

GLOBAL FORTUNE 500 COMPANY SAVED NEARLY \$1M ON A THREE-LOCATION NETWORK REFRESH WITH TRIFECTA

Situation Overview

- Global **Fortune 500 company** with a decade-long relationship with Trifecta Networks
- Relationship based on Trifecta being a **trusted and reliable partner** that consistently provides both **new-in-box and high-quality certified pre-owned IT hardware** at meaningful discounts and with reduced lead times
- Project consisted of an **entire network refresh** at hubs located in the Southeast, Midwest and Northeast over a **3-month period**
- Build of materials for each hub included **switches, wireless access points, monitors, phones and headsets**

OVER
570 PIECES OF
EQUIPMENT
DELIVERED



REDUCED
**LEAD
TIMES** BY
5 MONTHS



Trifecta Solution

- Trifecta was able to deliver **148 Cisco switches, 85 wireless access points, 346 Samsung monitors, Avaya, Polycom, Cisco and HPE phones and Plantronics headsets**
- Customer utilized Trifecta warehouse services for staging of all hardware
- Each individual order was **organized, labeled and palatized for delivery** so the customer had clear visibility into exactly what they had, where it needed to go and when it was going
- Provided **accurate and actionable** reporting on all deliveries

Client Outcome

- Completed the project **on time and under budget**, with a **savings of almost \$1M and 72% off Cisco list price**
- Impressed by the **high quality of products and quick delivery time**
- Trifecta was able to **cut the customer's lead time by 5 months** and fulfill orders for equipment that other vendors could not
- **Excellent customer service** received based on our responsiveness, creativity and willingness to go the extra mile
- Continued to be one of the customer's most **preferred IT partners**

SAVINGS OF ALMOST
\$1 MILLION
AND **72% OFF** CISCO LIST PRICE

Learn More At
TrifectaNetworks.com

“

You are awesome and have saved our bacon so many times on this project. It's going to be a long weekend but we'll make the go live. Greatly appreciate all your support.

Director of IT, North America

”