



**Sensata**  
Technologies

# **Enterprise Case Study:**

## **Adopting SD-WAN to Support Unified Communications in Sensata's WAN**

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## Agenda

- Sensata overview
- Value proposition
- Challenges and opportunities
- Architecture overview
- Success factors

# What is Sensata?

- ✓ **One of the world's leading suppliers** of sensing, electrical protection, control and power management solutions
- ✓ **Key market player** in automotive, appliance, aircraft, industrial, military, heavy vehicle, off-road, HVAC, data, telecom, RV, and marine markets

## BY THE NUMBERS

**\$3.0 billion** total 2015 revenues (70% from automotive)

**19,000+** employees

**16** countries have Sensata sites



# Sensata Devices are Critical to High-Value Systems in Everyday Life



## **COMMERCIAL JET**

Up to 1,500 circuit breakers and switches



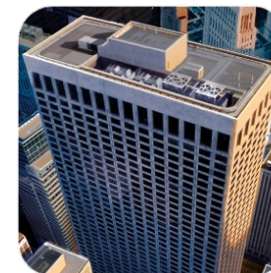
## **AUTOMOBILE**

Up to 50 sensors and controls



## **U.S. HOME**

30 or more sensors, switches and other safety devices



## **LARGE HVAC SYSTEM**

Dozens of sensors and switches



## **PHOTOVOLTAIC SYSTEM**

1 to 4 high voltage switches and fuses



## **RV & LARGE BOAT**

Up to 60 power inverters, sensors and protection devices



## **CONSTRUCTION VEHICLE**

5 to 10 sensors, switches and circuit breakers



## **MOBILE PHONE SYSTEM**

300 or more circuit breakers, sensors and switches

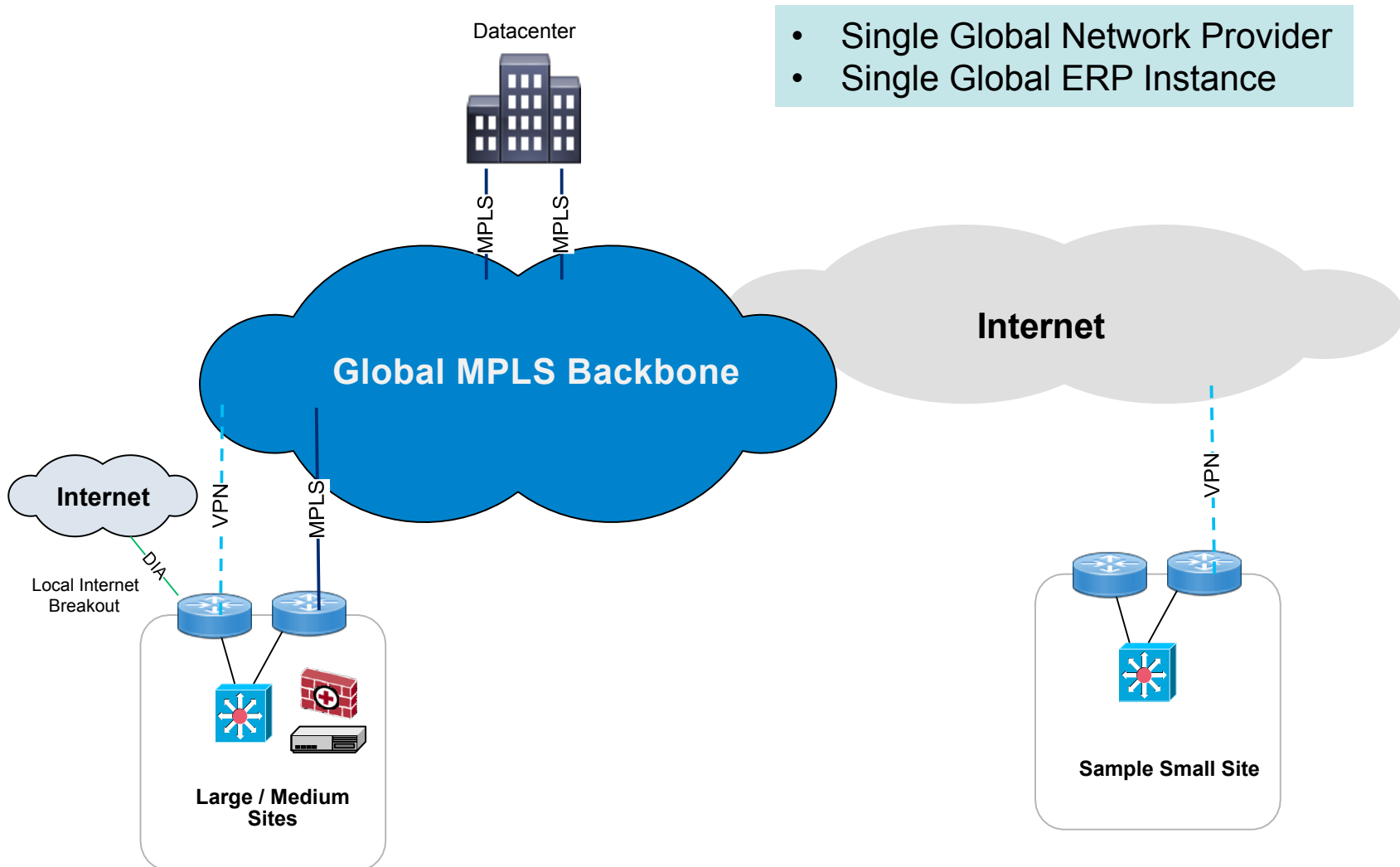
**OUR VALUE-ADDED SOLUTIONS** impact millions of people everyday and help satisfy the world's growing need for safety, energy efficiency, and a clean environment



