



Leading engineering firm moves to Netarx and Cisco for unified IP network

Customer Profile

Founded in 1986, Applied Technologies, Inc., (ATI) is a leading provider of tactical and strategic engineering, product development, and process solutions. ATI employs approximately 60 employees in its new Maumee, Ohio facility.



Situation

During early 2007, ATI prepared to move to a new facility. It had no plans of taking its aging telephone system and network backbone. Their infrastructure was unreliable and hindered transfer speeds to the company's new central network storage devices. Worst of all, the antiquated network was impacting its designers' productivity. Further, its telephone system didn't provide the advanced services the company needed to reach its ambitious goals.

"Rather than moving our existing, aging infrastructure, we opted for an IP solution integrating data and telephone onto one network," says Josh Koester, Manager of IT and Facilities, ATI. "Our primary criteria were network reliability and security. We also needed a telephone solution that would meet our company's current needs and accommodate our future growth."

After evaluating several vendors, ATI selected Farmington Hills, Michigan-headquartered Netarx. The 50-person Cisco Gold Certified partner has four offices throughout the Midwest, holds Cisco specializations including Unified Communications, Wireless and Security. Netarx offered the integrated solutions and expertise ATI required.

Solution

Netarx began the two-month planning, design and implementation process in June 2007. At the core, the company installed Cisco Catalyst Express 500 Series switches, providing a secure network foundation optimized for data, wireless, and IP Communications, and offering options for Power over Ethernet (PoE) to enable new uses for the Ethernet network.

For the voice component, Netarx implemented Cisco Unified Communications Manager Express. This advanced solution delivers scalable IP telephony in a single full-featured, low-cost, and reliable appliance that is simple to deploy, administer, and maintain.

To empower ATI users to take full advantage of its new converged voice and data network, Netarx installed wireless access points throughout ATI's new facility, and installed approximately 85 Cisco Unified IP 7900 Series Phones.

Netarx secured the entire network solution with a Cisco ASA 5510 Series Adaptive Security Appliance (ASA). A key component of the Cisco Self-Defending Network, the Cisco ASA 5510 provides intelligent threat defense and secure communications services that stop attacks before they impact business continuity.

Results

Koester says the Netarx-implemented Cisco solution met all the company's expectations, providing ease of use, reliability and improved the efficiency of IT staff and designer time.

"Our new network's reliability has decreased designer down-time while increasing the amount of time our IT staff can spend outside a state of critical recovery," says Koester. "And the PoE switches have been very reliable in maintaining heavy network traffic flow, and will easily accommodate the installation of additional IP phones or PoE security equipment as needed down the road."

"Additionally, our new phone solution gives us a lot of flexibility. We now easily program our IP phones to move designers into project groups, and they can take their extensions with them and have calls transferred to any number so customers never lose direct contact."

Koester adds ATI's new wireless solution provides excellent coverage throughout the facility and enables simple Wi-Fi guest access. And, he says, the ASA solution helps protect ATI's network and the device's intuitive interface enables staff to easily make simple adjustments to meet ATI's business network traffic needs.

"We now have a reliable, flexible, scalable voice and data network that requires minimal maintenance," says Koester. "Netarx and Cisco delivered as expected and I would definitely recommend them."

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