

MANUFACTURING AND DISTRIBUTION ORGANIZATION PARTNERS WITH TRIFECTA TO STANDARDIZE 13 SITES IN 21 DAYS

Situation Overview

- Texas-based manufacturing and distribution business with locations throughout the country
- Cash constrained but **open to creative options to extend their IT budget** and enhance their infrastructure
- Customer needed a fully implemented and configured multi vendor solution that would align with current and future needs
- All offices needed networking infrastructure, wireless access points, structured cabling and implementation
- Goal was to ensure that all **13 sites were standardized within 21 days** of corporate acquisition



Trifecta Solution

- Fully managed multi-phase project:
 - Phase 1: Performed site audits to catalog current infrastructure, technology gaps and created site-specific equipment and implementation plans. Our team created diagrams, Visio's and provided full documentation and pictures. We developed a staging area in our warehouse from where our team preconfigured devices and delivered solutions directly to each site, **reducing costs and install time**
 - Phase 2: Our techs went on-site to decommission and remove legacy hardware and replace with **Trifecta's 5-Star Certified Pre-Owned Cisco equipment generating 45% savings**
 - Phase 3: All equipment removed from sites were boxed and shipped back to client's headquarters. Our technicians **configured all workstations in partnership with the customer's help desk**

Client Outcome

- **Completed entire project on time and below budget**
- Multiple on-site visits including executive meetings at their headquarters cemented **our strong partnership and resulted in a highly satisfied customer**
- Became client's primary **technology "go-to" vendor** for all hardware and service needs



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Trifecta really saved the day on this one. We were under the gun and had no wiggle room on our timeline. Had we not gotten it done we would have been charged excess fees from our landlord. We brought Trifecta in late but they went over and above to help us as they always do. Thank you.

Director of IT

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