# What name brands are Sensata customers?



# WAN Infrastructure View



# Challenges and Opportunities

## Challenges

### Data Growth

- Network Usage
- Consolidation / Virtualization
- Cloud

### Unified Communications

- Collaboration / O365
- Cisco Voice/Video/IM&P

### Price/Performance

## Opportunities

### Asset Light

- Consolidation / Virtualization
- Cloud

### SD-WAN

- Hybrid Overlay Network (MPLS/Internet)
- Hosted Unified Communication Services
- Policy Management

# Value Proposition for Global Unified Collaboration

## Joint Business and IT Benefits



- Enable hot desk / real estate efficiency
- Increased collaboration and productivity
- Business Process improvements
- Travel Reduction

## Cost Savings within IT



- Global platform consolidation
- Remove EOL h/w & s/w (Risk mitigation)
- De-commission of legacy / EOL voice platform (PBXs)
- Reduce mobile, voice and conferencing costs

## Additional Benefits

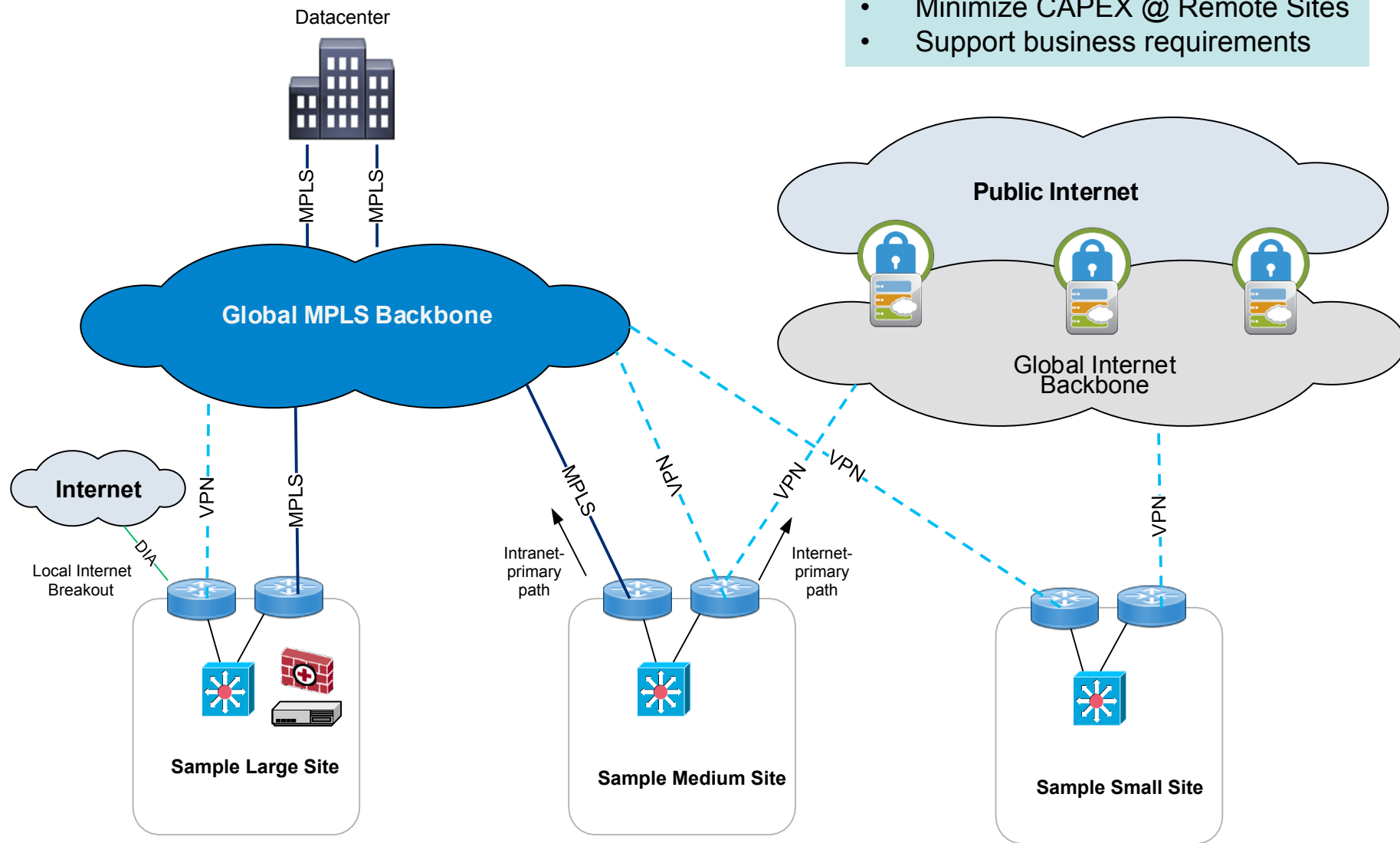


- Enable new technology to end users to provide enhanced functionality and productivity:
  - Soft phone and displacement of hard phones
  - Voicemail to email support
  - Voice and Video integration
- Quicker and lower cost M&A integration (speed and execution)
- Higher Service Levels and Performance



