KRAMP

CASE STUDY

KRAMP streamlines networking and security with a managed Cato SASE solution

About Kramp

Kramp started out in 1951 as a small, one-man operation. Today, it is one of the largest, fastest growing technical wholesalers of parts and accessories for Europe's agricultural sector. As a one-stop supplier, Kramp stands out by offering added value as a technical specialist and strategic partner. Since its foundation, the company has consistently pursued a single goal: to make work as easy and efficient as possible for its customers. Kramp has 3,000 dedicated employees who always go the extra mile to support their customers, ensuring they never experience downtime.

From Legacy MPLS to SASE

Kramp operates right across Europe, with offices in many countries from Russia to the United Kingdom and from the Nordics to Italy, as well as a purchasing office in China. Kramp has undergone strong growth in recent years, both organically and through a number of acquisitions. This resulted in a situation where the company had to maintain and manage multiple, different WAN and security solutions and technologies, which was highly inefficient in terms of cost and labor. For security purposes, Kramp used multiple on-premises solutions from Sophos and Cisco.

Jos Nieuwenhuis, Enterprise Architect at Kramp: "In our WAN landscape, a number of branch offices were connected via outsourced MPLS connections and other branch offices via VPN connections in combination with internet connectivity which we managed in house. At some locations, we used internet connections that were sourced locally which made it even more difficult to communicate with the provider."

At that point in time, the company had no full control, no clear performance indicators, and lacked overall insight into the network and its true cost. Kramp decided to standardize in order to improve efficiency, performance and manageability.

Digital Transformation

When it comes to digitization within the sector, Kramp wanted to take and retain the lead. This is why the company embraced the cloud and continued to work on further development of its web shop, the Kramp app and other technologies. One of the things the Kramp team asked themselves during this digital transformation was which parts of their IT environment they needed to keep in house, and which not.

Jos Nieuwenhuis: "Cato Networks' SASE solution was one of the solutions we investigated. SASE stands for Secure Access Service Edge, a uniform global network and security platform for all connectivity requirements, governed by one global policy. We concluded this was the solution we were looking for. Cato really is a true cloud solution, not a legacy technology which was 'rebuilt' to become cloud enabled. And the fact that connectivity and security are combined within one single solution will help us drive down cost and improve our internal customers' experience."

Solution Selection

Jos Nieuwenhuis said "WAN technology has become more of a commodity over the past few years. We realized that if we could source this as a service – like water from a tap, or electricity from a power outlet – the people within our organization could focus on processes and functional management. With this approach, our IT staff no longer has a technical, but more of a business consultancy role."

Kramp was convinced it no longer needed to manage its WAN in house, and therefore decided to make the switch to a managed SDWAN service.

The SASE implementation

The roll-out of the SASE network started in February 2020, with the objective to migrate more than 20 Kramp subsidiaries before the end of the year. Nieuwenhuis commented that "The roll-out proceeded fast, and all locations were expected to be live by November 2020. Last year we acquired a company in Spain which we want to migrate onto Kramp IT standards. The fact that the schedule is proceeding fast, allowed us to also migrate these nine subsidiaries to Videns-managed SASE before the end of the year."

Business and Technical Benefits

Kramp experiences a number of clear benefits from the managed SASE solution from Videns. Jos Nieuwenhuis: "What I particularly like about the solution are the flexibility and speed, which also help us to speed up other projects. We have also achieved major cost efficiencies. Phasing out our MPLS connections leads to a very positive return on investment. Actually replacing MPLS with internet connections – which are very stable and reliable in Western Europe – was a big driver for the cost reductions we wanted to achieve.

"With Cato, we can even address traffic in the specific country where the cloud solution sits," says Sollberger, "and it's easy to increase capacity bandwidth in each site to scale. This helps us improve performance and response times and makes the cloud service much better to use."

Rölz feels that Cato is very in tune to Komax's needs. "They really listen to us, consider our needs, and adapt to them. It's a real partnership."

Daniel Sollberger,
Lead, Global Based IT Infrastructure