

**AKER KVÆRNER**

Industry: **Manufacturing**

Application: **Intranet Remote Access**

Product: **Array SPX**

**Challenges**

- Eliminate management burden associated with IPSec clients
- Deploy a secure remote access solution that simultaneously supports maximum security and a premium end user experience
- Cost-effectively scale to 10,000 users

**Solution**

- Array SPX SSL VPN

**Results**

- High performance anywhere, anytime access to corporate applications
- Saved over \$1 Million Dollars a year because of Array SSL VPN's security and performance
- Not just the highest security, but also superior user experience

*"Within an extremely tight project timeline, we were able to give our 10,000 users access to their emails remotely. Now Array's SSL VPN gives our employees a superior user experience for securely accessing emails any time, anywhere on the planet."*

**Mr. Bjorn-Tore Garderhagen**  
*IT Product Manager, Aker Kværner*

**Array SSL VPN provides high performance and secured access to company resources for more than 10,000 remote users.**

Aker Kværner ASA is a leading global provider of engineering and construction services, technology products and integrated solutions. The business within Aker Kværner comprises several industries, including Oil & Gas, Refining & Chemicals, Pharmaceuticals & Biotechnology, Mining & Metals, Power Generation and Pulp & Paper.

Aker Kværner has aggregated annual revenues of approximately NOK 35.6 billion and employs approximately 21,000 people in more than 30 countries.

**The Challenge**

Aker Kværner has three data centers, one in Norway, one in the United States, and another in Singapore. These data centers serve approximately 10,000 remote employees around the globe.

With so many distributed and remote workers, the IT team at Aker Kværner wanted to give as many people as possible cost effective, secure access to their corporate desktop information when they were working away from the office.

Aker Kværner calculated that to give each person their own preconfigured, secure laptop would be far too costly. Mr. Bjorn-Tore Garderhagen, Product Manager explained: "We wanted to enable the mobile workers and senior managers across the company to get easy network access without having to furnish them with corporate systems. Preparing a corporate laptop, and loading it with software, configuring it, and all the administration, requires significant amount of time and money."

In addition to the connectivity challenges, a previous remote access virtual private network (VPN) solution introduced significant latency into network. "Security has always been our top priority," Mr. Garderhagen added, "however our remote users are complaining that their productivity and user experience are greatly compromised because of security. So we decided to seek a remote access solution that not only offers top notch security features, but also delivers a superior user experience, and above all, does not require installation of software on end user PCs."

"Within an extremely tight project timeline, we were able to give our 10,000 users access to their emails remotely. Now Array's SSL VPN gives our employees a superior user experience to securely access emails any time, anywhere on the planet," says Mr. Bjorn-Tore Garderhagen, Product Manager IKT.

**Problem Solved**

Aker Kværner contacted its IT solution provider, requesting SSL VPN offerings from several vendors, but was not satisfied with the performance and latency results they were seeing.

Finally, Aker Kværner evaluated Array's SSL VPN and found a nice surprise: "Amazing is really the word to describe my feeling," says Mr. Garderhagen, "the Array SSL VPN is not only easy to install, it offers the highest security just like other alternatives, and it really is the highest performing appliance we have even seen."

Garderhagen asked employees in all aspects of the business to trial the Array SSL VPN appliance, and gave access to a range of workers, from senior managers in the IT team to field agents, so that they would cover a representative sample of the company.

"All the feedback was extremely favorable. Employees found the solution gave them a superior experience, and didn't need any training at all from us before they were using it from home and other sites like hotels," Garderhagen commented.

Aker Kværner made the decision in the summer of 2004 to go for a full implementation, installing Array SSL VPN in its Norway, United States, and Singapore data centers. They picked the SPX with 5,000 concurrent licenses, which effectively supports 10,000 users, a substantial part of their client base. The Array SSL VPN solution would initially give secure remote browser-based access to Aker Kværner's intranet and Microsoft Exchange-based email.

**Results**

Aker Kværner have benefited from a whole range of cost savings, said Bjorn-Tore Garderhagen. "We are saving at least a million dollars per year by not having to deploy and support IPSec client software. Not only that, our end users are happier and more productive because of Array's superior performance without compromising security."

