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.

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.