

Wi-Fi Networking



Zones' wireless solution saves a leading media corporation over \$50,000 in on-site expenses.

When the client, a leading media corporation, began construction on a modern office building, they reached out to Zones to equip the site with wireless. The company had a "Wi-Fi First" initiative and had a list of expectations for the completed wireless solution, including top-of-the-line flexibility and security. The client had worked with Zones on past projects, which gave them a lot of trust in Zones' abilities – but also set high expectations for the completed project.

Zones' Networking Wired & Wireless experts worked to design and implement a modern wireless solution that took each of the client's expectations into account. The client could not offer much in the way of their own resources, so Zones provided a project manager to oversee the solution to its completion. The project manager leveraged Zones' nterprise project execution tool to manage deployments in real-time, as the entire building was equipped with a flexible and secure wireless network.

Thanks to Zones' ability to do more with less, the project was completed 30% faster than anticipated and saved the client over \$50,000 in on-site expenses. The site is 100% covered for wireless, with full bandwidth potential from anywhere in the building.



\$50,000 in on-site expenses saved



30% faster project time



99.9% uptime



Challenges

- The client had implemented a "Wi-Fi First" initiative and expected complete wireless connectivity.
- The new wireless solution needed to be both flexible and secure to meet the business needs of such a large organization.
- There were few client resources available for the project, which meant everything rested on Zones' shoulders.



Solutions

- Zones built and installed a new wireless solution using Aruba and Wi-Fi 6.
- The new solution is highly secure and meets the client's exacting security standards via 802.1x security policies, virtual routing, firewalls, and proper segmentation.
- Zones leveraged their own nterprise project execution tool and Innovation Center to cut down on time and expenses.
- Zones provided a dedicated project manager to help oversee the entire IT standup of the site.



Results

- By utilizing the nterprise tool and Zones' innovation Center for configuration, the client saved over \$50,000 in on-site expenses.
- The project was completed 30% faster than the client expected.
- The new solution has maintained zero downtime.
- The site is 100% covered for wireless, with full bandwidth potential anywhere.

Wi-Fi Networking

The Challenge

The client is a leading media corporation with offices in every corner of the globe. They were in the midst of their digital transformation and had implemented a “Wi-Fi First” initiative in which they planned for an all-wireless future. When it came time to construct a new office building, this initiative was top of mind – the new building had to be fully wireless, and the network had to be flexible and secure wherever it was accessed.

The client had worked with Zones for previous wireless installation projects and so reached out to Zones as the first option for this major new venture. They had a lot of trust in Zones to get the job done but also had high expectations based on previous successes. Not only that, but the client was able to provide few of its own resources for the project – Zones would have to provide the resources, project manage, and complete the task on their own.

The Solution

With the stakes and expectations high, Zones knew they wouldn't get a second chance – this project had to be completed quickly, securely, and to the absolute best of their abilities. Despite the pressure, Zones' networking team knew they could accomplish the project as expected.

To make up for the lack of resource support from the client, Zones provided their own dedicated project manager. The manager leveraged nterprise, Zones' proprietary project execution tool, to maintain end-to-end visibility on the networking team, which allowed them to manage each deployment in real-time. Configuration was completed at Zones' Innovation Center, a state-of-the-art facility in Menands, NY, which cut back on logistical expenses and saved the client tens of thousands of dollars in on-site costs.

The new wireless solution uses Aruba technologies and Wi-Fi 6 to deliver a fast, secure, and redundant network experience. Plus, by utilizing 802.1x security policies, virtual routing, firewalls, and proper segmentation, it maintains both the security and flexibility the client expected.

The Results

The client's new wired and wireless network provides them with everything they asked for and more. By leveraging nterprise and the Zones Innovation Center, Zones saved the client over \$50,000 in on-site expenses they otherwise would have spent. The Innovation Center also allowed Zones to plan and stage steps ahead of time – in the end, this cut down on project time by 30% compared to the expectations discussed during the project kickoff.

The new building boasts complete wireless coverage with full bandwidth potential anywhere in the building. This allows employees to stay connected and productive wherever they are and cut down on downtime so much that it might as well be nonexistent.

“I had worked with the client on previous projects, so I knew going into it that they would hold us up to a higher standard compared to other solution providers. But I'm competitive by nature, and I took that as a challenge to provide the best work possible. I'm proud of the solution Zones provided, and I'm confident that the client will give us a call next time they have a new project.”

– Solution Architect, Zones

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