

Allied Telesis for Manufacturing

Industry Trends

- **Industry 4.0:** The Fourth Industrial Revolution uses automation, AI, and data analytics to enable smart factories.
- **Industrial IoT:** The number of IoT sensors in factories is growing rapidly. Manufacturers use these sensors to collect real-time production data in factories to optimize production.
- **IT/OT Convergence:** Manufacturers are seeing a convergence between information technology (IT) systems and operational technology (OT) on the factory floor.
- **Trade Policy Risks:** Manufacturers may face pressure to lower prices in response to tariffs, adversely impacting profit margins. Trade pressures may influence decisions about where to locate production.
- **Cybersecurity Risks:** Modern manufacturing is vulnerable to cybersecurity threats, including ransomware.

Networking Challenges

- Network downtime and unreliability disrupt production and increase costs.
- Some manufacturing floors may be difficult RF environments.
- Networking solutions with high TCO increase production costs.
- The network must be able to withstand harsh physical conditions like heat, humidity, and dust.
- Legacy networks often lack the performance to support fast-growing industrial IoT deployments.
- Inadequate security can allow cyberattacks to disrupt production.



Allied Telesis Solutions for Manufacturing



Wired Connectivity and Power:

Switching (core/distribution/access) for wired connectivity and power—including industrial switches for the factory floor and PoE options.

Wireless Connectivity:

Wi-Fi 6E and Wi-Fi 7 access points for wireless connectivity on both the factory floor and in office areas, including ruggedized APs.

Unified Management:

Vista Manager provides a single management interface for enterprise and industrial equipment.

Network Security:

Security framework that allows access only to verified users, devices, applications, and data flows through micro-segmentation, network access control, and an always-verify approach.

Computer Vision:

Video-analytics-based inspection and monitoring to enable automatic quality control, process optimization, and object detection on the manufacturing floor.

Building Automation:

High reliability to support HVAC systems, lighting, and energy management.

Edge Computing:

Local data processing at the industrial edge, moving computational power closer to machines and sensors.

Why Allied Telesis for Manufacturing?

Allied Telesis is a great choice for manufacturing organizations because of three main attributes: flexibility, reliability, and security.



FLEXIBILITY

Our solution is designed for openness—we interoperate seamlessly with offerings from a variety of third parties, including our competitors in the wired and wireless networking space. Manufacturers are free to select the combination of hardware and software that works for them, with the confidence that Allied Telesis will interoperate with their selections. Customers also find that we are much more willing to work with them to design custom solutions than larger industry players.



RELIABILITY

We are vertically integrated and manufacture our own products, unlike our competitors. This allows us to deliver an extremely high level of quality, meaning very low failure rates. We enable rapid automatic recovery once a failed hardware unit is replaced. Allied Telesis products are backed by a limited lifetime warranty. Manufacturing organizations appreciate this dedication to quality. Reliability also includes very high performance to support demanding applications in manufacturing environments. Maximum reliability and performance keep production lines running in the manufacturing industry.



SECURITY

Allied Telesis manufactures the products that comprise its networking solution, which avoids supply chain risk. We offer network access control, which includes isolating and quarantining any devices detected by the firewall to be infected with malware to protect other devices and the network from compromise. Since security breaches can disrupt operations, this combination of functionality appeals to security-minded manufacturing organizations. We are known for supporting security cameras for video surveillance and integrate with popular video management systems (VMS).



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What Customers Are Saying About Allied Telesis

“Transitioning from an aging network to a complete Allied Telesis solution has transformed how we connect and protect our business. Today, our data, voice, IoT devices, and security systems all run seamlessly on a single, reliable platform—giving us the confidence to focus on manufacturing excellence.”

Jason Fog—Chief Operating Officer
Underground Devices, Inc.
Greater Chicago Area, Illinois, USA



“The new [Allied Telesis] network has given us significant improvements in operational efficiency and productivity. The high-capacity network and improved wireless coverage have facilitated internal communication and collaboration, while the robust and secure infrastructure has enhanced business resilience. This has allowed the Fini Company to maintain our growth and expansion trajectory.”

José Maria Escribano Quiñonero—IT Manager
The Fini Company
Molina de Segura, Murcia, Spain



“We now enjoy seamless Wi-Fi access in both the factory and office areas, and Allied Telesis 24x7 professional network monitoring gives us peace of mind.”

Mr. Sugiura—Executive Technical Director
Suminac Philippines, Inc.
Greater Manila Area, the Philippines



About Allied Telesis

Allied Telesis is a global provider of networking infrastructure for public and private organizations. Founded in Japan in 1987, the company brings together decades of engineering expertise with a long-term focus on quality, reliability, and operational stability. Headquartered in Tokyo and listed on the Tokyo Stock Exchange, Allied Telesis supports customers worldwide with networks designed for high-performance, dependable, secure operation over time.



25,000+
Enterprise
Customers



100+
Countries



2,000+
Channel
Partners



2,000+
Employees

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