



## Jotun Group Eyes Blossom Development in China Coatings Market

TrueCONNECT™ Provided Much-Needed Stability for Mission Critical Applications to Yield Better Efficiency and Service Quality

Success Story

### Benefits of TrueCONNECT™

- One Region, One Network Solution
- Fully-Meshed Topology
- Secure
- Reliable, Resilient and High Quality
- Optimisation of Resources and Cost-Effective
- With multiple classes of service to help prioritise traffic
- Scalable
- 24 x 7 Network Management

Jotun Group is a major international producer of paints and powder coatings. Headquartered in Norway, it has 67 companies and 36 production facilities on five continents. In 2005, it achieved USD 1 billion revenue. Burj Al-Arab in Dubai, Tour Eiffel in Paris as well as Queen Mary 2, the largest cruise liner in the world, are all Jotun's clients.

Jotun landed China in the 80s. In a decade, it set up branch offices in Hong Kong, Guangzhou and Suzhou. In 2006, Jotun marked their milestone in China Market by partnering COSCO International Holdings Limited to form a joint venture Jotun COSCO Marine Coatings Co., Ltd, which is expected to be the worldwide largest marine coating supplier in 5 years. In 2005, Jotun Group established another company in Suzhou — Jotun Coatings (Zhangjiagang) Co. Ltd., its first wholly owned subsidiary in China. It is also one of the largest and most advanced coating producers.

#### Stability and Quality of TrueCONNECT™ as the Key to Effective Communications

Peter Fu, the Information Technology Manager of Jotun China, revealed that the company deployed VPN technology in 2002 for its full-blown deployment of Enterprise Resources Planning (ERP) system to enhance communications among branches. Unfortunately, the initially deployed VPN service was slow and unstable. It adversely affected Jotun's daily operations. In some circumstances, the VPN service failed to connect the ERP system, so it fell short in

providing necessary data, operation was delayed and thus service quality was severely eroded.

Another headache brought by the previous VPN was its incapability to well support videoconference service. Users kept complaining the inferior video quality. The giant coating producer requires better network quality, stability and reliability to support corporate development strategy. CPCNet TrueCONNECT™ and MetroCONNECT services answered these needs.

#### Superior Network Boost Efficiency

TrueCONNECT™ laid an excellent foundation for Jotun China to develop effective enterprise application system.

TrueCONNECT™ is the first MPLS-based VPN service in the Greater China region. Mr. Fu claimed that it boosted efficiency of the ERP system, raised stability of the network and eased burden of the IT department as well as storage devices. The connectivity service of CPCNet also strengthened the communications between the company and headquarters in Norway, as well as business partners and clients.

Videoconference quality has been improved greatly, so it could link up offices in Guangzhou, Shanghai and Suzhou by transforming internal meetings into videoconferences. This facilitates operation report and decision making, so efficiency and collaboration among various offices are improved. The company also applies videoconference technology in interview, so that its recruitment network could spread wider to locate the best-suited candidates.

Your trusted communications and security solution provider

In the past, network interruptions paralyzed operations and results in substantial economic loss. TrueCONNECT™ tackled the problem well. Its stability could support mission critical applications. What's More? CPCNet committed to provide highest level of services. In case of network failure, CPCNet is always the first to know and send us alert, so that we could prepare well for those problems.

Peter Fu

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#### **A Stable Platform for Diversified Applications**

In 2006, Jotun China took advantage of TrueCONNECT™ to build an enterprise business application and approval management system.

"Some documents would go through approval process in different offices. Fax was time-consuming and could eventually end up in blurred images. Now we have our electronic document management system built on of TrueCONNECT™. It streamlined the approval process and solved the above-mentioned problems. The document management system needs only 10 minutes to finish the works which took 2 days in the past," stated Mr. Fu.

#### **A Trusted Network Service Provider**

"In the past, network interruptions paralyzed operations and results in substantial economic loss. TrueCONNECT™ tackled the problem well. Its stability could support mission critical applications. What's More? CPCNet committed to provide highest level of services. In case of possible network interruptions, CPCNet is always the first to know and send us alert proactively, so that we could prepare well for the issues," said Mr. Fu. Outstanding technical knowledge and attentive services are the key reasons CPCNet won the faith of Jotun China.

Mr. Fu revealed that Jotun China is planning to explore North and Northeast China market. He is confident that CPCNet's TrueCONNECT™ is the solid foundation that drives Jotun China to success.

## TrueCONNECT™



**TrueCONNECT™ is a managed Network service using MPLS (Multi Protocol Label Switching) VPN service with different Classes of Services (CoS) to link together offices and sites in different locations.**

**TrueCONNECT™ provides a highly secure and efficient network for transmission of data, voice, and video applications with guaranteed Quality-of-Service (QoS).**

**TrueCONNECT™ VPN is a cost-effective alternative to other Layer 2 Virtual Private Networks (VPNs) without compromise to security.**

Your trusted communications and security solution provider

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