

Cantoni Group, Bielsko-Biala

Thanks to a professionally managed WAN network, Cantoni's factories form an interconnected group

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Grzegorz Waligóra, Manager of the IT Department
of Fabryka Maszyn Elektrycznych INDUKTA S.A.,
part of the Cantoni Group

itelligence

The IT departments of the companies in the Cantoni Group concentrate on supporting their operating activities

itelligence has guaranteed the availability of connections between the companies making up the Group for many years

In IT ten years is an age. Technologies change and new challenges emerge. However, some things never change, such as itelligence continuing to offer services at the highest professional level. The Cantoni Group has been a customer of itelligence since 1999.

For more than 10 years it has been responsible for comprehensively maintaining the WAN infrastructure of the entire Cantoni Group.

Such long-term outsourcing contracts are a rarity on the Polish market. This year's extension of the contract for further years confirms how satisfied the Cantoni Group is with the services that itelligence provides.

"The ITT network which connects the companies in the group organises and supports the operations of the entire group. The shared WAN network provides each company with the same opportunities to contribute to the market success of the group and reinforces its market position. This means more efficient operation and better integration of the entire company, not least due to the creation of a shared mail address. Before itelligence was brought in, the network was unreliable, now

malfunctions are unthinkable. If a problem occurs, we follow a familiar, established procedure. There is a single contact point, so the responsibility for eliminating downtime in data transmission is established in advance," says Grzegorz Waligóra, Manager of the IT Department of Fabryka Maszyn Elektrycznych INDUKTA S.A., part of the Cantoni Group.

The Cantoni Group is made up of nine factories, which have been manufacturing electric motors, brakes and tools since the 19th century, and Cantoni Motor S.A., which has more than 40 years' experience in exporting motors. Besel, Celma, Indukta and Emit manufacture electric motors, and Ema-Elfa supplies brakes for motors and manufactures electrical equipment for use in numerous industries. Fana, Formit and Narmod provide tools support for the motor production plants and also offer a wide range of tools, instruments and services, Fenes manufactures cutting tools for metal and wood processing, and Cantoni Motor in Bielsko-Biala coordinates and manages a sales network across 35 countries. The electric motors are primarily exported to Italy, Holland, Germany, Sweden, the USA, Austria, Spain, Thailand, France and Switzerland.

About the Cantoni Group

The Cantoni Group is the leading Polish manufacturer of asynchronous electric motors and cutting tools for metal and wood processing. The Group consists of nine factories and Cantoni Motor S.A., an experienced exporter. The Cantoni Group is a provider of high quality propulsion systems and has been a leading Polish manufacturer of cutting tools for metal and wood processing for more than 30 years. It systematically introduces innovative solutions based on advances in global technology and on the experience and expertise of its own Research and Development Team. By continually investing in its production lines and the process of reengineering the companies making up the Group, it ensures the highest level of quality available on the market.

Common bonds

For more than 10 years, itelligence and the Cantoni Group have been implementing a contract on the full outsourcing of services involving the continuous operation of a network connecting the Group's motor production plants in Poland. A few years before that, the factories that now make up the group were individual entities – the Cantoni Group was created as the result of an investment process.

"The separate factories were meant to form a common market organism, which is why a decision was made at the outset to create



a network connecting the companies. This made it possible to start up central IT systems enabling rapid exchange of information and the streamlining of cooperation between the companies in the entire group," says Grzegorz Waligóra.

Experts from itelligence prepared a concept and designed and constructed an ITT network for the Cantoni Group. They are also responsible for administration. The infrastructure consists of a network and mail servers located in each of the factories, and there is also a dedicated server in itelligence's data centre, which provides the Group with access to the Internet.

"itelligence's tasks were to construct a WAN network, centralise the LAN and WAN networks, provide access to the Internet and set up electronic mail. Each company still has its own IT department, but they no longer have to manage the network. The main task of the IT units is to ensure ongoing operation. Because the network is managed externally they are able to concentrate on this. itelligence provides efficient communication between the companies, Internet access and a cohesive infrastructure," says Grzegorz Waligóra. The ITT network managed by itelligence's experts provides the Cantoni Group's employees with access to electronic mail and the possibility of distance work with the highest level of security guaranteed. A second group of users of the network

infrastructure are numerous external service providers. Thanks to the supervision provided by itelligence, the Cantoni Group's sales representatives have permanent access from their laptops to the current offer and the partners can (for example) carry out an upgrade of the production system in one of the factories. itelligence has also implemented an original sales support solution.

Cheap and reliable

The Cantoni Group has reaped numerous benefits as a result of outsourcing the administration of its network to specialists from itelligence, the most important of which are communication within the Group and a reduction in costs.

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Name:
Cantoni Group

Sector:
manufacturer
of electric motors
and tools

Revenue:
approximately
PLN 360 million in 2009

Number of employees:
approximately 2,000

Main location:
Bielsko-Biala



usually build computation centres, as it would involve huge costs. Personnel are no less important. "itelligence has experienced specialists with good knowledge of the relevant issues gained from handling many contracts. We know each other well having worked together for many years. There are no problems or areas requiring improvement, and any problems are solved immediately and professionally. If we did not make use of these external services and specialists, we would have to employ at least two people in each factory, and unfortunately they would not work round the clock like the outsourcer," says Grzegorz Waligóra.

Experienced integrator

New needs tend to appear after a few years, particularly in IT – for example a need for increased capacity over connections or faster Internet access. For this reason, the Cantoni Group and itelligence signed a new contract at the beginning of 2010. The network hardware was modernised, and by using advanced technologies the costs of maintaining the network connecting the factories were reduced. This confirms itelligence's professionalism and its considered approach to business. It is a fully-fledged integrator which provides services, whilst also being an important SAP consultancy partner. As a result of many years of work, it has created a strong team which offers customers high level services associated with the administration of ITT networks. What makes itelligence different from telecom operators or internet providers are its comprehensive services, i.e. the integration of the solutions of different entities. The customer sees the end result of numerous measures and pays a single bill in exchange for reliable operation and security. It does not need to look for a company to call in the event of a malfunction. This is particularly important for large, complex businesses like the Cantoni Group.

Facts and figures

Services:

Comprehensive administration of an ITT network connecting the companies making up the Group.

Areas of cooperation:

- Preparing a concept and constructing a network using different types of data transmission and connecting the offers of different operators;
- Administration of a network connecting branches operating at considerable distances from each other;
- Implementing corporate e-mail;
- Providing the Cantoni Group with Internet access;
- Supervising the services of telecom operators providing connections;
- Optimisation of data transmission in the network.

Benefits:

- Reduction of costs through the introduction of comprehensive administration of the network connecting the companies in the Cantoni Group;
- Ensuring the security and stability of operations;
- System security and a guarantee of the best technical support;
- Lessening the workload of the company's IT department, thus allowing employees to be assigned to other tasks;
- Access to high quality services provided by itelligence's experts;
- The company can quickly take action and respond to changes in the market and customers' needs;
- The company is more competitive due to secure and effective communication