



More than **25 virtualised applications**, on more than **200 sites** throughout the world, in **23 different countries** with an access to the service **24/7**.

► The issue:

To rationalise the operational costs while optimising the IT infrastructure

► The solution:

AppliDis Fusion 4 from Systancia

► The benefits:

- Set-up and deployment in less than 3 months
- Simplified and secured application maintenance
- Operational cost reduction

The CAT group in a few words

► Customer:

The CAT Group

► Staff:

3,000 employees

► Countries:

23

► Sector:

Automotive logistics

► Partner:

dotgreen

► Customer profile:

As an automotive logistics specialist, CAT offers tailor-made solutions for all logistics needs. In 2009, their clients placed more than 2.1 million vehicles and over 30 million parcels, to transport throughout their strategic markets. The group achieved a turnover of 936 million euros in 2009.



The customer's needs

With its main activity being focused on logistics, the CAT Group has always positioned IT at the heart of its strategy. As part of the evolution of their Information Systems, they have chosen to rely on an **application virtualisation solution** to rationalise their operational costs while optimising their IT infrastructure.

The solution

The first part of the project (Business Process Outsourcing) consisted in setting up an outsourced solution to manage suppliers' payment and dispute settlement, with a third-party supplier. Thanks to **AppliDis Fusion**, business applications were available through **low-speed Internet** and the CAT Group's network was also **fully secured** for this outsourcing project.

The following projects aimed at supporting the CAT group as **their applications turned into new solutions**. Dealing with specific network constraints, Systancia's AppliDis solution appeared as the best solution to avoid a costly investment in new infrastructures.

The solution: AppliDis Fusion 4

AppliDis Fusion 4 can deliver applications and desktops as a service: a single web console enables administrators to manage servers, applications, software licenses and access permissions, as well as create and manage virtual machines hosting a variety of operating systems which can all be delivered to hundreds of users across the enterprise with a single mouse click.

AppliDis Fusion 4 is application transparent and works with all server environments. Therefore, it is the perfect solution for companies who wish to reduce operational costs while simplifying day-to-day administration and improving their service level.

Why AppliDis Fusion 4 ?

After carefully looking at the various available offers on the market, the CAT group has chosen **AppliDis Fusion 4** from Systancia for its advanced functionalities, ease of use and financial affordability.

- **Easy use and deployment**
- **A friendly interface**
- **A powerful universal printing module**
- **A long-term and cost-saving solution**
- **Systancia's responsiveness, as a European software publisher, to take into account the customer's needs**



The expectations

As part of the optimisation of the IT infrastructure, Jean-Pierre Guillin, CAT Group's CTO, had 2 main requirements:

Fast and easy deployment

Since the group's activity is very flexible, the IT management team needs to prove its high responsiveness on a daily basis. The chosen application virtualisation solution had to enable application usage **within a very short timeframe**, and to ensure the opening of various agencies worldwide, regardless of the Internet access requirements.

Simplified maintenance

The **ease of use** has been a determining factor to choose this solution. The CAT Group was looking for a solution offering simplified maintenance and at a reduced cost. They also requested a solution that did not require specific administration skills.

EASY TO USE

FAST DEPLOYMENT

COST SAVING

Thierry Mulot, IT Architect, CAT Group:

«The ease of use was a crucial element to decide on a solution for such complex projects. The AppliDis solution enabled us to publish applications very quickly: less than 3 months for our Business Process Outsourcing project and 1 month for our payroll management system. »

Jean-Pierre Guillin, CTO, CAT Group:

« AppliDis is an easy to use and very efficient tool, which allows to deploy large virtualisation projects. We are very satisfied with our choice and with Systancia's and their partner's, Dotgreen, professionalism as they supported us efficiently throughout the whole process. »