CASE STUDY

Large US Federal Agency Saves $1.2 Million While Modernizing to IP Phones

One of the largest US Federal Government Agencies was using a variety of outdated PBX solutions, from various vendors, across multiple locations. The Agency wanted to consolidate all sites to a single IP based VoIP solution from a single vendor. The plan was to deploy a cloud-based solution and connect all locations to it, allowing them to improve management efficiency, reduce cost and complexity, and centralize monitoring. However, the local area network infrastructure was not ready and would require a significant overhaul.

Challenge: With no appropriate LAN infrastructure in place, the Agency realized the project would be financially prohibitive, complex, and disruptive. The organization would need to rip-and-replace the existing wiring infrastructure, establish a PoE switch fabric to power the phones, and address IDF closet requirements - including power availability, backup power, cooling, and rack space - across every location. These requirements posed a significant barrier to deploying the new solution. The customer needed a simplistic and robust solution to allow for a more graceful upgrade.

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Solution: The customer discovered the NVT Phybridge PoLRE® (Power over Long Reach Ethernet) switch and engaged with a digital transformation consultant to learn more. The PoLRE switch delivers power and data over any new or existing single-pair UTP (CAT3) infrastructure, with up to 1,200ft (365m) reach - that's four times farther than standard PoE switches. The customer was impressed with the technology and arranged for a proof-of-concept to test the solution in a live environment. After just a few simple setup steps, the PoLRE switch transformed the customer's existing voice infrastructure into a secure and robust IP backbone with more than enough reach and bandwidth to support IP phones exactly where they were needed.

Result: The NVT Phybridge PoLRE solution immediately solved the customer's problems, allowing the Agency to quickly and easily modernize to IP without disruption. Rob Wynn, Operations Manager at Optivor, said, "there was literally no disruption. Employees left work one day and returned the next day to a new IP phone." Wynn continued by explaining that "NVT Phybridge eliminated many of the risks associated with the massive upgrade and allowed the Agency to centralize call control and move to an all IP platform with the same repeatable, predictable, and scalable deployment experience across all locations." Wynn also commented that since the installation, there had been no quality of service issues.

High network costs were also a pain point for the customer while planning the modernization. However, "the customer saved over $1.2 million in infrastructure cost savings thanks to the PoLRE switch," said Wynn. "PoLRE significantly reduced the cost to establish a robust PoE backbone to support the IP phones, allowing the Agency to improve ROI by allocating more of its budget to IP applications and devices."

By leveraging NVT Phybridge technology, each location, regardless of size, was able to quickly and easily move to IP without risk, disruption, network complexity, or high costs. Additionally, the Agency was able to upgrade to a PoE backbone in an environmentally responsible manner, repurposing the existing and proven voice infrastructure to reduce e-waste substantially.

"I was expecting issues like we usually see with larger deployments, but when there were none, I was pleasantly surprised," Wynn commented. "In addition to no day-two LAN issues, we were able to fast-track the IP modernization given the simplicity, repeatability, and effectiveness of the PoLRE switch offering."

PoLRE®	**CLEER**	**FLEX**
Single-Pair UTP up to 1,200ft (365m)	Coax up to 6,000ft (1,830m)	Multi-Pair UTP up to 2,000ft (610m)

It's your turn! Let us help you save money, eliminate risk, and simplify IP modernization requirements with the CHARIoT series. Learn more at www.nvtphybridge.com/chariotproducts/

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