

# A LOCAL MANUFACTURING COMPANY



## WHO:

- Had a poor experience with an incumbent vendor
- Had invested in new Cisco routing technology
- Was looking for a new technology partner



## KATALYST

THIS IS WHERE KATALYST'S CCIE AND TEAM MEMBERS STARTED WORKING TO MEET THE NEEDS OF THEIR UPCOMING PROJECT BY:

- Understanding their environment
- Scoping additional hardware and software needs
- Providing consulting and professional services to get their **IWAN SOLUTION** underway.

KATALYST HAS BEEN ABLE TO STAY CLOSE TO THIS SOLUTION WHILE BUILDING A STRONG RELATIONSHIP WITH THIS MANUFACTURER.

THE END RESULT IS NOW GROWING THIS SOLUTION WITH A PLAN FOR ROLLING OUT A FULL DISASTER RECOVERY PLAN BASED AROUND THE RECENT IWAN ROLLOUT. THIS IS A WONDERFUL STORY OF USING BEST IN CLASS SOLUTIONS TO BETTER SUPPORT BUSINESS OPERATIONS.

**IWAN**  
SOLUTION

