

Huhtamaki is a major international player, producing consumer packaging at its 73 worldwide manufacturing plants. As the company grew, it became clear to management that new network architecture was necessary to streamline communications among its 35 country locations. To accomplish its goal, this packaging giant turned to an expert for help.

Company Statistics

- Industry: Manufacturing
- Product: Consumer packaging
- Employees: 16,000
- Plants: 73
- Locations: 35 countries
- Parent: Huhtamaki Oyj, Finland
- Annual Sales: EUR 2.5 billion

The Challenge: *73 locations, limited network infrastructure*

The majority of Huhtamaki's international communications was based on dial-up, combined with other non-integrated solutions. As the company acquired and added locations, response time became inefficient, connections unreliable, and the expense of transferring data more costly. Additionally, the risk of the company's confidential information being compromised grew since it was traveling over non-secure lines.

A comprehensive networking infrastructure that would consolidate all data back to a headquarters host became critical to the company's future. This solution would need to:

- Transfer files at a higher speed for faster compilation of data
- Reduce network operational costs
- Ensure all data was sent directly and securely

The Solution: *partner with a communications expert*

In search of the right networking architecture, Huhtamaki contacted Finnet International, a Finnish international data services provider. Finnet, in turn, asked Sprint to become a partner in providing Huhtamaki a fully-integrated and managed security solution.

The solution designed for Huhtamaki included Sprint IP Virtual Private Network (IPVPN)/Security services, SprintLink™ Dedicated IP Access (for IP port and local access in Australia), and Sprint Global IP Dial connectivity. Installed in 33 countries, the solution provides comprehensive centralisation for the company with local Internet access, centralised global firewall management, and localised remote access services. Plus, the solution is managed and supported by one source: a highly professional Sprint global account team.

The Result: *lower costs, greater efficiency*

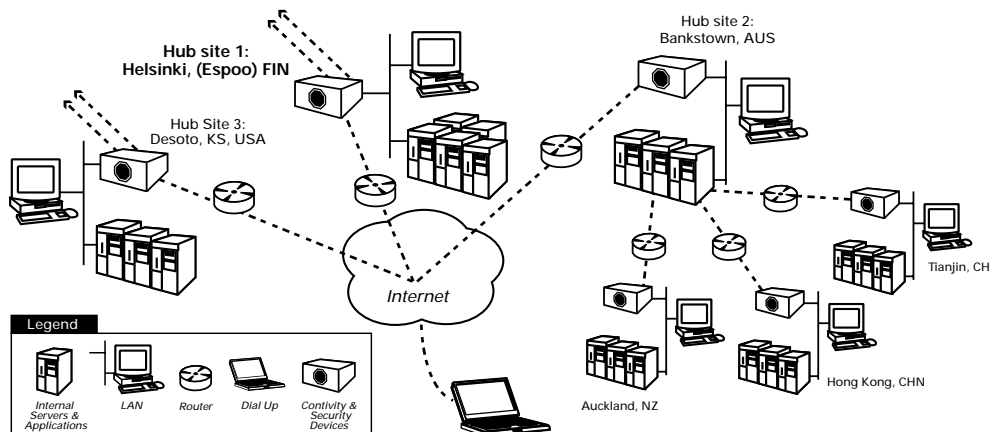
For Huhtamaki, being totally centralised made a difference on a number of levels.

- Overhead costs were reduced by 30 percent because of lower expenses and increased ease of managing the new network.
- A secure infrastructure could be leveraged. Valuable data was protected with the most up-to-date encryption methods, authentication, and data integrity for secure tunneling across the Internet.
- Flexibility and scalability were built in so Huhtamaki could easily grow its network as necessary.

The Solutions Source: *Sprint*

As Huhtamaki discovered, Sprint is a leading provider of global communications solutions.

- **Extensive experience:** As a company, Sprint has over 100 years "on the job" in the telecommunications arena. Currently, Sprint serves more than 26 million residential and business customers in more than 70 countries worldwide.
- **Savings:** IPVPN, for example, delivers all the features of a private, secure voice network at a fraction of the cost, without the initial investment or responsibility of network management.
- **Global reach:** SprintLink Dedicated IP Access and Sprint IPVPN are both available in nearly 70 countries worldwide.



This diagram shows how three Huhtamaki hub sites, located on different continents, are interconnected to each other via secure, IPVPN connections. The Espoo site supports Europe, Bankstown supports all of Asia-Oceania and Desoto supports the Americas. Not shown in this diagram, the Desoto and Espoo hub sites are each also connected to regional branch offices in the US and Europe, respectively. In addition, each of these branch offices has a connection to two hub sites for added redundancy. Huhtamaki also offers authorized dial access to critical internal applications with Sprint Global IP Dial.

"It's a great success and we're very pleased that Sprint is now a supplier."

Riku Lindfors
Group IS Manager, Huhtamaki