

Global Technology Equipment Distributor Overcomes IP Migration Barriers Thanks to the NVT Phybridge Switch Innovation

CASE STUDY

Executive Summary

Comstor, Westcon
Industry: Distributed Enterprise
Location: Singapore

CHALLENGE

- Ability of existing infrastructure to support an IP migration.
- Overcoming cost of re-cabling and new gear.
- Migration to IP with minimal business disruption.

SOLUTION

- Optimization of Unified Communications through use of NVT Phybridge Cisco IP Phones.

RESULTS

- Quick & easy migration to IP telephony.
- No business disruption.
- Significantly lower cost than traditional deployment.

PRODUCT LIST

NVT Phybridge Switch Solution

Comstor Singapore, a member of the Westcon Group of Companies, was looking to gain the many advantages of Unified Communications but were held back by some significant barriers that they could not overcome. They were using wireless access points for their data network and needed to decide between revamping their wireless network to support voice/data and relaying data cables both of which would:

- Affect Comstor's renovation work and disrupt their fast paced business.
- Incur more cost & downtime due to the renovation and re-configuring of their network setup.

Due to these barriers Comstor delayed their move to IP Telephony.

NVT Phybridge Introduced to Comstor, Enabling IP Telephony

Comstor Singapore was made aware of the NVT Phybridge solution through Westcon Canada. Westcon focuses on bringing innovative technologies to their partners that can better serve customers; they were one of the first to recognize the value of the NVT Phybridge switch series. Comstor Singapore decided to optimize their Unified Communication experience while eliminating all previous barriers by choosing the NVT Phybridge solution.

Deployment was quick and easy with no network or business disruptions. "We are converting some of our digital phones to Cisco IP phones. And I must say it is really a plug and play experience," said Michael Long, Solution Sales Manager for Comstor.

NVT Phybridge provides an enabling technology that optimizes customers' Unified Communications experience by eliminating many of the barriers associated with IP telephony deployment. The NVT Phybridge switch solution leverages the existing telephony infrastructure to create a completely independent Power over Ethernet (PoE), Quality of Service enabled parallel network for voice. Customers gain the ideal centrally converted network topology with two physical paths—one for data and one for voice.

NVT Phybridge Switch Benefits Include:

- Leveraging proven point-to-point infrastructure
- No disruptions
- Easy plug-and-play deployment
- Quick, overnight deployment
- Graceful migration
- Voice continuity regardless of LAN design
- Simple UPS management
- Dedicated Physical Path for Voice, no configuration required

Global Technology Equipment Distributor Overcomes IP Migration Barriers Thanks to the NVT Phybridge Switch Innovation

CASE STUDY

“We are converting some of our digital phones to Cisco IP phones. And I must say it is really a plug-and-play experience”.

- QoS guarantee regardless of Data loads
- Lower Total Cost of Ownership

Michael Long
Solution Sales Manager, Comstor