IT INFRASTRUCTURE DEPLOYMENT SERVICES FOR A NATIONAL RETAIL CHAIN ACROSS 7,000 STORES IN NORTH AMERICA

Situation Overview

- Large, nationally recognized retail chain operating in 27 countries
- The IT team needed a partner to help with the upgrade of their store-level networking and connectivity infrastructure across **7,000 locations in both the US and Canada**
- Project included products from **multiple OEMs**, required **comprehensive staging, logistics and project management**
- **Needed to be completed in a staged 14-month rollout** and each individual location had specific, often changing requirements
- The customer needed a flexible, hyper-responsive partner to minimize downtime

UPGRADED 7,000 LOCATIONS IN US & CANADA

PURCHASED & REMARKETED 3,000 CISCO SWITCHES AND 2,000 ROUTERS

Trifecta Solution

- Our staging and logistics solutions provided **flexible, highly responsive** services to stage, deploy and maintain complex multi-vendor environments
- **Proactively stocked** equipment to meet both **same and next business day needs** that occurred during the rollout
- **Detailed and hyper-responsive project management** that covered:
  - Staging consisted of receipt, testing, assembly and storing of all equipment, roughly 20,000 pieces
  - Configuration included loading customer-developed software and activating SIM cards across multiple cellular carriers
  - Logistics to coordinate delivery within 48 hours of install, scheduling and confirmations with field technicians
- Trifecta **purchased** and **remarketed** over **3,000 Cisco switches** and **2,000 Cisco routers** which helped the customer offset some of the cost of the project

Client Outcome

- **Project completed on schedule and on budget across 7,000 stores** in the US and Canada
- Fully integrated solution deployment for Cisco, Viptela and Aruba for redundant store access
- Significant savings on project bulk acquisition from warehousing and staging solution
- Leveraged Trifecta warehouse as the primary staging center for the entire project to ensure availability for parts on-demand and meet the project timeline

PROJECT COMPLETED ON TIME WITH SIGNIFICANT SAVINGS

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> We were very satisfied with the Trifecta team's performance on this project. They did a great job with the staging and configurations of our devices and provided regular thorough updates throughout. Overall that was the most efficient part of the project. Thank you!
>
> Steven – IT Engineering