



## COMPETE TO WIN WITH H3C MANUFACTURING NETWORKS

### Overview

Competing in a global marketplace with rapid product lifecycles and fluctuating demand requires sophisticated network infrastructures that can expedite product design, production and delivery. It requires a well-trained workforce and effective collaboration among geographically dispersed teams supported by rich multimedia conferencing tools and digital product simulation. In addition, today's manufacturers need technology solutions that provide real-time access to business and manufacturing intelligence to ensure agile supply chain operations and optimized inventory controls, order management and worker productivity.

Advanced networking technologies can revitalize outdated processes, satisfy higher customer expectations and decrease time to market. Unfortunately, implementing these technologies also increases the challenges IT groups face as they try to reduce the cost and complexity of their network infrastructures, operate with fewer resources, and comply with new environmental and financial regulations.

Now is the right time for manufacturers to seek new approaches that can differentiate them from their competition. Proven in manufacturing enterprises across major global markets, H3C solutions are uniquely designed to provide high-value, state-of-the-art, end-to-end network infrastructure solutions—including network management and security solutions that scale to meet accelerating needs and easily integrate with third-party and legacy networking components to protect existing and future investments.

### Increase Productivity

To make informed decisions about product lifecycles and supply chains, manufacturers need 24x7 access to business intelligence tools. To improve employee productivity

and reduce travel expenses, they need to take advantage of real-time audio and video collaboration tools that can connect manufacturing and sales partners as well as engineering teams around the globe. But to successfully implement these initiatives, manufacturing networks must be able to support high bandwidth demands to avoid bottlenecks that interrupt back-office and customer-facing business processes and communications.

#### H3C high-performance, high-availability solutions:

- › Ensure end-to-end, no-fail networking and mission-critical network access with the exceptional redundancy enabled by Intelligent Resilient Framework® (IRF) technology.
- › Scale to support 100 Gigabit Ethernet connections with a modular switching architecture.
- › Guarantee priority and service for essential front- and back-office applications through advanced traffic management, Quality of Service (QoS) and low latency.
- › Accelerate the delivery of digital images to remote locations with embedded network services, such as WAN optimization.
- › Provide single-pane visibility across the entire network infrastructure for rapid application deployments with maximum visibility into potential network impact.

### Ensuring Business Continuity

Keeping financial systems and manufacturing processes running smoothly requires easy access to reliable data on inbound and outbound logistics. Ensuring the timely transmission of this information requires both wired and wireless communications—from laptops in the boardroom to electronic tracking devices used on the manufacturing floor. This type of anytime/anywhere access, however, can leave networks vulnerable to

unauthorized use with the potential of derailed workflows and halted production lines. It can also jeopardize proprietary formulas and compliance with environmental and safety regulations.

**The H3C secure network fabric reduces risk with:**

- › Embedded protection at all layers of the network—not just at the perimeter.
- › Real-time, automatic responses to threats with unified threat management platforms, standalone VPN firewalls and blades, as well as TippingPoint® intrusion prevention systems.
- › Advanced authentication of users and devices, granular access controls, encrypted system management access and quarantine enforcement.

- › Integrated network and security management, deployment and lockdown of global security policies across the infrastructure.
- › High resiliency and rapid failover—less than one second—so that servers stay protected in the event of an attack.

**Rodenstock.** Impressive price/performance ratio and seamless integration with multi-vendor networks prompted Rodenstock—the world leader in spectacle lenses and frames—to switch to H3C enterprise networking solutions for connecting its Germany-based data centers with those in 80 other countries.



