

# Zscaler™ enables infrastructure-less warehouses for Kubota Australia



**Kubota Australia**

[www.kubota.com.au](http://www.kubota.com.au)

**Location:** Melbourne, Victoria

**Industry:** Manufacturing

**Products:** Zscaler Private Access™

Kubota Australia is a provider of agriculture, construction, and power equipment for business and domestic customers. The company works through a network of 160 dealerships across Australia and New Zealand to deliver new products and after-sales support. The company's parent, Kubota Corporation, entered the equipment market in 1953 and launched its first tractor in 1960. Today, Kubota employs more than 35,000 people worldwide.

## IT costs and lead times hinder warehouse expansion

To keep up with growing demand and promptly provide more parts to more customers, Kubota Australia continues to add warehouses. Warehouses require internet connectivity to allow the RF scanners to communicate with the ERP system to obtain details of orders and track stock movements. This requirement of a dedicated wireless network, along with the logistics of working with possibly different internet service providers at each warehouse, was the long pole in making new warehouses operational.

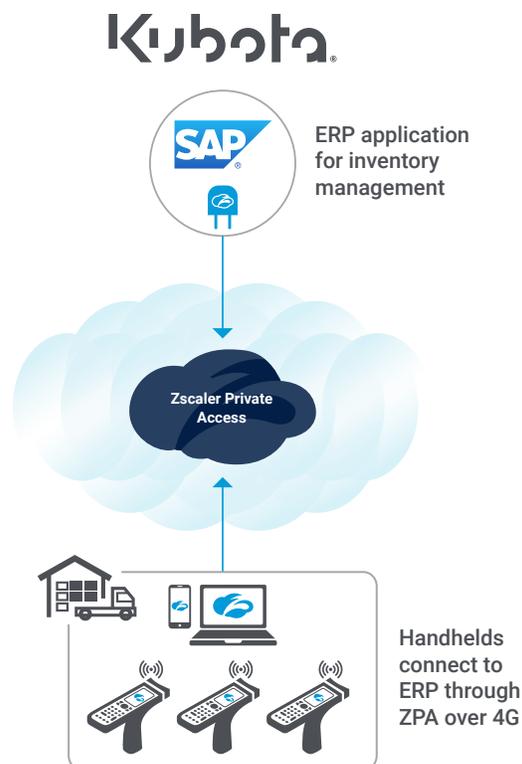
The business wanted to solve this problem to maintain a competitive edge while keeping operational costs low. "We came up with the idea of installing the Zscaler Client Connector on the Android-based RF scanners and equipping each with a SIM card to allow it to connect to a conventional 4G mobile network. We trialed the idea on a scanner, and it just worked," said Jonathon Bonnici, IT Service Delivery Manager at Kubota Australia. Zscaler Client Connector was easy to install on the Android RF scanners and worked flawlessly without impacting resource utilization on the device.

**“ The next time we add a warehouse, there is no need to wait for weeks and spend thousands of dollars on networking, we are up and running anywhere on day one with our 4G-connected RF scanners using the Zscaler Client Connector to connect to our SAP ERP systems inventory management. ”**

**– Jonathon Bonnici**  
IT Service Delivery Manager  
**Kubota Australia**

Each scanner can now securely communicate with the company’s SAP ERP system without the need for a separate network. “This has made staff in the warehouses much more agile and productive,” Bonnici said. The simplicity of the Client Connector was an asset—the connection was secure even when connecting via guest Wi-Fi, shared internet with no firewalls, and even across mobile carriers. With Zscaler Private Access, Kubota Australia is able to ensure end-to-end encryption from the RF Scanner to the ERP application and restrict the users to only the SAP ERP application without allowing them to browse the internet.

This infrastructure-less warehouse capability has now allowed Kubota Australia to use space with third-party locations to quickly expand its distribution network. Together with Zscaler, Kubota Australia is doing its part to develop solutions to deliver on its long-term vision of enhancing the productivity and safety of food, promoting the circulation of water resources and waste, and improving urban and living environments.



**WINS:**

- Infrastructure-less warehouses are a reality with Zscaler Private Access combined with 4G LTE from any mobile carrier
- Zero lead time for IT to make new warehouses operational anywhere
- Saving thousands of dollars by avoiding ISP setup costs and networking infrastructure
- Using third-party locations as warehouses/ distribution centers is now possible

**“Traditionally, we have had to install a wireless network in each warehouse to allow the scanners to communicate with our ERP system to obtain details of orders and track stock movements.”**

**– Jonathon Bonnici**  
IT Service Delivery Manager  
**Kubota Australia**

**About Zscaler**

Zscaler (NASDAQ: ZS) accelerates digital transformation so that customers can be more agile, efficient, resilient, and secure. The Zscaler Zero Trust Exchange protects thousands of customers from cyberattacks and data loss by securely connecting users, devices, and applications in any location. Distributed across more than 150 data centers globally, the SASE-based Zero Trust Exchange is the world’s largest inline cloud security platform. Learn more at [zscaler.com](https://www.zscaler.com) or follow us on Twitter [@zscaler](https://twitter.com/zscaler).

