

# A NATIONALLY RENOWNED ZOO COMPLETED A FULL NETWORK REFRESH IN 21 DAYS AND SAVED \$300K WITH TRIFECTA


## Situation Overview

- Voted one of the **nation's best zoos** with more than **1 million annual visitors**
- A nonprofit organization with tight budget restraints
- The organization required a **full network refresh** before the end of their fiscal year
- Current OEM presented a lead time of **21 months** for product delivery
- Needed WiFi to extend throughout the **63-acre outdoor zoo**
- Needed a way to provide more visibility into their network with a small IT team

**NEARLY  
ONE MILLION  
ANNUAL VISITORS**



**REDUCED  
LEAD  
TIMES BY  
21 MONTHS**



## Trifecta Solution

- Trifecta designed, deployed, and installed a NUTANEX upgrade providing a robust storage solution and ensuring **more effective and efficient** use of retail POS systems throughout the park
- Being an agnostic vendor, we recommended upgrading from their legacy OEM to a **Juniper solution**
- Performed **deployment** and installation services
- Fully managed multi-phase project:
  - Phase 1: Relocated server location across the park after hours to avoid **any visitor disruption**
  - Phase 2: Installed **new servers** and **upgraded storage**
  - Phase 3: **Refreshed local area network (LAN)**, including wireless, core, and edge switching

## Client Outcome

- Performed **network upgrade** including equipment delivery and services in **21 days**
- Leveraged our OEM relationship to pass savings of **\$300,000** on equipment and services to the zoo
- The customer was able to **leverage** Juniper's virtual assistant and machine learning, allowing for automation of network admin tasks, and empowering the small IT team to have full visibility, control, and troubleshooting capabilities

 **\$300K**  
OF HARDWARE DELIVERED  
IN **21 DAYS** DURING  
**PEAK OF SHORTAGE**

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