### Customer Challenges

- › Know 'me' and make it easy to communicate
- › Deliver profitable new products or services
- › Rapidly meet my fluctuating inventory demands
- › Help me reduce my costs

On-Demand Video  
for Global  
Workforce Training



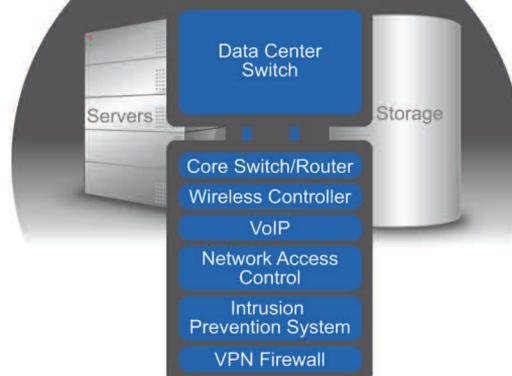
Wireless Asset  
Location



### Intelligent Management Center



Global Product Design,  
Development and Collaboration



Dynamic Demand  
Intelligence

H3C solutions overcome legacy network design limitations by helping manufacturing organizations deploy a simplified, scalable, high-performing, lower-cost and resilient virtual switching fabric.

## Reducing Costs, Increasing Operational Efficiency

Despite increased design complexities, higher customer expectations and additional health and safety regulations, today's economic realities demand reductions in capital equipment and operating expenses without slowing vital deployments or diverting IT teams from strategic initiatives. The complexity resulting from multiple network management systems also contributes to the challenges IT staff must address and the heightened potential for human error. A mistaken configuration change can halt network activities while errors are identified and repaired.

### H3C solutions lower total cost of ownership by ensuring:

- › Lower acquisition costs and no hidden fees for licensing or proprietary upgrades, lowering TCO by as much as 40% (*Analyzing the Hard Numbers for Your Campus LAN: A Total Cost of Ownership Comparison, InfoTech, October 2009*).
- › Improved productivity, more cost-effective application and policy deployments and simplified network operations as a result of a common operating system, standards-based interoperability and single-pane visibility across the entire network infrastructure.
- › Superior investment protection with pay-as-you-grow flexibility and a modern architecture—built on cost-saving merchant silicon chipsets—designed to adapt quickly to the needs of new applications.
- › Reduced power consumption from energy-wise products, independently rated up to 50% more efficient than the industry average (*Miercom Lab Testing Report #100102, January 2010*).
- › A future-proof migration path for Fiber Channel over Ethernet and IPv6 connectivity.

**PSA Peugeot Citroën.** To meet needs for current bandwidth and performance as well as for future upgrades and service expansions, the company chose H3C platforms with 10Gigabit Ethernet non-blocking switching capacity, hot-swappable interface cards on the core switches and redundant links connecting all switches. The reliable network design enables deployment of rich QoS features to support both traditional data applications and delay-sensitive VoIP services.

## Partnering for Success

The right networking solutions help manufacturers build and deliver their products more efficiently. The right technology partners can anticipate business needs and react swiftly with innovative, budget-stretching solutions that integrate with infrastructure investments and economically scale for future growth.

With H3C solutions, organizations are able to obtain full and immediate value from ground-breaking applications that range from unified communications and IP telephony to IP video surveillance technologies. They can rely on peak operation around the clock and unparalleled 24/7 support from well-funded R&D and engineering teams that work side-by-side with customers to optimize service delivery.

### INTELLIGENT MANAGEMENT

The H3C Intelligent Management Center (IMC) gives overburdened IT teams the rapid insights they need to keep their large, mission-critical networks running smoothly.

IMC software provides:

- › Single-pane management console to enhance productivity.
- › End-to-end network visibility and control for quick response to threats and setting priority for vital business intelligence and analytics applications.
- › Comprehensive monitoring and management of multi-vendor switching, wireless, security and voice products.
- › Automatic monitoring, reporting and threat remediation tools to ensure protection of proprietary data and swift compliance to evolving regulations.
- › Faster rollout of network and security policies with system-wide configuration capabilities.

## Partners and Certifications



*Miercom tested H3C products: H3C 5500-EI Switch, H3C S7506E Chassis Switch, H3C S12508 Data Center Switch*

*Tolly Certified Products: H3C 12500 Data Center Switches, H3C S5800/5820X Flex Chassis Switches*

*Spirent Tested Products: H3C 12500 Data Center Switches*

Visit [www.h3cnetworks.com](http://www.h3cnetworks.com) for more information about H3C enterprise network solutions.

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