

Success Stories

eBook



2022 version 2



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Slow internet speed



Complex network deployment



Unsecured network access



Customer Pain Points



Faster, Smarter Connectivity with **Zyxel**



Security

Cyberthreat protection
without hassle



Connectivity

Low latency and
minimal interference



Management

Network configuration
with a few clicks



Powered by Zyxel Solutions



HOSPITALITY

CONNECTING EVERY GUEST
ANYTIME, ANYWHERE

Smooth wireless experience almost equals to customer satisfaction. Zyxel's networking solutions help hoteliers to surpass guest expectation, build loyalty, and drive business growth.





Adalya Elite Lara Hotel



Industry

Hospitality



Location

Antalya, Turkey



Products

- Access Point
- Switch

“The results speak for themselves – the new network is fast, reliable, and easy to manage – and we’re very grateful to Emir Security and Zyxel for their great support and solutions.”

Kaan Özkan, IT Manager
Adalya Elite Lara Hotel

Guests and Staff Live It Up after Nebula Checks in to Mediterranean Hotel

Challenges

With over 600 guest rooms and refusing to subject guests to the dropouts and slow connections common elsewhere, Adalya Elite Lara Hotel demanded uninterrupted, high-speed WiFi across all of its indoor and outdoor areas – all 45 acres of them. The hotel aimed to provide flawless wireless connectivity to match its immaculate surrounds. Ideally, for IT staff, all these products are required to be easily controlled in real time from a single location.

Results

- ✓ High-speed and wide-coverage network access anywhere in the hotel
- ✓ Cloud networking management enables the entire network to be managed from a single interface anytime, anywhere



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Adrina Thermal Health & Spa Hotel



Industry

Hospitality



Location

Edremit-Balıkesir, Turkey



Products

- Access Point
- Switch

“We were particularly impressed with the support from Sky Bilişim and Zyxel from general project management to product and service selection to the positioning of the deployed products.”

Abdullah Saracoglu, IT Manager
Adrina Thermal Health & Spa Hotel

Bringing Delight, Easy WiFi Management to Turkish Hotel

Challenges

The Adriana Thermal Health Spa Hotel wanted to provide value-added WiFi services to match its immaculate location and amenities, but its infrastructure wasn't up to the challenge. The network's capacity was insufficient for uninterrupted communication across the sprawling indoor and outdoor spaces. In addition, to keep the WiFi running securely and optimally is another major challenge.

Results

- ✓ High capacity network provides rapid connectivity across the entire site
- ✓ Enhanced IT efficiency via simple, centralized cloud-based network management



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Hotel dei Congressi, Rome



Industry

Hospitality



Location

Rome, Italy



Products

- Access Point
- Firewall
- Switch

“By working with Sysdat Turismo and adopting Zyxel’s Nebula solution, all our project needs have been met, and the customer satisfaction of our guests has risen, too.”

Alessia Ruggieri, Director
Hotel dei Congressi, Rome

Upgrading Network Speed, Security, and Guest Satisfaction at Italian Hotel

Challenges

To maintain its position as a go-to venue for conferencing needs, Hotel dei Congressi in Rome needed to protect guests’ data, separate guest networks from the internal staff network, filter malicious content, and comply with GDPR standards. Besides, it wanted to revamp its wired infrastructure to support WiFi 6 for smooth connectivity in the medium-high density environment, even during large events.

Results

- ✓ Reliable, seamless WiFi access in the high-density environment
- ✓ Intuitive, centralized network management and high visibility of network activity
- ✓ Multi-layer protection and high precision threat detection safeguard both internal and guest networks



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Red Sea Hotel



Industry

Hospitality



Location

Djibouti



Products

- Access Point
- Switch

“We can now offer our customers a fast and free internet connection accessible from every point at the hotel. By renewing our infrastructure with Zyxel's products, we witnessed a noticeable increase in performance.”

