

# MANUFACTURING INDUSTRY

Speed. Reliability. Security



The world's leading manufacturing firms leverage the Akamai Intelligent Platform™ to drive business by increasing web performance and application availability without costly new infrastructure. Akamai provides the speed, reliability, security, and expertise to ensure firms continue to satisfy their customers, partners, and employees.

## The Akamai Difference for Manufacturing

- **Reduce Costs:** Leverage the low cost of cloud networking, allow for data-center consolidation and data-center offload.
- **Security:** Protect against DDoS. Prevent Loss of Data.
- **Performance = Revenue:** Access global markets, increase transactions, and provide 100% uptime for critical network applications.
- **Improve User Experience:** Improve customer satisfaction, optimize user web experience, and improve web performance in remote user locations.

## Realizing Cost Reduction, Accelerating Web Order Management

Manufacturers have relied on EDI (electronic data interchange) to drive down their ordering processing costs from their largest customers and distributors. In doing so, they have run into challenges with Internet reliability and latency. If customers are unhappy with Internet speeds or are having difficulty doing business, then they will abandon web transactions, fail to adopt, and frustrate the manufacturer's goal of driving down costs.

One global 500 industrial manufacturing company had difficulty deploying applications hosted in the cloud while maintaining control and visibility of performance, reliability, and security. They also suffered from poor website and application performance. They needed a solution that would give them a real-time view into their solutions as well as increase website performance without degradation of speed. They utilized Akamai Enterprise Web solutions and found tremendous improvements in their manufacturing processes. They were able to reduce data center infrastructure costs and expand the global reach of websites and web applications as well as increase performance of sites and applications by 75%-100%.

## Speed Time to Market: Accelerating Product Lifecycle Management

With the globalization of the supply chain, many manufacturers are challenged to work collaboratively with suppliers around the world. The traditional solution was to connect critical suppliers to the WAN using MPLS. But as manufacturers seek the flexibility to work with new low-cost suppliers, often in locations where MPLS is costly or not even available, they are turning to web-based Product Lifecycle Management (PLM) applications.

In order to provide their suppliers with fast, reliable access to the product planning process including large CAD/CAM files, manufacturers have been turning to Akamai. One leading manufacturer has seen a 60% improvement in the search time for product plans and a 66% improvement in file download time by using Akamai—results that outperform even their web applications running over MPLS connections.

## Quick Facts

- 4 of the top 10 North American advanced medical equipment manufacturers trust Akamai.
- 6 of the top 20 North American manufacturers depend on Akamai.
- 7 of the top 50 North American automotive manufacturers utilize Akamai.

## Representative Akamai Automotive Customers

**KOMATSU** **SKF**



**NORTHERN**  
TOOL + EQUIPMENT



**Waters**



## Manufacturing

### Akamai's Web Experience Solutions

Akamai's Web Experience solutions allow you to leverage the Internet as a standard platform for delivery of all your business web applications from any data center to any user, on any device, anywhere in the world. At its core, our cloud solutions are made up of several advanced technologies that have been developed specifically to meet the demands of businesses that are running over the Internet. The Web Experience solutions service runs on the Akamai Intelligent Platform, which is made up of over 200,000 servers deployed in over 100 countries, spanning the most important networks within the Internet, and is a single network hop away from over 90% of Internet users. The Intelligent Platform is controlled by Akamai's software and is constantly monitoring Internet conditions in real time.

The reality is that you now have more web applications hosted in more places. In order to derive insights from the data generated from all of your business web applications, you'll need a solution to integrate all of your data into a centralized analytics environment. If you're striving towards a real-time Big Data Analytics solution, Akamai solutions accelerate the integration of source data over the Internet and into your analytics environment.

Akamai solutions allow you to instantly configure your web applications onto the service and take advantage of 100% performance improvement and 100% availability SLAs. Akamai allows you to achieve organizational agility by overcoming the top challenges associated with delivering your business applications over the Internet.

### Securing the Enterprise

More and more manufacturing firms are moving workloads to the cloud that are being accessed over the Internet every day. At a business level, organizations are taking applications that were once exclusively used behind the firewall for security reasons and moving them to the cloud. The trend of rapid cloud adoption has significantly changed the security ecosystem for all stakeholders. For businesses and individuals, critical data has moved from controlled locations such as on-premise data centers and personal computers out into cloud data centers that are operated by someone outside their business and readily accessible over the public Internet. This new reality presents serious threats to any type of workload that is hosted in the cloud and accessed over the Internet. There are serious repercussions for not having the right security solutions in place when operating in the cloud; such as data loss, downtime, lost revenue, and tarnished brand reputation. Security should be a critical component of every network architecture.

### KEY CAPABILITIES

#### Application Performance

- Intelligent routing selects a superior Internet route.
- TCP optimizations and proprietary network transport protocols reduce the number of round-trips required.
- 100% global performance improvement SLA.

#### Application Availability

- Dynamically balances Internet traffic across multiple data centers in real time.
- Provides real-time alerts when data center response times lag.
- 100% global availability SLA.

#### Infrastructure Scalability

- Provides an infrastructure offload capability for your applications.
- Quick deployment and provisioning of new applications.
- Serves IPv6 traffic to end users even if customer infrastructure uses IPv4.

#### Web Security

- Designed to automatically detect and shut down security threats on the network before they ever get to your data center.
- Extend your application security perimeter outside the data center.

“ Within one month of implementing the new delivery solutions, we've experienced a dramatic 30% increase in traffic from this region—without any additional sales or marketing effort.

— **Richard Olivecrona**, Director of Internet and Intranet Management SKF

## Manufacturing

### Why Akamai Web Security Solutions

Security has never been more important than now because of the volume of attacks that this industry is facing. With the use of open-source technologies, Hacktivists find more opportunities for malicious activities. The Department of Homeland Security says, "Manufacturing is crucial to economic prosperity and continuity of the United States." Manufacturing feeds a large part of the economy, and that is why manufacturing companies need to keep their applications and sites safe.

You need to protect against DDoS attacks and prevent loss of data. With the Akamai Intelligent Platform behind you, you'll be able to keep your data and your customer's data safe. Our solutions offer real-time views into developing threats, allowing you to stop the threats before they become more serious.



As the global leader in Content Delivery Network ([CDN](#)) services, Akamai makes the Internet fast, reliable and secure for its customers. The company's advanced web performance, mobile performance, cloud security and media delivery solutions are revolutionizing how businesses optimize consumer, enterprise and entertainment experiences for any device, anywhere. To learn how Akamai solutions and its team of Internet experts are helping businesses move faster forward, please visit [www.akamai.com](http://www.akamai.com) or [blogs.akamai.com](http://blogs.akamai.com), and follow @Akamai on [Twitter](#).

---

Akamai is headquartered in Cambridge, Massachusetts in the United States with operations in more than 57 offices around the world. Our services and renowned customer care are designed to enable businesses to provide an unparalleled Internet experience for their customers worldwide. Addresses, phone numbers, and contact information for all locations are listed on [www.akamai.com/locations](http://www.akamai.com/locations).

---