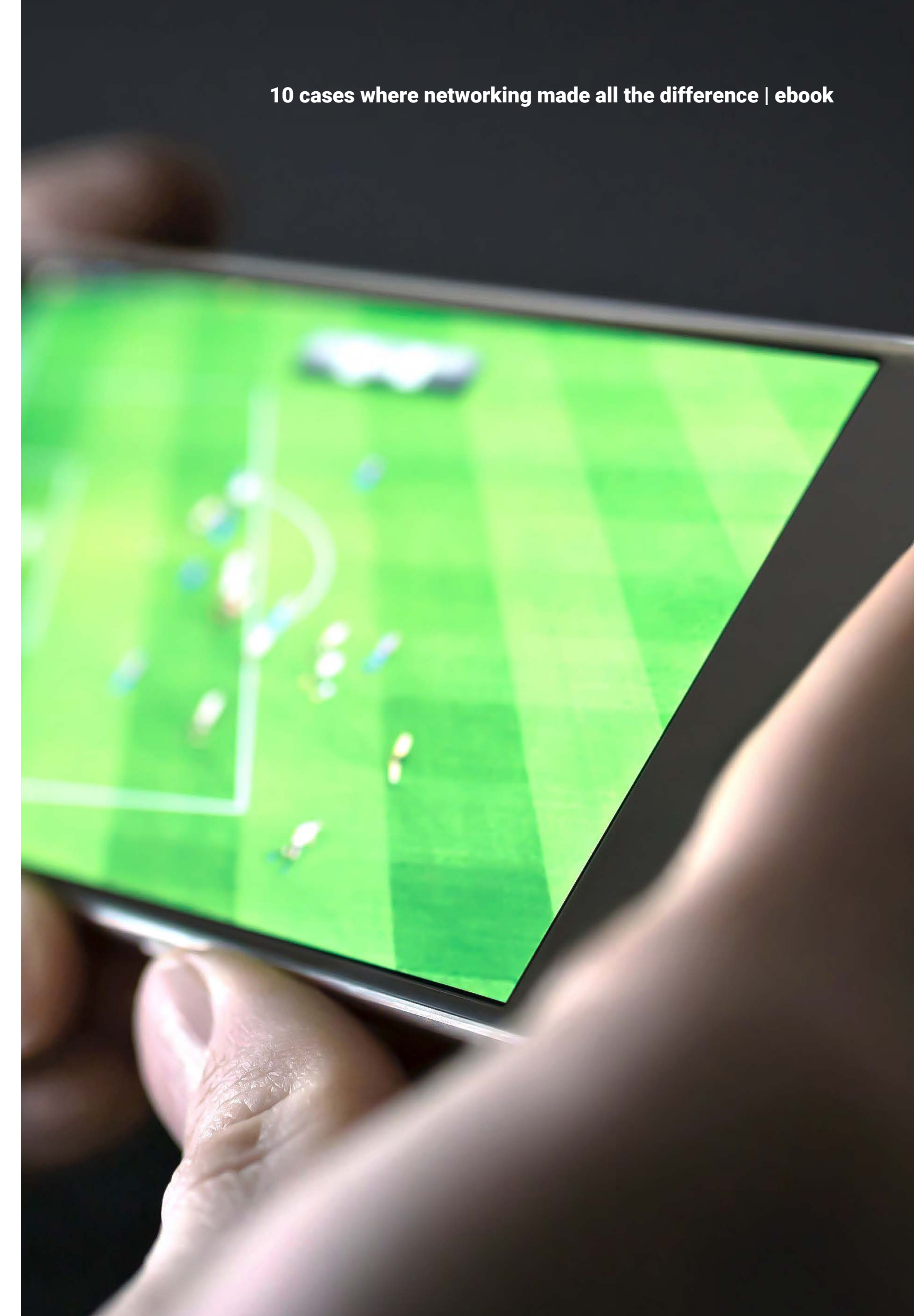
**“UEFA Euro 2020 is a symbol of the power of football to unite communities. The capabilities that NTT brought to the table allowed us to focus on the tournament, secure in the knowledge that, come match day, everything would be in place.”**

Daniel Marion, Chief of Information and Communication Technology, UEFA

Football’s UEFA European Championship is one of the world’s largest sporting events. UEFA Euro 2020 marked the first time that the tournament had been staged across the continent at 11 stadiums, so ensuring that each stadium stayed connected was critical.

