



Business
Services

case study

zipping up a safety problem with a tailored security solution



why global fastening products organization
YKK turned to Orange Business Services to
protect essential network-driven processes



zipping up a safety problem with a tailored security solution

Quality driven, inventive and agile: that is YKK. For more than 70 years, YKK has been, without question, the leading fastening company in the world. With a production-supply network that is spread out in more than 65 countries, it produces annually enough zippers to circle the globe at least 53 times!

But YKK only remains the leading fastening company in the world as a result of their continued focus on quality control across all of their six regions worldwide. This quality extends beyond the viability of the end products and out to customer services and supplier relationships. To this end, YKK operates a “Just-in-Time” manufacturing policy that sees the company aligning its delivery promises as closely as possible with customer schedules and requirements.

Within this context, fast and reliable communications are a vital business asset. The company, for example, runs purchasing and essential billing functions over its communications network, while daily communications with material suppliers is essential to YKK’s Just-in-Time commitment. That’s why YKK takes the security of its network infrastructure very seriously and has worked with Orange Business Services, a leading communications solutions provider, to make security an integral part of its information communications technology platform.

Orange Business Services leads the field in managed security service solutions covering the full lifecycle, from initial assessment to 24x7 global monitoring and support for a full scope of security services. These services include managed firewalls, managed anti-virus, content and URL filtering, managed authentication, intrusion detection and prevention, anti-spam, and managed proxy-caches. We have unique expertise in optimizing Internet gateway and network design, with a standardized process for reducing Total Cost of Ownership (TCO).

YKK – an enterprise with information to protect

Like all companies, YKK needed to identify and manage security risks, protect their assets and comply with ever more complex regulations while opening up access to applications and data in a manageable and cost-effective manner.

Most IT decision makers have limited resources, budget and access to security expertise to identify and manage risks, balancing the protection of corporate assets with the need to give access to customers and partners safely and economically.

YKK can now do this effectively and efficiently and benefits from a managed firewall and security solution for all communications in and out of its corporate wide area network (WAN) across 32 sites in the Europe, Middle East and Africa region. This is delivered over the Orange IP VPN backbone upon which the YKK WAN runs.

the global fastener manufacturer
can now:

- > meet its contractual obligations on time, every time through the provision of industry-leading network security
- > take advantage of access to complementary specialist security expertise and resources
- > speedily and accurately identify any security incidents down to IP port address level on the Internet and their intranet

balancing openness and security with business objectives

A team of security specialists worked on site at YKK's group communications hub in Runcorn in the U.K. to carry out a consultancy exercise that assessed a number of different scenarios that would meet the company's business requirements.

The partnership between Orange Business Services and YKK focused on what worked best within YKK's existing security set-up and what benefits could be brought through improvements to the existing service design.



The good relationship between the team and YKK was essential because it ensured the free flow of ideas in tune with YKK's corporate imperatives.

YKK stipulated that they wanted two different firewalls and our security experts were determined that, while this would be the central tenet of their security solution, they could take it one step further.

The Orange Business Services Account Manager, John Donohoe says, *“We knew we could make the solution clever. It wasn’t just about putting in two firewalls. It was about designing them so that if one failed, the other automatically covered for it.”*

Our ability to provide more than just an “out-of-the-box” solution is something that YKK Senior Manager, Information Systems Chris Larkin appreciates. *“We are fortunate to be able to work with a team at Equant* who understands our requirements and is willing to listen to the needs of YKK. They are not in the business of, or restricted to, just offering a ‘standard’ package. Equant created a custom solution to meet our specifications.”*

* effective 1 June 2006 Equant was rebranded to Orange Business Services

In this case, the decision to include two firewalls in the overall security solution was due to YKK’s desire to take advantage of Classes of Service (CoS) on their global WAN and prioritize their intranet traffic. The manufacturer recognized that applications governing internal processes, such as financial and purchasing systems, were more business critical than those supporting some external Internet use. The customized security solution provides two U.K.-located firewalls, one protecting YKK’s intranet access and the other safe-guarding Internet access.

The firewalls are based on Check Point® Firewall-1 technology supplied through a strategic vendor partnership with Nokia. The gateways ensure that YKK is protected against malicious network attacks that could take down the network and cause a denial of service that may prevent this leading manufacturer from meeting its Just-in-Time contractual obligations and promises to its customers.

Yet YKK is more than a zipper company. From astronauts to astroturf, its fastening applications cover an unbelievably wide range of product uses. Quite literally, YKK has the whole world zipped up. But it’s the fashion industry where YKK has the highest profile. And YKK’s designers and manufacturers regularly use the Internet to access fashion sites or e-mail to keep in touch with the fashion houses they supply. The threat of Internet virus attack is therefore high, so the second vital element of this security solution was an anti-virus service.

In partnership with Trend Micro, we designed this element based on InterScan VirusWall® anti-virus software. YKK is now protected against its employees inadvertently downloading material from infected web sites and all e-mails are scanned for viruses.



the technical solution

- > industry-leading MPLS-based IP VPN network with class of service
- > Managed Firewall: Nokia Check Point® Firewall-1
- > Managed Antivirus: Trend Micro® Interscan VirusWall
- > Managed Employee Access

Chris Larkin at YKK comments: *“Equant is using some of the latest technology to provide this kind of service to their customers, but not just for the sake of it. The technology is proven and shown to work effectively in the real world and is very much in tune with our needs. For example, the managed employee access enabling us both to control who can go out onto the Internet and to filter web pages allows us to provide protection to our employees in accordance with normal sensibilities. It ensures our equipment is not misused and that YKK doesn’t inadvertently become liable under data legislation.”*

keeping ahead of the game

Donohoe adds, *“We have built in more resilience and capability, using more up-to-date technologies and software. This solution keeps YKK one step ahead of the game in relation to the potential cyber-led attacks on their business integrity.”*

Network security doesn’t simply stop with the implementation of new technology. Just as business needs evolve, so does technology and the ingenuity of hackers. So we continue to work with YKK to ensure that the integrity of its network infrastructure supports the company’s determination to remain the global leader in zippers and fasteners. The two organizations are currently considering the implementation of network intrusion detection and protection technology as the next logical step.



"This would give YKK the capability to ascertain whether someone is actually trying to access their network," says John. "They can then block malevolent attacks targeting their network, servers and applications."

YKK's Chris Larkin continues, "It is essential that we can communicate with our suppliers and customers and across our different sales and manufacturing sites without threat to our network. The ability to do so is a significant asset in a competitive marketplace. We are pleased to continue working with Equant for the ongoing provision of our communications solutions."

Orange Business Services – communications solutions to enable global business

Working with a truly global communications solutions company like Orange Business Services enables organizations to draw upon the resources and skills base of an established communications provider. Our unique global management structure means that simplicity, control and cost reduction are at the forefront of every developed and customized solution. Additionally, our commitment to a total business communications approach and lifecycle support ensures that customers can expect to do more with less.

about Orange Business Services

Orange Business Services, a France Telecom subsidiary, combines its network expertise, including network reach in 220 countries and territories and local support in approximately 166 countries, with expanded service capabilities to provide global, integrated and customized communications services which enable its customers' key business processes.

For more information on how Orange Business Services can help your business to optimize cost-effective and reliable networking and communications solutions worldwide, visit our website: www.orange-business.com.

about YKK

YKK EMEA (Europe, Middle East and Africa) is a regional division of YKK Fastening and Products Group. It operates in 35 countries and this number is expanding. Its product range is divided into three divisions - zipper, textile and plastic products and snap fasteners and buttons.

For more information, please visit www.ykkeurope.com.



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A full list of Orange Business Services
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