

Use Case

Meet Ricardo

Lead Security Engineer, Global IT Company



Needs to achieve better device management, enhanced wireless and control upgrades to switches.

The customer was in the process of **evaluating solutions from different vendors** for a Proof of Concept. Competing against notable vendors, **we partnered with Cisco** to demonstrate the effectiveness of its offerings to secure the customer's confidence.

How We Helped Ricardo Win



Challenge

01

Device management

Streamlining the process of adding new devices to the network. Aimed at improving network efficiency and reducing the risk of misconfigurations or security vulnerabilities.

02

Improved wireless visibility

Deploying advanced monitoring tools or enhancing existing systems to provide real-time insights into wireless network performance.

03

Upgrades to switches

Implementing a structured approach to upgrading switches, scheduling upgrades during off-peak hours to minimize disruption.

Use Case

Solution Scope



Cisco
ACI

Cisco
ISE

Cisco
SDA

Cisco
SD-WAN

Use Case

OUTCOME

The solution enabled the customer with consistent policy and device management across various sites and the cloud, promising enhanced operational efficiency.

01

Successful Collaboration

Cisco and EnterOne collaborated effectively, resulting in a solution highly praised by the customer for its robustness and comprehensiveness.

04

Enhanced Security and Control

The implemented solution provided the customer with consistent policy and device management capabilities across various locations, including cloud-based infrastructure.

02

Booking Success

Cisco secured bookings worth \$12 million as a result of the collaboration, indicating the significant value and confidence placed in their solution by the customer.

05

Improved Visibility and Access

By offering consistent policy and device management, the solution likely streamlined operations for the customer, potentially leading to improved efficiency and performance across their network infrastructure.

03

Implementation Engagement

EnterOne was selected to implement the proposed solution, demonstrating their expertise and capability in deploying complex technological solutions.

