

## HUSCO HYDRAULICS, PUNE SETS UP CISCO LAN TO ENHANCE EFFICIENCY AND PLAN FOR FUTURE GROWTH

### Customer Background

HUSCO Hydraulics Pvt. Ltd., established in 2006, is a fully owned subsidiary of HUSCO

International. The parent company is one of the world's largest manufacturers of hydraulic and electrohydraulic controls for Automotive, Construction, Industrial, and Agricultural Equipment.

HUSCO Hydraulics is located in Pune and includes a global engineering center and a state-of-the-art manufacturing facility. The manufacturing facility, based on cellular and lean manufacturing concepts, is one of the most modern hydraulics production centers in the world, and the world-class R&D facility is already catering to the engineering needs of its parent company. At this facility, R&D and production activity began in July 2007 and represents the first phase of HUSCO International's expansion plans in India.

| <b>EXECUTIVE SUMMARY</b> |  |
|--------------------------|--|
| <b>Customer name</b>     | HUSCO Hydraulics Pvt. Ltd.   |
| <b>Industry</b>          | Manufacturing and R&D  |
| <b>Requirements</b>      | <ul style="list-style-type: none"><li>• Connectivity</li><li>• Security</li><li>• Scalability</li></ul>  |
| <b>Solution</b>          | <ul style="list-style-type: none"><li>• Structured LAN setup</li><li>• Cisco ISR – 2851</li><li>• Cisco UTM – ASA 5500</li></ul>   |
| <b>Business Value</b>    | <ul style="list-style-type: none"><li>• Enhanced efficiency and productivity</li><li>• Although in its primary stage now there is scope for future growth and innovation</li></ul> |

### Business Challenge

There was no existing IT infrastructure at the Pune facility and this would be a greenfield network. The manufacturing plant and the R&D facility were designed to perform complex activities and HUSCO Hydraulics was looking for the best in connectivity and security. The overall aim of the deployment was to enhance productivity and efficiency by adopting technology throughout all the functions. In addition, HUSCO Hydraulics had

planned for significant expansion in the future and the scalability was to be an important feature in the network design.

### **Solution**

HUSCO Hydraulics selected Cisco and Netsol IBM (a Cisco Gold Partner) for this deployment after reviewing the recommendations from other players and systems integrators. “Cisco has the capabilities to address all of our business issues since they offer end-to-end solutions along with their qualified partners in Pune,” Mr. Mahajan, IT Manager, HUSCO Hydraulics, India and SAARC noted.

A structured LAN setup with the capacity to support intelligent services and future scalability was recommended for the deployment. The Cisco structured LAN comprising 4500 / 3650 was deployed to deliver predictable, secure, and scalable performance across the facility. Further, the Cisco ISR – 2851 ensured stable connectivity within the Pune facility as well as with the home office in the United States.

As security concerns are high in a manufacturing and R&D environment, Cisco ASA 5500 Series adaptive security appliances were implemented for security. Purpose-built solutions that combine best-in-class security and VPN services with an innovative, extensible services architecture, this was designed as a core component of the Cisco Self-Defending Network to provide proactive threat defense that will stop attacks before they spread across the network. The entire LAN was structured to enable the deployment of new applications such as IP telephony and Unified Communications at later phases of development.

### **Business Value**

Commenting on the business value from the deployment, Mr Mahajan said, “the HUSCO Hydraulics facility is spread across a 21-acre plot and has been divided into three phases of development. We have completed Phase I and with strong network connectivity today, we are confident to proceed with our Phase II and III plans.”

“Increased efficiency and productivity are important business imperatives for any organization today. And for an organization such as HUSCO Hydraulics, scalability is an important consideration as well since expansion has been planned right from the start . We wanted to create value for our customer and help them achieve their future goals,” added Mr. Amit Malik, Head, SMB, Cisco India and SAARC.

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