

CUSTOMER CASE STUDY

Flügger gains network flexibility and security with Cato SASE

From MPLS to one global cloud-based network for 400+ stores and five production facilities — with ROI in just 12 months.



Secure · SASE & Cato Networks
gomomentum.eu

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01 Summary

Flügger Group was facing a far-reaching digital transformation and needed secure, stable and fast WAN connections between its data centers, retailers, suppliers, partners and production sites — through one cloud solution.

The existing setup of MPLS WAN connections and numerous point solutions was experienced as inflexible, enormously resource-intensive and unhelpfully closed to external partners. With five production facilities, more than 200 own retail locations and 200+ franchise stores across Scandinavia, Eastern Europe and China, this was a major expansion and digital transformation for the entire group.

KEY TAKEAWAY

By replacing MPLS and point solutions with Cato Networks' SASE platform, Flügger gained a flexible, secure global network — and the investment paid for itself within 12 months.

Together with Momentum, Flügger simplified and improved its security posture by implementing Cato Networks. The SASE platform gives Flügger the flexibility to change and adapt its IT platform as the business evolves.

After just 12 months with Cato implemented in its stores, the investment had earned itself back compared with the previous MPLS solution — saving both time and money, with partners invited into the network securely and easily.

02 Flügger in general

Flügger Group, based in Denmark, is a manufacturer and retailer of paint, wood protection, filler and wallpaper products and related tools. The growing company operates five production facilities and more than 400 stores across Scandinavia, Eastern Europe and China.

Before Cato, Flügger depended on MPLS and multiple security point products to provide secure WAN connectivity between retail stores, data centers and production facilities.

KEY TAKEAWAY

A retail and production network spanning three regions needs connectivity that opens and closes stores as fast as the business does.

200+ OWN RETAIL LOCATIONS	200+ FRANCHISE STORES
5 PRODUCTION FACILITIES	12 MONTHS TO ROI

03 The challenges

Secure, but inflexible and closed

Flügger's digital transformation demanded secure, stable and fast WAN connections between data centers, retailers, suppliers, partners and production — through one cloud solution. The existing MPLS setup couldn't keep up.

- 1** The MPLS WAN was secure but very inflexible: changes required a large investment of time and resources.
- 2** Numerous security point solutions made the environment enormously resource-intensive to manage.
- 3** The network was unhelpfully closed to external partners and suppliers who needed access.
- 4** With five production facilities and 400+ own and franchise stores across Scandinavia, Eastern Europe and China, the expansion required a network that scales per store — not per project.

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Our MPLS solution was secure, but very inflexible and closed, and it was difficult to make changes without a large investment of time and resources.

Jan Jørgensen

IT PROJECT LEADER,
FLÜGGER GROUP

KEY TAKEAWAY

Security alone isn't enough: a network that resists change becomes the bottleneck of a digital transformation.

04 The solution

Cato's SASE platform becomes the new foundation

Working with Momentum, Flügger simplified and improved its security level by implementing Cato Networks. The SASE — secure access service edge — platform gives Flügger a more flexible solution, with the ability to change and adapt the IT platform in step with its development.

One secure, global cloud-based network service

All of Flügger's global network activities — factories, offices, retail stores, physical and cloud data centers, and its many mobile users — were connected to a single, secure, global cloud-based network service. Through Cato's security services, such as anti-malware, next-generation firewall and IPS, all WAN and internet traffic runs through the cloud.

New locations in minutes, zero packet loss

Adding a location is simply a matter of installing a pre-configured Cato Socket, which automatically links to the nearest of Cato's 80+ global PoPs. Each PoP delivers connectivity to the global backbone and the selected security services; the backbone provides private connections and zero packet loss by routing traffic along the optimal path.

KEY TAKEAWAY

MPLS migrated to SD-WAN on one global cloud-based network service — with security built in and zero packet loss on the backbone.

05 So, what's the result?

After just 12 months with Cato implemented in its stores, Flügger's investment had earned itself back compared with the previous MPLS solution. The company saves both time and money, and can invite the necessary partners into the network securely and easily. The biggest savings come from the flexibility to choose the internet lines that make economic sense, since Cato is an internet-based solution.

"It is quick and easy to move, open or close stores compared with the MPLS network, especially at global locations outside Denmark," says Jan Jørgensen. "We have gained much more control and transparency, and can monitor and make changes remotely. Before Cato, it was more complicated to work out the cause of a lost connection to one of the stores. Today we can easily uncover this and see where the fault occurred. We change and adjust security settings remotely, and can quickly adapt so we are prepared for new threats."

Having one reliable security partner instead of a stack of separate suppliers saves time and gives a better overview — a flexible network, from a flexible partner who understands the requirements and is there when help is needed.



It has been a fantastic experience. We have gone from a business-critical infrastructure to a stable solution with a good team that I can trust. We now have a solution that can grow with our business.

Jan Jørgensen

IT PROJECT LEADER, FLÜGGER GROUP



CONTACT US

Ready to take the next step?

Momentum is a leading managed services provider that empowers international organizations to communicate and operate securely, reliably and flexibly in today's digital landscape. As the European arm of Momentum, a global provider of advanced connectivity, communication and security solutions, Momentum EMEA combines deep regional expertise with 24/7 service for over 250 global clients.

We deliver smart, integrated solutions for connectivity, communication, network security and related professional services. Clients benefit from one point of contact, one contract, one SLA and one invoice — regardless of the underlying providers.

Operating fully carrier-neutral, we partner with over 1,400 providers and 2,200 data centers in more than 190 countries and 8,500 cities worldwide. With our own Network Operating Center, a unique Global Voice Platform and an advanced Global Control Portal, clients have full visibility and control over their digital infrastructure.

MOMENTUM EMEA

Horapark 3, 6717 LZ Ede
+31 (0)20 226 1500
service@gomomentum.eu
gomomentum.eu

SALES

+31 (0)20 226 1551
sales@gomomentum.eu