



Volvo Eicher Commercial Vehicles Runs on Fast-track Using AccelPro SSL VPN Solution, Connecting Their Entire INDIA Dealer Network

Summary

Company

- VE Commercial Vehicles Ltd.

Industry

- Automobile

Challenges

- Provide Secure Remote Access to Dealer Portals without compromising on performance.
- Easy access anytime and anywhere.
- Better user experience.
- Stable and scalable VPN solution with no support calls.
- Wanted to have Virtual SSL VPN Appliances in HA Pairs which can run on VMWare.

Selection Criteria

- Evaluating all SSL VPN vendors and implementing the best technology and better performance, VE Commercial Vehicles decided to go ahead with AccelPro.

Solution

- AccelPro Virtual SSL VPN Appliances in HA Pair on VMWare.

Results

- Most performing secure remote access to dealer portals.
- Virtualized SSL VPN solution implemented which resulted in less cost and provided maximum ROI.
- LAN like user experience to remote users, increased productivity, enhanced network security.

VOLVO EICHER COMMERCIAL VEHICLES INCREASES PRODUCTIVITY, 100 PERCENT UP TIME AND INCREASES OPERATION EFFICIENCY BY CONNECTING THEIR ENTIRE INDIA DEALER NETWORK AS WELL AS PROVIDING FAST SECURE REMOTE ACCESS TO DEALERS AND THEIR EMPLOYEES RESULTING IN BETTER USER EXPERIENCE

Company Overview

VE Commercial Vehicles Limited is a 50:50 joint venture between the Volvo Group (Volvo) and Eicher Motors Limited (EML). It is a partnership that brings together Global leadership in technology, quality, safety and environmental care, along with the deep knowledge and understanding of the Indian Commercial Vehicle (CV) market. VE Commercial Vehicles Ltd. (VECV) owes its inception to the compelling intent of driving modernization in commercial transportation, in India and other developing markets. VE Commercial Vehicle has more than 4000 employees in India producing around 100000 Commercial Vehicles each year. For more information please refer www.vecv.com

Challenges

VE Commercial Vehicle are always the first one to implement visionary IT solutions which predominantly increases overall efficiency and productivity of any organization. Taking forward step in this direction, they were keen to implement Mobile and Flexible VPN solution for connecting their dealer network as well as their corporate employees. They have already consolidated their data centre and hosted various corporate applications at one location. To increase productivity and lower down operational cost they decided to implement centralized Secure Remote Access solution which would eventually provide secure application access anytime and anywhere with complete end to end security. They also wanted to avoid to go with the conventional approach of going with a dedicated MPLS provider which will have 100% dependency on the single vendor and the solution does not meet their criteria for mobility VPN. At the same time conventional MPLS service is 100% renewable and reoccurring cost every year and very costly too.

Working with new ways became one of their priority which could result in less operational cost, cutting down office space cost, increased productivity among their employees and achieving data information and network security. VE Commercial IT team had already deployed VMWare virtual solution for better ROI and increased operational efficiency and at the same time they wanted VMWare enabled secure remote access solution to be implemented which could add more value to their existing resources and implement the solution at reduced cost.

Selection Criteria

For achieving their desired solution, Mr. Arvind Chauhan, Senior Manager – VE Commercial IT, was tasked to find the right solution to meet their requirement. With all the functionalities and features built in SSL VPN, they decided to go with SSL VPN solution. After evaluating all leading SSL VPN brands available in the market, he was not satisfied with performance of the other solutions and they were also not available over VMWare environments. Overcoming those challenges, AccelPro was able to meet all their requirements offering all the benefits and rich features of SSL VPN along with WAN Acceleration solution inbuilt which overcame the performance issues along with fully supported on VMWare solution. “Better performance, Scalable and Robust along with VMWare enabled solution made us quickly go with AccelPro. Client login time which is 2-3 seconds in AccelPro also surprised us where other vendors were taking 25-30 seconds for the similar activity also pointed us the better technology of AccelPro providing amazing user experience” said Mr. Arvind Chauhan. VE Commercial implemented AccelPro Virtual SSL VPN Appliances in HA pairs on their VMWare environment along with 700 Concurrent users license.

Solution

VE Commercial Vehicle dealer network now can access their dealer portals anytime, anywhere and from any machine with end to end security. Along with accessing their applications they also enjoy fast application access user experience using AccelPro solution. The IT team of VE Commercial Vehicle has created multiple groups and applied different Access Control Policies using AccelPro solution, due to which the dealer segment can only access the applications which are meant for them and cannot access any other part of the network.

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- Arvind Chauhan, Senior Manager – IT,
Volvo Eicher Commercial Vehicle

While their corporate employees at the same time enjoys access to much more LAN resources. Along with this IT team also achieved better authentication and provided multiple ways to provide access outside using Web Access Mode and Easy Access Mode which is Web based access along with Java Plugin to access all Web based

applications and also able to access all client server applications without having AccelPro Full Access Client. But most preferred method they have chosen is using Full Access Client, which provides the full granular access control, faster login time, faster application access using HPA and much better user experience. AccelPro has completely removed the complexity from network connectivity and access control collaboration.

Results

Using AccelPro Next Generation VPN solution, VE Commercial Vehicle achieved much faster application access which resulted in LAN like user experience for the remote users. Waiting to start VPN clients and waiting for application pages to get opened is a thing of past for remote users. Now the overall productivity of the employees has also increased since they can access their office LAN from anywhere without worrying on network security. Lot of time is now saved for some employees in travel, and they became much more productive. Their network is also more secured now since they have provided access to multiple applications on single port 443 which is a secured port. They don't need to open the respective ports of the applications in the gateway firewall since AccelPro uses only one port for all types of applications and data. This particular feature has solved their biggest challenge to provide access to multiple applications on real time basis but at the same time achieving complete network security. The users are also feeling very good since they get unmatched performance from anywhere. Since AccelPro fully supports VMWare environment, they bought AccelPro Virtual SSL VPN solution, which solved their problem as they were finding it difficult to get this kind of solution from other vendors. This resulted in saving lot of cost as they could use the existing VMWare environment. They are also able to achieve operational efficiency since they are managing the AccelPro solution only at their data centre. Now they can create end user policies in the AccelPro gateway only and can push those policies to remote user machines centrally.

For More Information

To find out more about AccelPro Technologies products and solutions, please visit www.accelpro.net.

About AccelPro Technologies

AccelPro is a fast growing company into secure remote access solutions with innovative approach, which is transforming better technology ideas into business growth and better economies while addressing much needed requirement for faster secure remote access solution. AccelPro delivers next generation of SSL VPN solution which has revolutionized mobility VPN market. Additional information can be found at www.accelpro.net.

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