



CASE STUDY: Deployment

Ethernet switch refresh coordinated and executed in U.S. and Europe

Global Diagnostics Company

A global diagnostic services company selected Connectivity Point Design & Installation (CPDI) to refresh ethernet switches at sixteen office locations throughout the U.S. and Europe.

The switches were preconfigured and shipped to the sixteen remote locations, nine of which were in Europe. CPDI used its database of pre-qualified partners to identify local technicians who could perform the work to their specifications. By using local resources, CPDI could cost effectively manage multiple sites simultaneously. This strategy was also preferred over sending a U.S.-based technician to each location because it provided the peace-of-mind knowing that CPDI had identified a qualified resource who not only could perform the work less expensively, but could be called back to the site if follow up support or troubleshooting was required.

CPDI helped define the requirements of the project and directed each local contractor to identify all connections to the data switch and then successfully swap the existing switch with a newer model during an after-hours maintenance window. The local technician also worked with the customer's network engineer to confirm all connections were visible on the network and that the customer's devices were up and running.

The customer was so pleased with the level of support and timeliness of the installation that they are already planning to use CPDI for a future router refresh project at nine remote locations.

CPDI successfully performed the upgrades in Taipei, Taiwan; Zurich, Switzerland; Bern, Switzerland; Barcelona, Spain; Cergy, France; Alfortville, France; Buckinghamshire, U.K.; Horsham, UK.; Newmarket, U.K. and seven states across the U.S.