

Network as Platform for Business Transformation



Romanian energy giant optimizes IT management, boosting efficiency and lowering security and availability risks

EXECUTIVE SUMMARY

Customer Name: OMV Petrom SA

Industry: Oil and Gas

Location: Romania

Number of Employees: Over 20,000

Challenge

- Accelerate business evolution support for OMV Petrom and parent company, OMV Group

Solution

- Unified access with one policy (Cisco ISE), one management (Cisco Prime), and one network (Cisco Borderless Network)
- Simplified management across wired and wireless network

Results

- 95 percent efficiency improvement in inventory management process
- Improved network visibility with policy based access control
- Better support for business transformation

Challenge

OMV Petrom is the largest oil and gas group in south east Europe. Its major shareholder is OMV, one of Austria's largest industrial companies. OMV Petrom is involved in the full value chain, from exploration and production to refining and distribution. It sells fuel to the public through 800 filling stations located throughout Romania, Moldova, Bulgaria, and Serbia.

Over the last seven years, this vibrant company has confirmed its strong position with a €7.7 billion modernization campaign. However, progress was being hindered by a number of IT legacy systems from its previous state ownership. IT assets had poor visibility, data security was weak, and governance was unclear because the network was controlled by various service providers.

A new organization, OMV Global Solutions, was created to provide information and communications technology for the whole group.

"Our mission is to provide value adding solutions based on a solid understanding of key business requirements," says Razvan Ilievici, IT Infrastructure Service Line Manager for OMV Global Solutions. "Our efforts focus on using technology efficiently and effectively to drive innovation, transformation, and improvement of business operations. Through our integrated position we capture synergies and create sustainable value for the OMV Group." OMV Petrom thus needed IT solutions that would support its own evolution and could be replicated for the rest of the OMV organization.

"In order to achieve this we needed to consolidate, centralize, and standardize the IT infrastructure including networks, servers, and services. Only then would we be able to provide unified quality of experience for all users, anytime and anywhere," says Victor Marcu, Department Manager Network, Telephony, and Security for OMV Global Solutions.



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Victor Marcu
Department Manager Networks, Telephony, and Security
Petrom

With 20,000 employees, spread over 1000 locations, and data centers in Vienna and Bucharest, these aims were ambitious. Moreover, because OMV Petrom staff and external staff in all its business lines use smartphones, laptops, and tablets, it also needed secure wireless guest access. Consolidation of IT services and a technology refresh of the company’s networking technology started with a relocation to new headquarters.

Solution

In selecting a partner to support its aims, OMV Petrom considered various suppliers. “We decided to continue with Cisco because it was a trusted partner and our Cisco installed equipment provided the most economical approach for Romania,” says Andrea Strateanu. “These systems were easy to operate and administrate, and our IT team had expertise in deploying Cisco networks.”

OMV Petrom selected a Cisco® Borderless Network validated design based on Cisco Catalyst® 3560, 3750X, 6500, 2960, 2960S, and 4500 Series Switches along with Nexus® 5000 Series Switches, and ASR 1000, ISR 2900, 3900, and 7200 Series Routers. The infrastructure includes a Cisco Unified Wireless Network comprising Cisco Aironet® Wireless Access Points and Cisco 2500, 4400, and 5500 Series Wireless Controllers. Management of wired and wireless domains has been consolidated and simplified by Cisco Identity Services Engine (ISE) and Cisco Prime.

Designed to deliver a reliable and smooth user experience in a world with new and shifting borders, streamlined network management was a great fit for OMV Petrom. “With ISE, we have unified the access policies of both wired and wireless users,” says Strateanu. “We intend to extend the solution to all branch offices for wired and wireless 802.1x authentication, mobile device, and wireless guest user provisioning. Cisco Prime was of critical importance for centralizing network administration and standardizing the infrastructure.”

Results

The Cisco Borderless Network with ISE and Cisco Prime™ has reduced downtime and risk from security breaches and network problems. This is largely due to the fact that the network, devices, and users are simpler to manage. “Troubleshooting is much easier,” says Marcu, “while Cisco Prime helps us deploy bulk configurations and work more efficiently. And, because we now have a real time view of the network, we can pinpoint risks such as equipment reaching end-of-life or end-of-support.”

Cisco Prime collects data from devices connected to the network to populate the Configuration Management Database (CMDB). This process automation was particularly helpful when the company needed to create an inventory for hundreds of filling stations in Romania. “The job was expected to take 300 hours, but with Prime it took only 16 hours; that’s an impressive 95 percent efficiency improvement,” says Marcu.

Cisco ISE is used in all countries where OMV is present. “We use it as a Radius server and active directory for authenticating users in the 10 countries that have wireless networks,” says Marcu. “It provides policy-based network access control for users, machines, and mobile devices and makes the network more secure by assessing the context of the users rather than just relying on media access control addresses. It provides the overall policy for providing network access, and our technicians really like using it because they have greater control.”

The OMV Petrom IT team is also impressed by the architecture of the Cisco Nexus switches, which are seen as reliable and scalable, offering a solid foundation for delivering IT services to the business. The top-of-rack 10Gbps Ethernet distributed architecture, together with Cisco Virtual Port Channel technology, enhance convergence and network bandwidth by eliminating Layer 2 loop avoidance protocols such as Spanning Tree.

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Andrei Strateanu
Team Lead for Network Design
Petrom

“We use Cisco Nexus and Catalyst 6500 switches in our Bucharest data center and those of another vendor in our Vienna facility,” says Marcu. “After using Cisco solutions for more than eight years I can say they are mature and offer many features that work well.”

Next Steps

Cisco has given OMV Petrom unified access with one policy, one management, one network, and one single platform that deliver the visibility and flexibility that the company needs to transform its business. Looking to the future, the OMV Petrom platform is BYOD-ready and has advanced Cisco features that the company can turn on, such as Wide Area Application Services for improved application performance and MediaNet for helping ensure optimal video delivery.

For More Information

To learn more about Cisco Borderless Networks and the solutions featured within this case study go to:

www.cisco.com/go/borderless

www.cisco.com/go/ise

www.cisco.com/go/prime

For further information on OMV Petrom go to:

www.petrom.com

www.omv.com

Product List

Routing and Switching

- Cisco Catalyst 3560, 3750X, 6500, 2960, 2960S, and 4500 Series Switches
- Cisco Nexus 5000 Series Switches
- Cisco 7200, ASR 1000, ISR 2900 and 3900 Series Routers

Wireless

- Cisco 1121, 1131, 1142, 1231, 1260, and 2602 Access Points
- Cisco 2500, 4400, and 5500 Series Wireless Controllers

Management

- Cisco Identity Services Engine
- Cisco Prime



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