

Case Study: Unilever

Global company extends secure, uninterrupted access to field representatives worldwide. One of the world's leading suppliers of consumer goods, Unilever operates in more than 100 countries and has annual sales of €40 billion. Its portfolio includes some of the world's best known and most loved brands including Knorr, Hellmann's, Flora, Bertolli, Dove, Lux, Pond's, Lynx, Sunsilk, Persil, Cif and Domestos. To keep orders flowing and their sales pipeline filled, they turned to the NetMotion Mobility XE mobile VPN.

About the Deployment

Unilever depends on its 1500-strong field sales team to secure orders for products from wholesale and retail outlets across Europe, the Americas, Asia and Africa. The sales team, equipped with Windows Mobile devices provided by HP, requires secure and reliable communications over a wide variety of wired and wireless networks. Mobility XE enables line-of-business applications to run effectively wherever and whenever business is transacted. This allows the sales team to access mission-critical information in real-time and submit sales orders for immediate processing while on the road.

Unilever evaluated a wide range of architecture alternatives to replace its existing solution, ultimately selecting NetMotion Mobility XE for its high performance and reliability levels, policy management, and track record of successful large-scale implementations. Mobility XE also met the rigorous demands of Unilever's security policies, including support for RSA SecurID two-factor authentication.

Meeting All the Requirements

Richard Oxenham, Mobile Solutions Specialist with Unilever stated, "Over the last six months Unilever has carefully considered the correct tactical approach for our deployment of Windows Mobile devices in a rapidly evolving sector. We needed to establish an architecture which met the full variety of demands across our global business operations. NetMotion Mobility XE is the only product which met all our requirements for the project including secure and persistent application connectivity for a variety of PDA devices."

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— Richard Oxenham,
Mobile Solutions Specialist



Unilever

Organization

Unilever

Industry

Consumer Goods/Field Service

Objectives

- Implement secure, reliable connections over various networks
- Access critical information in real time
- Submit sales orders for immediate processing

Solution

- NetMotion Mobility XE mobile VPN
- RSA SecurID
- Windows Mobile 5.0 devices

Results

- Secure, persistent application connectivity
- Line-of-business applications accessed wherever business is transacted

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