



## **Parker Hannifin: *Global Technology Firm Goes Wireless***

**Outside** of the US, Parker Hannifin has over 120 sites including central offices, warehouses, manufacturing plants and sales representatives. With such a large and diverse range of locations, the company is continually researching and evaluating new technologies that may be implemented to improve communications, business procedures and cost efficiencies.

### **The Customer:**

**Parker Hannifin Corporation** is the world's leading diversified manufacturer of motion and control technologies, with 250,000 products, 45,000 employees and annual sales of more than \$6 billion.

**Parker** builds motion and control technologies, providing systematic, precision-engineered solutions for a wide variety of commercial, mobile, industrial and aerospace markets. The company's products are vital to virtually everything that moves or requires control, including the manufacture and processing of raw materials, durable goods, infrastructure development and all forms of transport.

High-profile projects include seals for the **NASA** space shuttle and hydraulics for films such as **Titanic** and **Pearl Harbor**.

Parker Hannifin's operations outside the Americas and Canada are handled by the Parker International division, headquartered in Hemel Hempstead in the UK.



**Parker Hannifin International Data Centre  
(Hemel Hempstead, UK)**

### **Parker and Wireless Networking**

The company recently began conducting small evaluation tests on wireless networking as it was deemed a maturing technology with business benefits already proven.

**Raj Virdi**, Network Analyst at **Parker Hannifin's International Data Centre (IDC)** in Hemel Hempstead (UK) was charged with the feasibility study of wireless networking for Parker's facilities in the U.K.

Maintaining and strengthening secure access to the network and its sensitive data was a key concern for Virdi. In his words, "you can't and we don't compromise on security in-house; you simply can't afford to."

**Ensuring Wireless Security**

Parker Hannifin already had existing experience and relationships with various vendors. Therefore initially, Raj Virdi evaluated various WLAN products using their own individual imbedded security. He found the security suites unsuitable because most of them were proprietary and unable to manage the variety of vendors' WLAN cards within both staff and visitor laptops.

Virdi next consulted with Bluesocket and Vernier and evaluated their respective solutions. The critical factors to him were threefold: ease of configuration to enable anybody to deploy the products without difficulty or excessive technical support. Similarly, the solution needed to allow administrators to create and implement policies simply across the departments of the IDC and crucially, provide strong user authentication enabling secure access.

**Parker Picks Bluesocket**

In each case, Bluesocket's WG-1100 Wireless Gateway was the one product that surpassed the necessary requirements laid down by Virdi:

*"We tested the Bluesocket product extensively and were impressed with the simple and intuitive nature of its configuration and management. The IDC is an extremely busy environment employing over 200 workers and receives many external visitors each day and thus it was vital for our data security that each user could be authenticated and then assigned network access based on their role in the company or as a visitor. Bluesocket's straightforward and simple method in creating and enforcing policies for user groups was also very persuasive."*

As laptops purchased these days come with wireless capabilities and with the success of the Bluesocket evaluation, the decision was taken to deploy Bluesocket's products within the IDC.

**Bluesocket Helps Parker Hannifin Manage Wireless Access for Staff and Visitors**



The flexible authentication option of the Bluesocket WG-1100 enables Parker to provide 'hot desks' for visitors and on entering the premises they are will handed a visitor badge and a WLAN card.

Parker's Raj Virdi comments:  
*"Visitors have greatly appreciated this facility and has allowed them to work during or outside of meetings"*

Initially, a single WG-1100 was deployed within the IDC (whilst a further two WG-1100s are in the process of being implemented in two other Parker Hannifin sites in the UK for WLAN integration and a barcoding function respectively.)

The benefits of wireless working with Bluesocket soon became apparent to Virdi and his co-workers, as Raj Virdi suggests:

*"Staff are now able to attend meetings anywhere with their laptops, PDAs and an assortment of other mobile devices, wirelessly connected to the network and the Internet. Users are always seamlessly connected when moving around the building. This allowed users to download data or presentations or do additional research during meetings in any area of the IDC".*

***"In essence, we've created a far more mobile workforce," says Virdi.***

**Bluesocket: Worldwide WLAN Security Standard at Parker Hannifin**

The IDC is currently experiencing rapid growth and office space and LAN ports have become a premium. The management are faced with either deploying more cabling or 'going wireless.' A wireless survey was recently carried out and the results have ensured that a wireless LAN has now been deployed throughout the IDC. A consequence of the success of the wireless LAN deployment and the Bluesocket Wireless Gateways within the IDC, further WG-1100s have been implemented in three other Parker Hannifin sites in the UK and ten locations in the United States, with proposals coming in from Australia, Brazil, India and Korea.