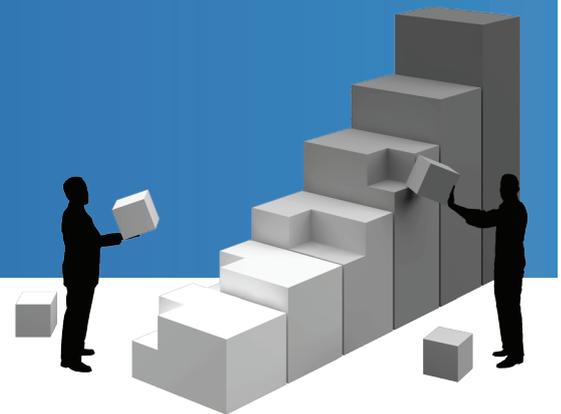


PeerLink

Success Story



NHK International

Peer Software Accelerates Sales, Innovation and Production for a World Leader in Spring and Suspension Technology

PROJECT PROFILE

Product:
PeerLink for file sharing and collaboration

Platform:
Windows Server

Locations:
Multiple locations in Asia, North America, South America and Europe with sales, engineering and manufacturing teams.

Industry:
Manufacturing

Special Notes:
NHK was able to quickly implement PeerLink and within one week was in position to retire DFSR for file sharing and collaboration.



Advantage Alliance Partner

Introduction

It all started when the sales team at NHK International Corporation reported some problems they were having while collaborating via shared Excel spreadsheets. But, these weren't your typical spreadsheet files. The manufacturing and sales teams depended on them to maintain up-to-date sales forecasts, as well as manage the process for building prototypes, a critical sales cycle phase for the world's leading manufacturer of springs used in automotive suspensions, seats, computer hard disk drives, and other industrial applications.

"Overwritten spreadsheets created a lot of extra work and stress for the team, especially when it caused delays in prototype development," stated James Green, IT manager at NHK. "As we dug deeper, we discovered additional collaboration requirements for supporting our customers who are constantly innovating with new product designs, and their need to test prototypes before they can place an order."

Challenges

With global teams spread out across multiple continents, the IT group at NHK wanted to avoid dependency on a centralized collaboration solution like a content management system, ruled out cloud-based alternatives, and started investigating distributed replication solutions that promised high performance, security and redundancy. The company had Microsoft servers in each of their locations, so they first implemented Microsoft DFSR. Even though DFSR was an adequate solution for replicating files across multiple locations, they quickly discovered that the lack of file locking in DFSR caused people to lose work in certain situations when shared files were replicated, and it was hard to monitor if DFSR was working or needed administrative attention.

Through additional research NHK found PeerLink, an enterprise-class business file sharing and collaboration solution from Peer Software that met their requirements. Thanks to features like real-time file replication, intelligent file version conflict prevention, centralized administration that eases setup and monitoring, and byte-level replication that minimizes WAN utilization, NHK quickly had PeerLink implemented and within a week was in position to decommission DFSR.

NHK Utilizes PeerLink for Global File Collaboration



NHK utilizes PeerLink to facilitate collaboration between their global sales, design and manufacturing teams to accelerate the development of state-of-the-art spring and suspension components. NHK's products are found in automotive and rail suspension systems, car and truck seats, engines and transmissions, and high tech equipment such as printers, copiers and hard disk drives depended on by billions of end-users worldwide.

Results

Since initial implementation, the use of PeerLink for file collaboration quickly expanded beyond spreadsheets and now includes product design files from CATIA, SolidWorks, AutoCAD and Unigraphics, Adobe graphics files, Microsoft Office files, as well as pictures and videos that NHK's sales, engineering and manufacturing teams share and utilize for customer projects. Additionally, NHK has also implemented Peer Software's PeerSync product to synchronize non-collaborative files across their enterprise for file distribution, redundancy and disaster recovery.

About Peer Software

Peer Software develops data management solutions addressing the unique challenges related to backup, replication and collaboration in a WAN environment. Since 1993, Peer solutions are in use globally by over 10,000 corporate, government and education customers including half of the US Fortune 100.

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