Wondwosen Mengesha, Hotel Manager
Red Sea Hotel

Improving Wireless Connectivity and Guest Experience

Challenges

The hotel wanted steady WiFi not just in guest rooms but also in halls, corridors, and other activity areas. Installing access points to fit all the needs throughout the hotel was the first significant challenge. Hotels often want system integrators to take up such installation works without causing any discomfort to their guests. Even after installation, managing the network had to be simple and easy as the hotel wanted to control all active devices via a single point.

Results

- ✓ Fast, uninterrupted network connection throughout the hotel around the clock
- ✓ Easy management from a single point thanks to the cloud architecture
- ✓ Flexible, scalable network infrastructure meets future business needs



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Sul Calar del Sole al Conero



Industry

Hospitality



Location

Recanati, Italy



Products

- Access Point
- Switch

“It’s always exciting to start a project from scratch and follow it through to a successful implementation, and the browsing experience we’ve provided to guests has proved very successful indeed.”

Andrea Corvatta, Owner
Corvatta Computers

Supremely Smooth WiFi Ensures Hassle-free Holidays at Vacation Homes

Challenges

To ensure guests experience a getaway to remember, Sul Calar del Sole al Conero needed to build network architecture from scratch to deliver lightning-fast and stable WiFi to three adjacent apartments, which were difficult to connect. Besides, its new solution was required to manage APs in all rooms and buildings from a single location easily.

Results

- ✓ Smooth and stable WiFi enhances the guest experience
- ✓ Nebula allowed the system integrator to quickly and easily plan and deploy the network, and provide technical support
- ✓ Continuous remote visibility and monitoring allows real-time intervention



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Agora Swiss Night by Fassbind



Industry

Hospitality



Location

Lausanne, Switzerland



Products

- Access Point
- Firewall
- Switch

Ensuring Comprehensive Network Coverage and Secure Connections

Challenges

The hotel found that guests could not enjoy uninterrupted connectivity within their rooms and certain other areas, which affected VoIP and other increasingly essential solutions. The hotel conducted several WiFi audits and found that the signal coverage of access points in the hallways was good, but the walls and décor made the network weak within the rooms. The hotel wanted to establish efficient internet connections that would cover every nook and corner of its premises so that guests could have seamless connectivity 24/7.

Results

- ✓ All rooms have high-speed and smooth internet connectivity
- ✓ Management and monitoring of access points are performed centrally
- ✓ Security solution allows antivirus scans without hurting network performance



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EDUCATION

CRAFTING NEXT-LEVEL DIGITAL LEARNING EXPERIENCE

Optimized WiFi experience and network management enable better learning environments. Thanks to greatly improved connection speeds and lower latency, students and teachers have quicker access to resources and can embrace the digital future.





Atom IT



Industry

Education



Location

Nottingham, UK



Products

- Access Point
- Switch

“Thirty sites rolled out between October 2021 and February 2022 successfully, and Nebula made things as smooth as they could be.”

Jamie Fowler, Director
Atom IT

Delivering High-speed WiFi for UK Schools, Hassle-free Management for MSP

Challenges

As an MSP managing these sites, it was critical to select reliable products supported by the easy-to-manage interface to efficiently manage and maintain the new installations across multiple schools. Atom IT joined the Department for Education-funded Connect the Classroom project, and the project’s goal is to improve wireless infrastructure in schools across the UK. The MSP needed something it could easily replicate as the rollout moved on.

Results

- ✓ Quick network deployment of more than 500 WiFi 6 APs, over 50 10G core switches and nearly 200 multi-gigabit edge switches
- ✓ Efficient cloud network management of WiFi 6 networks
- ✓ Excellent coverage, faster internet connection, and futureproof network



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Boarding School in Zvolen



Industry

Education



Location

Zvolen, Slovakia



Products

- Access Point
- Switch

“A quality internet connection is essential for study and leisure activities. Building this new network infrastructure was demanding, but we now have the technology to meet our students' demands for many years to come.”