We worked with the UEFA team to plan, deploy, manage and eventually decommission the local networks at each of the stadiums. This included installing more than 245km of copper and 87km of fiber-optic cables as well as almost 1,600 access points and 890 switches.

The strong continent-wide coordination allowed us to ensure that UEFA personnel and key stakeholders could stay connected during each match.



# 07

## Supporting innovation across a global footprint

Netherlands | Manufacturing

**“We chose NTT because we needed a truly global partner who could deliver one solution across all our locations. Having them manage and secure our SD-WAN has significantly improved our security posture.”**

Rob Naaijken, Sr. Director Global IT, Inalfa Roof Systems

Inalfa Roof Systems' operations are spread over three continents, with factories and development centers in Europe, North America and Asia supported by regional IT teams. As part of their drive to maximize customer value, Inalfa was looking to standardize how they consumed IT across the company. They also wanted to significantly increase the visibility of their IT estate and simplify IT management. Working with NTT, they moved from their legacy WAN to a state-of-the-art, hybrid software-defined wide area network (SD-WAN) that's secure by design and allows remote workers to securely access their corporate network.

Having one SD-WAN solution across their global operations, managed by one partner from end to end, has given Inalfa more predictable performance and latency. In addition, they have full visibility of the entire WAN, including performance and usage. The agility provided by the network has already enabled them to adapt to changes in their business environment.



## 08

## Creating a world-leading, high-performance sporting campus

New Zealand | Sports

**“We saw the work NTT was doing with INDYCAR and Tour De France, and it was inspiring. We are an innovation hub and NTT is a great partner to maintain our reputation and achieve our vision.”**

Jamie Tout, Performance Institute General Manager (Director), NZCIS

One of the most technologically advanced sporting facilities in the world, the New Zealand Campus of Innovation and Sport (NZCIS) is transforming how the next generation of athletes will train, recharge and play in New Zealand. For the developers of NZCIS, the goal was to create a campus that would be a real “game changer” in enabling sports teams and athletes to perform at their peak.

To support NZCIS in reaching their goal, NTT was brought on as their technology partner for the entire facility. We came in at the early stages of planning to ensure that the technology and digital potential of the new campus could be fully enabled.

With their platform now in place to collect and analyze an incredibly rich set of data, NZCIS are looking at other innovative applications as well as monetization and commercialization opportunities – including nonfungible token (NFTs), benchmarking and gamification.





# 09

## Delivering exceptional community services

United Kingdom | Public sector

**“Technology is key to the outstanding services we want everyone to access. And it can transform the relationships we have with our communities, enabling them to help themselves, each other and us to together make the places we live and work in be the best they can be.”**

Councillor Gavin Callaghan, Leader of Basildon Council

With a population of over 180,000 people, an economy worth GBP3.7 billion and a number of internationally recognized businesses, Basildon is the largest and fastest growing economy in Essex and a significant driver of regional and national growth. Basildon Borough Council has set themselves an ambitious target to have the best town centers in the Southeast England.

When their existing technology environment wasn't able to support the delivery of smart, flexible citizen services, it was clear that digital transformation was the best way forward. Now, an upgraded enterprise network and data center with managed services for critical council services enables them to reduce costs, innovate faster and focus on strategic regeneration initiatives.



# 10

## Revolutionizing employee experiences and collaboration in a hybrid workplace

Poland | Manufacturing

**“We needed support in designing the best solutions and choosing the technology. We trusted NTT because of their extensive capabilities and numerous partners. We appreciate the dedication and personal commitment of the NTT team, who coordinated many implementations in a very short time.”**

Paweł Miodek, D&T Service Delivery Manager, HEINEKEN

HEINEKEN has the largest global brewery presence in the world. The decision to move HEINEKEN Kraków’s financial and operational shared services centers to a new office in Poland gave them the opportunity to consider the best approach to their campus network needs, leveraging software-defined infrastructure and a hybrid collaboration solution.

Looking to provide employees with a modern environment which would serve as a showcase for all HEINEKEN offices, HEINEKEN moved their internal contact center to the cloud and delivered a collaboration platform which improved employees’ work-life balance.



## Take the next step

NTT's intelligent and secure Network as a Service solutions offer businesses greater flexibility, scalability, automation, predictability and control to support their high-performance hybrid environment.

Our solutions underpin an edge-to-cloud strategy that enables organizations to deliver exceptional employee and customer experiences, increase agility and reduce risk.

See how [NTT's Network as a Service](#) can help you unlock the potential of everything from multicloud to hybrid workplace and transformative digital strategies.

[Find out more](#)



