



Partner Success

Managed services push the boat out for shipping company

Westcon  Comstor

Opex financing and tailored project management meet the needs of global maritime construction company

Challenge

The project had budget constraints as the end user did not have adequate funding in place to purchase the Cisco equipment needed using a Capex model.

Our partner customer, a global maritime construction company, was unable to provide the fully managed service the end user required owing to technical resource constraints.

Solution

Westcon-Comstor financial services provided flexible financing for the fulfilment of Cisco LAN switches and wireless access points.

The services team project managed the deployment, operational transition and on-boarding of the Cisco solutions.

Our managed services solution included ongoing remote support and management, 24x7 pro-active equipment monitoring, and any moves, additions, changes and hardware replacement through scheduled and emergency Engineer-to-Site cover.

Result

Westcon-Comstor successfully delivered a fully managed service on behalf of our partner to monitor and maintain the end user's equipment and ensure business continuity.

The end user got the hardware and managed services they needed within budget and paid for by a predictable monthly recurring charge.