

Customer

Director of IT and Network Administrator
for a 100+ year old global manufacturing company



Situation

Company was experiencing significant organic growth in the US and China, which was driving investments of resources and budgets to support their IT infrastructure needs.



As a result the company was only reacting to user needs and addressing one location at a time.

Customer Need

Customer needed a partner with technical expertise, global presence, the ability to plan proactively, and to supply network equipment across multiple global sites – all as part of a cost effective solution.



Curvature Solution

Curvature proposed the Cisco Catalyst 3750X as an alternative to the Nexus equivalent, which allowed the customer to address their infrastructure needs (switches and routers) sooner within their current allocated budget.



In addition, Curvature was able to provide Next Business Day (NBD) maintenance on the new gear.

Results

Customer saved more than 50% on cost of network equipment and was able upgrade their network switches globally on an accelerated schedule. **This allowed them to get in front of the company's growth and user demands.**

