

Customer Story: Global Hybrid and Multi-Cloud Visibility in the Manufacturing Industry





Employees: 95,000

Revenue: \$32B+

Business footprint: Global

Industry: Manufacturing for safety and industrial, transportation, electronics, health care, and consumer products verticals.

Architecture:

Five data centers, Microsoft Azure, Amazon Web Services (AWS), Azure China

The challenge: A dangerous mess of sanctioned shadow IT

“It was essentially a dangerous mess of sanctioned shadow IT,” says the AVP of Global Network Infrastructure for the multinational manufacturer. The company, whose corporate structure (and network) is organized around supporting world-class innovation across a number of verticals, had thousands of subscriptions on multiple clouds. And no visibility into what was in them.

Getting a handle on this manufacturer’s global cloud estate was critical to its cloud and networking teams. They needed it to manage the allocation of IP addresses

and namespaces to avoid conflicts, and to respond authoritatively and securely to queries across on-premises and the cloud more effectively. They also needed it to track usage for service health, security, and compliance purposes.

The cloud service providers (CSPs) weren’t helpful in enabling the multi-cloud visibility they needed. “We tried talking to Azure and AWS about interoperability,” said the company’s cloud infrastructure leader. “We’re a significant customer for both of them. And yet, no dice.”

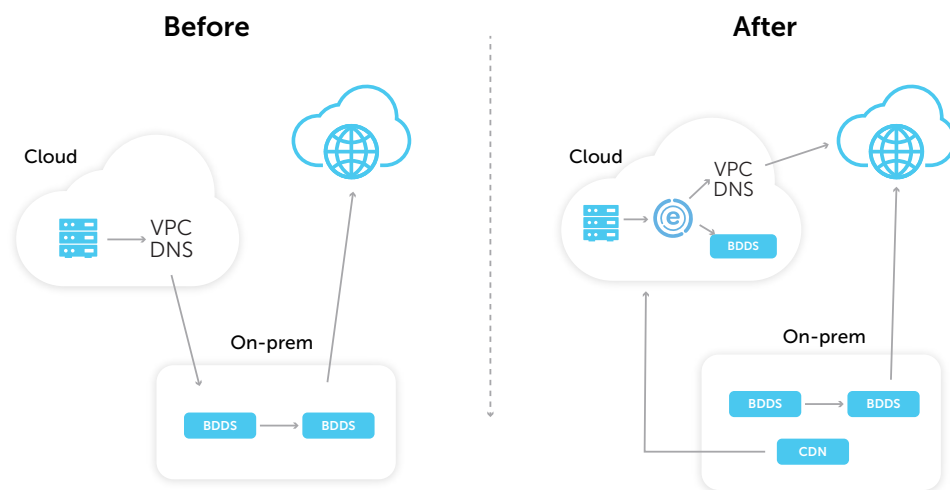
The solve: Getting a handle on the global hybrid cloud estate using DNS, DHCP, and IP address management

“Despite lackluster CSP support, our cloud, network infrastructure, and security teams really came together to come up with a solution,” said the network infrastructure AVP. “The partnership helped us uncover an opportunity to tap a technology we already use—and an existing vendor relationship—to bridge the gap.”

During a discussion with BlueCat, the manufacturer’s on-premises DNS, DHCP, and IP address management (together known as DDI) vendor, they discovered that they could use DDI as a bridge for extending central visibility and control to their cloud(s). Together with BlueCat and their cloud and security teams, they came up with a solution that:

- Provides much-needed visibility into their environment (using [BlueCat’s Cloud Discovery and Visibility tool](#))
- Enables seamless multi-cloud and on premises name resolution (via the Intelligent Forwarding capability in [BlueCat Edge](#))
- Improves the security and risk posture of the company with the ability to configure their security policies and threat feed (also from BlueCat Edge)
- Optimizes traffic flow by enabling secure local internet breakout from cloud instances (BlueCat Edge)

How BlueCat helped this global manufacturer gain visibility in its multi-cloud environment





The lesson learned: Look to DDI to solve some of hybrid cloud's interconnectivity challenges

Eighty-eight percent of cloud and networking professionals agree that the network team should have visibility and input into hybrid cloud design, and for good reason. For this multinational manufacturer, gaining visibility across their global hybrid estate wouldn't have been possible without collaboration between its cloud and network architects.

Along the way, BlueCat's DDI experts worked closely with this organization's cloud and networking technologists to propose architecture and technology solutions that allowed them to achieve their goals.



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