

Securely Connecting Global Employees with Fiberlink Secure Mobility Solutions

Cadence Design Systems offers software and hardware products for designing semi-conductor and electronic systems used in mobile and wireless devices, computer systems and networking equipment. With approximately 7,500 global employees and contractors, and annual revenues exceeding \$1 billion, Cadence provides its customers with a new generation of electronic design solutions.

The company's products and services are used across the globe to accelerate and manage the design of semi-conductors, computer systems, networking equipment, telecommunications equipment, consumer electronics, and other electronic-based products.

THE CHALLENGE

With sales offices, distributors and VAR relationships in Europe, North America and Asia-Pacific, Cadence is indeed a global business. And, being a global business means challenges that require global solutions.

One of the main concerns of Cadence was incorporating a comprehensive and secure mobility solution that could integrate all the necessary safeguards and practices for business life outside the corporate firewall. And, this growing concern became even more important (and apparent) as the company decided to focus on further expanding its business into India, China, and Russia.

As the company worked on expansion plans, it soon realized that the faster it grew, the larger and more complex the demand for mobile access to its corporate network became, and the more critical it was for its mobile workers to be able to reliably and securely access corporate data from anywhere in the world.

It was clear that Cadence needed to find a global solution that was scalable, yet secure, cost effective and easy-to-use.



Challenge

Providing reliable, secure mobile access to the corporate network for a rapidly growing number of employees into new, more challenging global markets.

Solution

An end-to-end solution, providing local numbers and "one-click" mobile access for users across the globe, enterprise-level security, and world-class management and monitoring.

Results

Easy to use and simple to manage, Cadence's Fiberlink solution has boosted productivity for both end-users and IT staff, and cut costs by over 50%.



THE CHALLENGE (CONTINUED)

The company's challenge was made even more difficult by the increasing availability of technologies like broadband and wireless, and the proliferation of mobile devices being used by its employees to access applications and information on the corporate network. "More and more of our employees are becoming dependent upon mobile access support and the availability of our corporate network than ever before," said Mike Cron, director of information technology for Cadence. "And, with the ever-growing number of access options available today, we needed a solution that could support our employees' demand for increased productivity and flexibility, all while maintaining the integrity and security of the network."

"With Fiberlink, we feel confident that we have chosen the partner that will keep us in front of future technology advancements."

– Mike Cron
Director of Information
Technology
Cadence Design Systems

THE SOLUTION

For Cadence, Fiberlink's secure mobility solutions solved the challenge of securely connecting global employees to corporate data. Fiberlink's solution for Cadence involved the integration of three critical elements of enterprise-class mobile access: security, global access and management, in a best-in-class, end-to-end solution.

The "one-click" connectivity solution that Fiberlink designed for Cadence was built to give users access to corporate data and applications via redundant access locations worldwide. For Cadence, who was previously using a remote access VPN from a single network carrier, Fiberlink's superior coverage led to fewer calls from toll-free numbers that users were forced to dial when they couldn't get a local access number. All of this added up to substantial cost savings.

Cadence Goes with Wide-Area Wireless

Recently, Cadence purchased Fiberlink's Personal Handyphone System (PHS) solution for their mobile workforce in Japan. Cadence found that they were experiencing an increasing demand for solutions that offered mobile workers the flexibility of staying connected everywhere they go, regardless of location and time, and without the constraints of being tethered by a wired line. Fiberlink's Wide-Area Wireless solution offers users the convenience and mobility that they need while roaming outside the office.

"Cadence continues to expand its global presence with the opening of several new international offices leading to an increase in foreign travel and global roaming. Fiberlink plays a critical role in securely connecting our mobile workforce, wherever they are, back to the corporate network," said Dan Salisbury, vice president of global IT operations for Cadence.

The Fiberlink solution has provided Cadence's mobile workers with secure local connections - anywhere in the world. In addition, the solution has allowed Cadence to receive the widest global reach, quality performance and robust security, in addition to world-class management and monitoring.

THE BENEFITS

Although the company has been using Fiberlink's secure mobility solutions internationally for the past two years, it just recently added Fiberlink for all of its domestic business. "We wanted to shift to a single service for consistency and ease of support in a worldwide solution. Fiberlink, having more than proven itself internationally, was the obvious choice," said Cron.

According to Charles Buecler, senior remote support specialist for Cadence, "Fiberlink's solution offered a lower TCO through global coverage, was easy to install, provided excellent support, and has centralized accounting and consolidated reporting that helped control expenses and simplify billing."

For Buecler, a huge selling point was that Fiberlink understood the company's requirements prior to recommending a solution. "The Fiberlink team was more than willing to go the extra mile and build a custom package that would integrate with our existing environment," said Buecler. "It was really important for us to have this type of flexibility."

In addition, Cadence now has a policy in place where the Fiberlink solution post-launches the VPN. If an end user does not connect via their VPN, the connection is automatically dropped. "The VPN has to be running not



only when end users are connected to the LAN, but also when connected to the Internet," said Dave Vargas, senior remote access specialist for Cadence. Vargas said this feature alone substantially improved the overall security of the company's network.

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THE RESULTS

According to Cron, since Cadence implemented the Fiberlink solution, the company has experienced over a 50 percent decrease in costs as well as a substantial reduction in TCO. In addition, said Cron, due to the reliable and flexible nature of the Fiberlink solution, Cadence has seen an increase in productivity. Cron also said that this is a result of the solution being easy to use for the end users and extremely easy to manage and support from an IT perspective.

Cron was also pleased with Fiberlink's ongoing commitment to staying ahead of the technology curve. "We were very impressed with Fiberlink's ongoing investment in state-of-the-art technologies," said Cron. "With the kind of investment that Fiberlink makes in researching and implementing new and improved mobile access functionalities and capabilities, we feel confident that we have chosen the partner that will keep us in front of future technology advancements," he concluded.

Cadence, recognized by Fortune Magazine as one of "America's Most Admired Companies," is proud to have received high marks for vision, quality and innovation. It is a priority of their IT department to extend the Cadence vision to innovation in its secure mobility solutions. Cadence's collaboration with the Fiberlink team has helped make this possible. Cadence is currently reviewing projects that involve deeper integration with best-in-class security and more flexible access options for their mobile workforce.

"Throughout our tenure as a Fiberlink customer, we have experienced impressive results, outstanding support and flexibility from the account team. As we look to continue our global expansion, we see Fiberlink as a critical partner in our strategy for connecting, securing and managing our mobile workforce."

– Dan Salisbury
Vice President
Global IT Operations
Cadence Design Systems

The Fiberlink Advantage

Fiberlink is the leader in managed security and connectivity services that make mobile working simpler and more secure for today's enterprises. Over the last five years, Fiberlink has been recognized in the Leader's Quadrant in Gartner's Managed Remote Access and Mobility Services report and has received numerous accolades for its innovative security and mobility services portfolio. Since 1994, Fiberlink solutions have been deployed to over 1 million users around the world in numerous Fortune 500 companies including General Electric, Continental and Bloomberg.