MAMMUT ACHIEVES SECURITY, FLEXIBILITY, PERFORMANCE AND EFFICIENCY AT ALL ITS GLOBAL LOCATIONS

The Company

The products of the Mammut Sports Group, which is synonymous with innovation, quality and reliability in the alpine sports and outdoor sector, are in considerable demand all around the world. The Group has its headquarters in Switzerland and its subsidiaries in Germany, Norway, UK, Japan, South Korea, China and US. Thanks to its global distribution network, it generates some 80% of its revenue outside Switzerland. Around 65% of the company's revenue comes from clothing, but climbing ropes remain a vital segment.

> If you analyze precisely all the things that are included in the service, you'll see that it is definitely excellent value for money, in my opinion.

Felix Kündig, CFO (2009-2018), Mammut

THE CHALLENGE

- IT network at the limit of its capacity manifested by lack of bandwidth and transparency
- Necessity to operate more quickly, efficiently and flexibly in the global market
- No compromise on security and compliance
- All-in-one solution required as well as a partner with expertise

THE SOLUTION

- Open Systems Secure SD-WAN
- 24x7 operations and security monitoring by level-3 engineers
- MPLS lines combined with VPN over internet

THE RESULTS

- Security, flexibility and efficiency at all Mammut's global locations
- Excellent value for money with all-inclusive service
- 5x more bandwidth at lower cost and improved user experience
- Mammut specialists put more focus on business needs

THE CHALLENGE

Following the company's growth and expansion into new markets, its existing IT network was reaching its capacity. This was one of the reasons to reorganize the network. In contrast to the other Conzzeta Group companies, Mammut is a business-to-consumer organization and one that is greatly driven by marketing. Its strong growth and the associated global expansion led to a situation in which the old WAN solution was no longer consistent with the company's business model. It became more and more difficult to meet the needs of the business. This was manifested by lack of transparency, control and bandwidth, which made the introduction of new applications, for instance in the area of unified communications, practically impossible.

The goal was to operate more efficiently, quickly and flexibly in the global market. It was not about technology, but a matter of principle, a conceptual issue. The people in charge within the Group understood this and were very supportive in many respects. The Group would not compromise when it came to security and compliance.

Mammut wanted an all-in-one solution, a kind of all-inclusive package. With the resources the company had, it was no longer possible to set up and secure a global network and then operate it around the clock. The level of complexity was much too high for that.

Mammut's motto is, "Either do it right, or don't do it at all." With that in mind, the Group wanted to find a partner who possessed the necessary expertise and had control over both the technology and the processes. This would give Mammut's internal specialists the opportunity to focus more on the needs of the business.

THE SOLUTION

Secure SD-WAN with 24x7 operations

Today Mammut works with Open Systems and uses an SD WAN which includes security services from a single source, 24x7 operations and security monitoring.

Mammut is currently present at eleven sites: in Switzerland, Germany, Norway, UK, Japan, South Korea, China and US. The basis of the service is an SD-WAN with hybrid technology which connects these sites. Two MPLS lines are still operated, one to the parent company in Zurich and one to the logistics warehouse at the German subsidiary, from where Mammut supplies the whole of its European market. The remaining sites are connected via site-to-site VPN. Application performance management provides critical visibility and control down to the application level. Thanks to this service component, certain bandwidths can be reserved for business-critical applications that can be routed automatically in a dynamic way depending on the status of the WAN.

Greater flexibility

The use of internet technology greatly increases Mammut's flexibility. Five times more bandwidth is available at a lower cost. A further factor is that the company now has secure access to the internet at every site via local breakouts. This takes the load off the WAN and at the same time gives users faster access to the internet and the cloud. Across the whole WAN there is a centrally managed security layer that protects all of the assets, be they on premises, at a data center or in the cloud.

The entire service is operated 24x7 by Open Systems security engineers. This takes a tremendous amount of pressure off Mammut's IT employees who are then only involved in exceptional situations and can focus on defining and monitoring the rules. To do this, they work intensively with the Customer Portal, which gives them the transparency they need and a clear overview at all times.

THE RESULTS

Mammut is very satisfied. Its IT team is able to answer key questions from management much faster and in far more depth. The Customer Portal displays everything clearly, so you can find the information you want at a glance. The information is well organized and always up to date. It is extremely easy to use, which is important as the team spends a lot of time in the portal.

Behind the scenes at Open Systems Mission Control

What happens behind the scenes is equally impressive. Mammut finds the reaction time of Open Systems Mission Control unparalleled. All rules are implemented painstakingly and precisely by the security engineers, and all actions and changes are clear and easy to understand.

Mammut's IT team is extremely happy, and their parent company has also reacted positively to the new solution.

Felix Kündig, CFO (2009-2018), Mammut

Open Systems is a leading provider of a cloud-native secure access service edge (SASE) platform that transforms traditional WANs into secure, simple-to-manage and cost-effective networks that quickly adapt to the speed of digital business. Managed by world-class experts, the Open Systems platform couples the simplicity, security and performance with the visibility, flexibility and control enterprises absolutely need in their networks.

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