

CUSTOMER CASE STUDY

Hoyer Motors gains security and control — and better performance in China

From VPN appliances and MPLS to Cato SASE with managed detection and response, across Europe, Korea and China.

**HOYER**

Secure · SASE & Cato Networks
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01 Summary

Hoyer Motors, the almost 50-year-old Danish manufacturer of electric motors, relied on internet-based VPN and branch firewall appliances to connect its locations in Europe, Korea and China, with an additional MPLS connection for the China office. The company faced service interruptions at many offices and large swings in performance due to unstable connectivity and latency.

As malware attacks came faster and grew more sophisticated, Hoyer struggled to secure the business without compromising the budget or giving up control — firewall management was outsourced to an external firm, and updates could take up to 14 days.

KEY TAKEAWAY

With Cato's SASE platform and Cato MDR, Hoyer Motors regained control of its security, eliminated firewall-patching worries and dramatically improved connectivity — especially in China.

Together with Momentum, Hoyer implemented Cato's cloud-based SASE platform: SD-WAN with high availability across multiple internet connections, equal benefits for every location, and a complete solution the internal IT department can update and operate itself.

The improvement, especially in China, was remarkable — even in outer regions where a 4G connection is normally not possible.

02 Hoyer Motors in general

Hoyer Motors is a leading supplier of electric motors. Founded in 1974 and based in Denmark, the company operates multiple locations across Europe, China and Korea.

Before Cato, the locations in Europe, Korea and China were connected via internet-based VPN and local firewalls, with an additional MPLS connection for the China office — and firewall management outsourced to an external provider.

KEY TAKEAWAY

A manufacturer with factories from Denmark to northern China needs a network where every location performs — and security stays in its own hands.

1974

FOUNDED

3

REGIONS: EUROPE, KOREA & CHINA

14 → 0

DAYS WAITING FOR FIREWALL
UPDATES

1

SASE PLATFORM, MANAGED IN-
HOUSE

03 The challenges

Unstable connections, outsourced control

Hoyer had a clear vision that something had to change — and SD-WAN was already on the wish list, to secure high availability by using multiple internet connections.

- 1** Service interruptions at many offices, with large performance swings caused by unstable connectivity and latency — worst of all in China.
- 2** Malware attacks came faster and grew more sophisticated, making the business harder to secure.
- 3** Security had to improve without compromising the budget — or giving up control to the external firm managing the firewalls.
- 4** Critical firewall updates could take up to 14 days through the external administration provider.

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It is really, really crucial that a firewall update is carried out immediately. Otherwise you risk being attacked. Unfortunately, it could take our administration provider up to 14 days to update our firewalls.

Kenneth Middelboe Carlson
FORMER IT SENIOR
ADMINISTRATOR, HOYER
MOTORS

KEY TAKEAWAY

When threats move in hours and firewall updates take two weeks, security by outsourcing becomes the risk itself.

04 The solution

Cato's SASE platform becomes the new foundation

The drawing board called for a cloud-based platform that would give all of Hoyer's locations the same benefits — whether in Denmark, elsewhere in Europe or in China — combined with a complete solution that Hoyer's internal IT department could easily update and operate itself. Together with Momentum, that became Cato's SASE platform.

Prove it first: a test phase

Hoyer requested a test phase. The first Cato Sockets — Cato's edge SD-WAN devices — were installed in the server room, and five users were equipped with Cato Mobile Clients. The MPLS connection was migrated to SD-WAN, improving global connections as well as security and internet access.

"The improvement, especially in China, was incredible. In the outer areas of China, where you normally cannot establish a 4G connection, Cato also proved to have the solution. It was really, really impressive to see," says Kenneth Carlson.

KEY TAKEAWAY

MPLS migrated to SD-WAN on one cloud platform — equal performance for every location, operated by Hoyer's own IT team.

05 So, what's the result?

Hoyer got far more than a new IT infrastructure. “MDR has changed how we look at security,” says Kenneth Carlson. “Right now we are optimizing security, antivirus, pattern control and everything else more thoroughly than we have ever done before, basically because of MDR. Cato MDR has been more effective than I could ever have imagined.” Cato MDR also flagged unknown devices on the network and created a better overview — and with Cato, worries about timely firewall patching and network security are gone.

The connection is better too, especially in China: people at factories in northern China who were never able to work optimally now can. Productivity is up, and connecting globally has become easier for everyone.

Above all, Hoyer is back in control. “I think the biggest thing about moving to Cato, compared with what we had before, is that I feel we are in control,” says Carlson. “IT is also about management. The more you are in control and handle yourself, the better.”

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Our connection is better, especially in China. We have people at factories in northern China who have never been able to work optimally. They can now, with Cato. That is really, really big.

Kenneth Middelboe Carlson

FORMER IT SENIOR ADMINISTRATOR, HOYER MOTORS



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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.

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