

# Case Study: MANUFACTURING

## WHO

- Leading developer and manufacturer of vacuum products
- 3,000 users

## CHALLENGE

- Moving Head Office to new building
- Consolidation - all staff in one location
- Needed fast, reliable network able to support all new users
- Wanted greater capacity across other locations

## SOLUTION

- Customer wanted to remain loyal to Cisco technology
- Proposed alternative solutions throughout Cisco range
- Conducted web meets and demos of options
- Worked closely with Cisco to achieve best value pricing
- Installed more access points and switches to achieve objectives
- 5-year support contract in place to cover new network

**Servium**

## BENEFITS

- Familiarity with existing technology - time saved deploying
- Can now support all users from one location
- Infrastructure in place to support business growth
- Didn't originally have support - now enjoy additional peace of mind

## WHY SERVIUM?

- Trust in working relationship
- Vast experience with Cisco solutions
- Added value tailoring support offering



Network

