



CASE STUDY

Manufacturing

DuPont

MegaPath Provides the Science Behind DuPont's Network

DuPont, operating in 70 countries, is one of the world's largest science companies. The 200 year-old company, which now delivers science based products in markets from construction to apparel, has a long history of evolving to meet the needs of its customers. Today, that means maintaining a competitive advantage by embracing technology strategies that use the Internet to keep its employees, partners, and customers better informed.

Savvy companies understand this. But the time and cost involved in implementing secure remote access to corporate applications can be a bit daunting. Ultimately, DuPont recognized that having a third-party vendor manage a pre-built system would be more cost-effective and efficient than building an in-house solution. Additionally, partnering with a vendor would provide DuPont with an elastic supply of IT resources that could shrink or expand with the company's needs.

In a Managed SSL VPN solution, DuPont found combined SSL VPN and proxy/tunnel technology that provides anywhere access for its users, proven security, and a lower total cost of ownership. In addition, the managed service and SSL VPN technology takes advantage of the Internet to provide access from the kinds of user scenarios the company can't fully control — such as broadband connections from hotels or homes or airport Web kiosks for traveling employees. A managed service offers an ideal solution for DuPont's desire to provide remote access to all of its employees and contractors regardless of their location, and even clientless access to Web applications. In addition, the service offers a single secure access infrastructure for both Web and client/server applications that can scale to the company's users' demands.

Finally, because the service solution terminates connections at the edge of DuPont's network, it provides an additional layer of security. Only authorized users are granted access and there are never any direct connections to DuPont's network from remote users.

A Remote Access Solution That Saves Money and Increases Productivity

DuPont needed a better remote access solution. Like many companies, DuPont had relied on expensive 1-800 calls for remote access connectivity for its employees. To avoid this expense, DuPont decided to take advantage of the cost savings of the Internet.

COMPANY:
DuPont

INDUSTRY:
Manufacturing

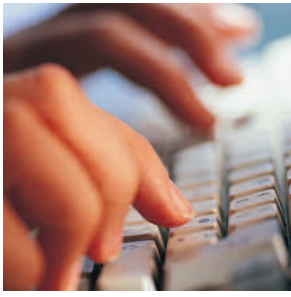
BUSINESS NEED:
To take advantage of the Internet to cut remote access costs and to allow secure, clientless access to Dupont's applications

MANAGED SSL RESULTS:
Cost savings of more than \$1 million per year

Increased productivity as employees and partners are able to use broadband services to remotely access company information and applications

Clientless, secure Web access over any network or Internet access method

Enhanced security and superior reliability for DuPont's remote access system



"MegaPath's managed appliances and services are network-agnostic, broadband-enabled, and can provide clientless access. This means that we save money, our employees can access our resources from any desktop using any Internet service, and our IT capability has an easier time supporting end users. We're very pleased with the MegaPath Managed SSL VPN services."

— JOHN TAYLOR,
DUPONT FELLOW,
INFORMATION TECHNOLOGY



MegaPath is the leading provider of managed IP communications services in North America. MegaPath leverages its wide selection of broadband connectivity, Virtual Private Networks, Voice over IP and security technologies to enable businesses to lower costs, increase security and enhance productivity. Businesses of all sizes can easily and securely communicate between their headquarters, branch offices, retail locations, mobile workers, and business partners.

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Adds Joseph Kleinpeter, Director, DuPont Telecommunications, "MegaPath's solution has helped us save over \$1 million per year, and the numbers are increasing as we put more people on the MegaPath service."

In addition to cost savings, DuPont is also enjoying increased productivity with MegaPath's managed appliances and services. Because of MegaPath's underlying technology, DuPont's remote access users can securely gain access to DuPont data and applications from anywhere — even from a firewall-protected network or from home using broadband.

"Unlike other VPN providers, MegaPath handles the complex NAT (Network Address Translation) issues that used to prevent users from using broadband access in their homes," says Taylor. "With MegaPath's managed appliances and services, our remote users are more productive because they can now access Lotus Notes, SAP, and other bandwidth-intensive applications over a broadband network."

Expanding to Meet Future Needs

DuPont is so pleased with the cost savings and efficiencies brought about by MegaPath's remote access solution that the company plans to expand usage of the MegaPath solution. The number of DuPont employees using the managed appliances and services for remote access continues to grow, and the company has recently added a second MegaPath managed appliance in Germany to improve access for employees in Europe, Asia, and the Middle East.

Working with MegaPath, DuPont is quickly realizing its goals of utilizing the Internet to reduce costs and increase productivity — all the while maintaining the security of its internal applications and data. These changes will help ensure DuPont's continued success into its third century.