

## SMC Corporation runs Arista's Campus wired and wireless solution globally across the world

### Highlights

#### Challenge

Create a strong global supply chain to bring products to the customers faster and achieve the company financial goals.

#### Solution

- Global and standardized IT where all the suppliers can collaborate and freely exchange information.
- Technology Solution: Arista data center, campus core and campus wired and wireless edge
- 7050X3 and 720XP switches
- C-130 and C-230 Wi-Fi access points
- CloudVision

#### Results

- Sites are centrally provisioned and deployed without need for on-site visits
- Same OS, same operating model, standardized configurations across entire network
- Centralized cloud-based management instead of device centric
- Simplified, low code network automation
- Trusted security and quality
- Mean time to problem resolution cut in half

Many organizations, especially in the manufacturing industry, see IT as an expense center and not much more. This perception leads to very limited budgets for hardware, software and security upgrades, IT staff training and innovation. IT team's best responses are reactive instead of pre-emptive and investments into highly skilled network engineers are not the priority in the organization.

Today, SMC's Global IT operates Arista's open and interoperable solutions from data centers to the wireless campus edges around the world. Network designs and configurations are shared with subsidiaries to achieve worldwide interoperability. SMC's sales force, engineering and factory workers now realize the benefit of Global IT as the driving force behind the increased sales, customer satisfaction and company growth.



*"Utilizing one OS on all our networking platforms makes patching, supporting, and training easy. This solidly reinforces the strategy we desire for our global networking vision."*

*Joshua King, Global Network Engineer*



Chris Cerny- Global Manager IT Infrastructure & Architecture



Jacob Borden- Global IT Tech Lead (Network and Application Security)

### Company Background

SMC Corporation is a leader in pneumatic technology, providing products and solutions for advanced automation through automated control technology. The company's comprehensive product line has vital applications in almost every industry, from automotive to semiconductor manufacturing to life sciences.

Headquartered in Japan — with subsidiaries and joint ventures, 30 production facilities, and hundreds of sales and support offices in 83 countries worldwide — SMC relied on dozens of largely independent IT departments. This made it increasingly difficult to collaborate and innovate.

The answer was a global IT department that made standardized hardware, software and network configurations a requirement around the world.

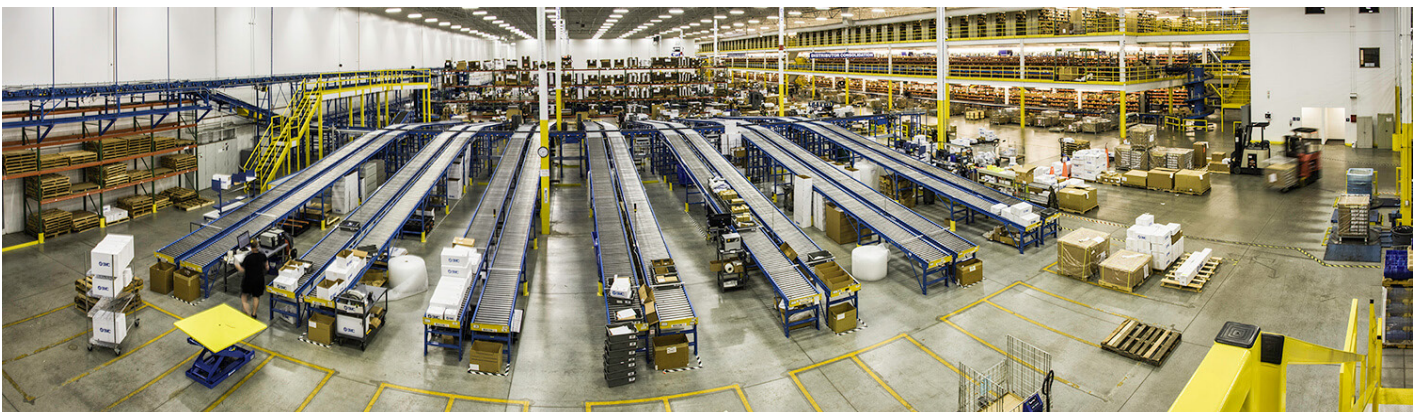
"We are building 11 new data centers worldwide in 12 months," says Chris Cerny, Global IT Manager for Infrastructure and Architecture at SMC. "We utilize the power of standardization to build a stronger network which enables our production and supply chain to bring the products to our customer faster and trouble-free."

### Challenge

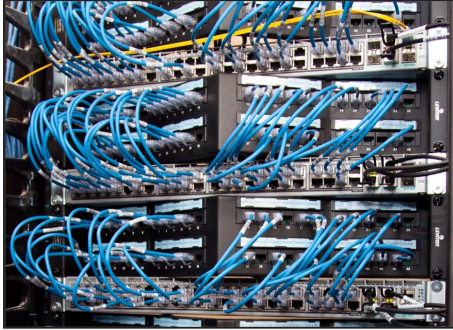
Before the Global IT initiative, that Mike Loggins, Vice President of IT at SMC, launched, many SMC subsidiaries were still running on infrastructure over 10 years old and not on current firmware. Subsidiaries were largely independent and using proprietary solutions from different vendors which made troubleshooting any issues nearly impossible and very resource intensive.

SMC Global IT initiative calls for an open industry standard-based, best practice solution which enables seamless interoperability and communications between the HQ and subsidiaries. As the result, the applications that SMC uses have dramatically improved network performance while increasing network security.

Realization of the Global IT vision began with writing business solution briefs for each of SMC's chosen technologies. These solution briefs act as the foundation for IT governance and policies that rely on the selection of a non-proprietary, open standard based interoperable solution.







### Solution

"I could not ask for a better team" says Chris Cerny, Global IT Manager of Infrastructure "It is easy to do business with Arista," Chris adds.

Chris goes on to say, "Our input is important to Arista and we can see the implementation of our suggestions. Arista truly listens to their customers".

The strong relationship between SMC and Arista is based on teamwork and Arista's dedication to customer success.

Understanding the customer's objective by carefully listening and asking the right questions to clarify every single detail is the first and most important step in building trusted relationship. Open and friendly access to anyone in the company, from the account team, through TAC and top executives is unique in the industry, and it's what sets Arista apart.

Customer support is very responsive, and cases are treated with the highest care.

### Choosing Innovation and high efficiency

- ONE and same OS named EOS is running on all devices in data centers and on the campuses enabling common operating model and common architectures and baseline topologies for all locations.
- ONE and same OS must be learned by IT staff, and Arista provides training and support when needed.
- Standard protocols are supported to guarantee interoperability
- Automation using Ansible provides low code, low learning automation environment without IT admins becoming software developers
- Automation and common "cookie-cutter" style configurations eliminate most human errors
- CloudVision® management platform capabilities with templates, configlets and integration with Ansible enables Global IT to deploy fast and error-free without the need for adding DevOps to the traditional NetOps.
- Eliminated the need for the IT teams to travel to the sites for deployments.
- Industry standard interfaces for easy migration and knowledge transfer



## Conclusion

As SMC is transforming its IT landscape, it keeps a constant watch on innovations, efficiency, affordability and ease of doing business. Automated deployments and maintenance upgrades, paired with security and network-as-a-sensor principles and solutions, allows the Arista platform to deliver the highest value to SMC customers.



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