



Partner Success

Show must go on for global events company

Westcon  Comstor

Westcon-Comstor services team consolidates infrastructure and simplifies support across multiple auditoriums, theatres and venues worldwide

Challenge

The end customer owned a portfolio of venues across the world. But each venue was managed locally and had its own infrastructure, with different vendors, security policies and Wi-Fi access.

The end customer wanted to simplify the network under a single vendor to centralise management and reduce operational costs.

Our partner didn't have the resources to provide the required support in every country, the capacity to deliver pre-configured equipment, or to carry out RMA.

Access was restricted as the venues operate outside office hours and at weekends.

Solution

Westcon-Comstor provided solution design including dimensioning, pilots and site surveys (with the work done by the partner).

The services proposal included centralised support and remote 24/7 management, with delivery of pre-configured equipment with predefined security and access policies (with work carried out by Westcon through the partner).

Result

Our solution provided the required simplicity for the end customer, with the extra capacity to handle increased load on the infrastructure during events.

The end customer enjoyed cost savings of around 25% in the WAN/LAN security infrastructure, as well as savings on IT resources on the infrastructure consolidation, standardisation and support.