# Architecture overview

## SD-WAN and Asset Light



### Key Business Drivers:

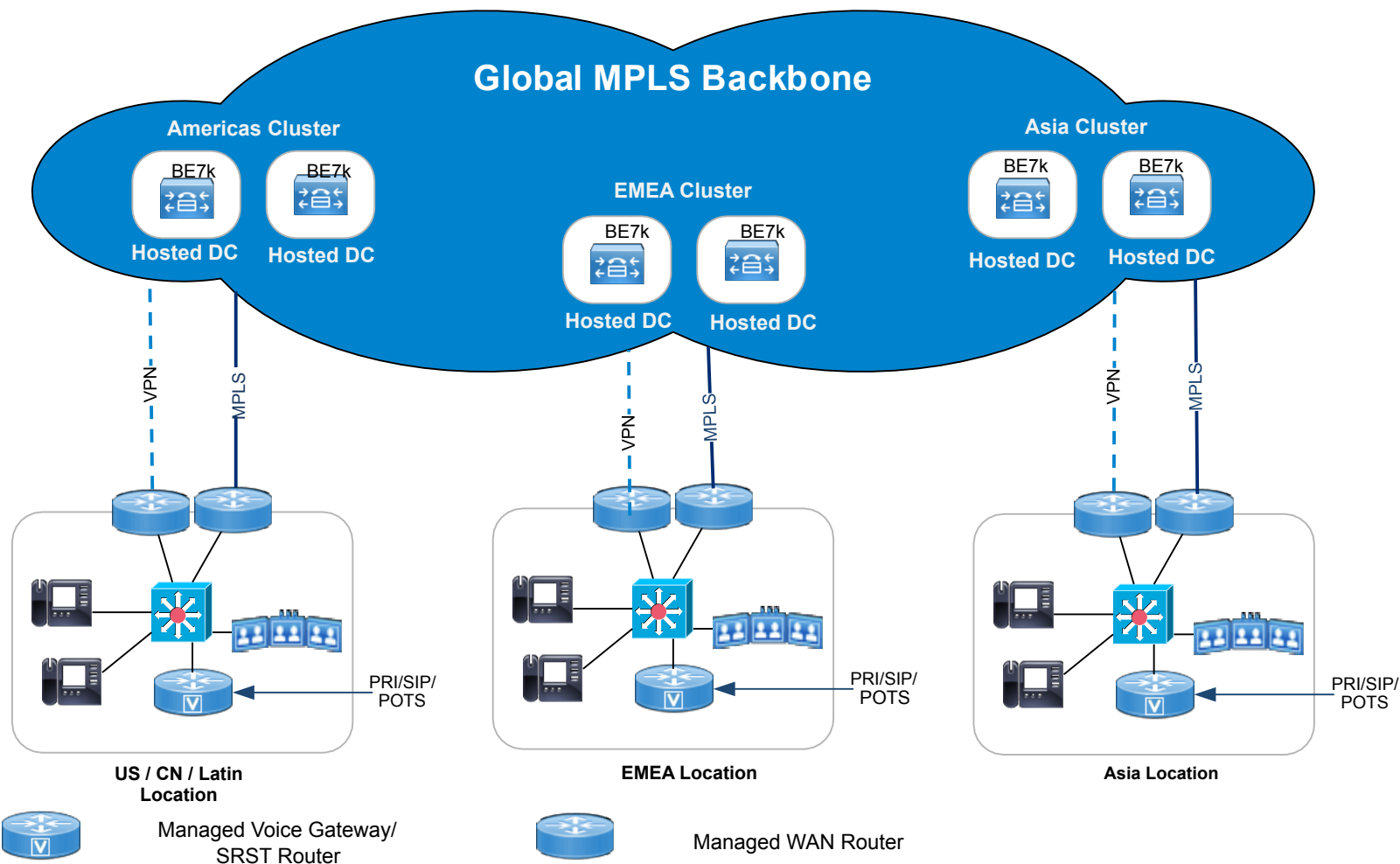
- Quicker provisioning cycles
- Minimize CAPEX @ Remote Sites
- Support business requirements

# Architecture overview

## Unified Communication overlay

### Key Business Drivers:

- Asset Light Architecture
- Global scalability
- End to end management



# Success factors

## Global consistency

✓ HQ Driven, Global & Region Execution

## Cost efficiency




✓ Cost efficiency - consolidation, WAN offload, standardization & BPR

## Stakeholder engagement

✓ Early on-board key stakeholders

## Collaboration enhancement

✓ Consistent cross-platform global user experience

-  NEWLY ACQUIRED
-  CORE SENSATA MFG SITE
-  NEW, UNDER CONSTRUCTION

