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NORMA Group Fastens a Seamless SD-WAN Solution

NORMA Group partnered with vCom and QuantumShift to deploy a global SD-WAN solution across 58 sites in 23 countries, streamlining infrastructure and gaining visibility, flexibility, and cost control across a complex environment.

BACKGROUND

NORMA Group is a global market leader in engineered joining technology, serving industries such as automotive, water management, and industrial applications. Headquartered in Germany, the company operates production facilities and sales offices across the globe.

> "The implementation was near flawless from the kick-off call to the design meetings, to the integration itself. vCom was there every step of the way."
>
> **CRAIG HOUCKHAM**
> SENIOR MANAGER, NETWORK & SECURITY

CHALLENGES

With 58 locations spread across 23 countries, NORMA Group faced a complex and high-stakes challenge: modernizing its global network infrastructure with a secure, scalable SD-WAN solution. The goal was to achieve high availability and regional customization, while aligning with strict business continuity and security requirements.

The complexity of the deployment was compounded by varying IT schedules and bandwidth needs across regions. Supply chain disruptions, hardware availability, and vendor limitations—especially in high-restriction markets like China—added another layer of difficulty. NORMA needed a partner who could not only manage the logistics but also offer strategic design, regional flexibility, and deep visibility into a globally distributed SD-WAN architecture.

IT Under Management

- 58 locations
- 23 countries
- 111 devices

Challenges

- Global SD-WAN deployment spanning 58 locations with complex site-by-site needs and bandwidth requirements
- Vendor limitations and supply chain constraints
- Need for high availability, centralized management, and integration with regional IT schedules across 23 countries

Impact

- Fully redundant global SD-WAN across 58 sites, with virtual appliances in Azure and multi-transport connectivity
- Centralized backhaul and regional integration
- Unified visibility and control through vManager, with automation that reduced waste and improved performance monitoring initiatives

SOLUTION

NORMA Group turned to vCom and its QuantumShift solution to rearchitect its global network from the ground up. The QuantumShift team designed a fully redundant, high-availability SD-WAN solution that spanned all 58 global sites and supported 111 devices. The design incorporated multiple transport types—Internet and MPLS—and enabled centralized backhaul to three core hubs in North America, EMEA, and APAC.

QuantumShift's unique ability to mix and match carriers with aggregated buying power gave NORMA Group the flexibility to deploy different hardware models based on region-specific needs and bandwidth requirements. By working closely with NORMA's regional IT teams, vCom helped establish staggered deployment schedules, ensuring each rollout aligned with local operations. A separate SD-WAN environment in China was integrated via a secure MPLS-based DCI, overcoming international vendor restrictions.

RESULTS

NORMA Group now operates a fully optimized, globally distributed SD-WAN environment—with virtual appliances deployed in Azure, active-active failover, and multi-vendor connectivity—managed seamlessly through vCom's vManager platform.

- Fully redundant global SD-WAN across 58 sites
- Support for 111 devices
- Unified visibility and control through vManager

Through integrated RPA and automated billing intelligence, NORMA has reduced waste, increased performance visibility, and streamlined operations at a global scale.