

Case Study: CONSTRUCTION

WHO

- International practice of designers, engineers, and architects
- 6x UK sites with Manchester HQ
- 5x overseas sites
- 1,200 users

CHALLENGE

- 8-year old networking equipment reaching end of life
- Frustrations with existing Cisco GUI to control network
- End-to-end network refresh was required
- All core to edge switching and routing

SOLUTION

- Proposed solution built on new Dell technologies
- £250k project
- Orchestrated implementation of project
- Financed solution to offer flexible payment terms and spread cost
- 3-month delivery window for project

Servium

BENEFITS

- Multi-vendor management tool for legacy Cisco tech they retained
- One-off licensing model avoid recurring fees
- Significantly cheaper solution using Dell
- Servium held all equipment in warehouse to avoid delays
- Expert logistics - ship both to UK and overseas

WHY SERVIUM?

- Trust built up between parties
- Confidence from customer born from Servium's proactive approach
- Seamless partnership with Dell



Network