Ing. Katarína Vričanová, Director
Boarding School in Zvolen

Taking Boarding School Dorm by Storm in Slovakia with High-speed WiFi

Challenges

The wireless network in the Boarding School in Zvolen was showing its age. Its dorms lacked infrastructure to connect and power access points, and the outdated equipment hindered the study and leisure of students in both their rooms and common areas. To replace the old infrastructure, new structured cabling was required to connect several dozen APs. Moreover, the school had another criterion: maximizing the price-to-cost ratio performance.

Results

- ✓ Hassle-free and high-speed WiFi from every part of the dormitory
- ✓ Robust network with high capacity to connect hundreds of endpoints
- ✓ Real-time network management from anywhere through the cloud



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CMU Marqués de la Ensenada



Industry

Education



Location

Madrid, Spain



Products

- Access Point
- Firewall
- Switch

“Thanks to Zyxel and our partner Infotecnika IDS, we were able to design and deploy a WiFi network precisely suited to the requirements of our residence and our residents.”

Enrique Romero Dengra, General Director
CMU Marqués de la Ensenada

Optimizing Learning Experience for Spanish College Residence

Challenges

With a surging number of students who need multiple devices connected to the web at the same time, the CMU Marqués de la Ensenada was in urgent need of a solution to strengthen its network capacity. However, complex network administration management and unintuitive interface causing headaches for IT staff. The school also need to handle unsatisfactory wireless security, with complicated management, little analysis and reporting capacity, and costly deployment.

Results

- ✓ Greatly improved connection speeds and lower latency
- ✓ Higher network security and password protection
- ✓ High-quality videoconferences without lag or dropouts
- ✓ Easier and more responsive network management, saving time and labor



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Industry

Education



Location

Norfolk and North Suffolk, UK



Products

- Access Point
- Switch

“We now have the ability to sit in our central office to manage the schools’ network. This was really beneficial, especially when COVID hit. We were keeping the team and people in the school safe.”

**Darren Harris, Head of IT
Inspiration Trust**

Less Waiting, More Learning at English Teaching Academies

Challenges

Previously, Inspiration Trust's 14 schools had their own IT teams and staff made in-person trips to resolve network issues. That each school maintained its own network was a drag on the trust's time and budget. Besides the need for centralized management, the onset of social distancing and related restrictions during the network overhaul also made the decision to turn to the cloud. Additionally, the slow speeds of its outdated and inefficient equipment couldn't support modern teaching methods.

Results

- ✓ Responsive network management allows issues to be detected and fixed before the school is affected
- ✓ Easy multi-site management with high visibility from a single cloud platform eliminates the need for on-site visits
- ✓ Optimized WiFi experience gives students and teachers quicker access to resources and increased teaching time



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Libeň Castle Grammar School



Industry

Education



Location

Liben, Czech Republic



Products

- Access Point
- Switch

“We’re already heavily using the new network to provide distance learning and ease the transition of students back to the classroom. Teachers and school staff benefit from better access to webinars and similar resources.”

RNDr. František Kosina Director
Libeň Castle Grammar School

Century-old Czech Grammar School Secures Its Future with Nebula Solution

Challenges

The Libeň Castle Grammar School's 110-year history is a point of pride but until recently was also standing in the way of its future. The building's design is emblematic of high-density environments, and it was suffering the results: dead spots, dropouts, and poor connection quality. The school set out to deploy a new network to meet the requirements of modern teaching methods and the ever-growing number of devices used by teachers and students. It was also essential to simplify the network management of individual network devices.

Results

- ✓ Stable WiFi connectivity through real-time signal analysis and interference mitigation
- ✓ High capacity for simultaneous connections of over 100 client devices
- ✓ Cloud networking management allows school's entire network to be managed remotely online via a single interface



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School Complex in Chocianow



Industry

Education



Location

Chocianow, Poland



Products

- Access Point
- Firewall
- Switch

“Modernizing the school’s network infrastructure was an ambitious and complicated project. Thanks to Zyxel’s products, meeting the network management expectations and satisfying students’ needs was easily achievable.”

Grzegorz Rękawiczny, CEO
System-3 Sp. z o.o.

Ensuring Polish School’s Students Graduate Ready for the Workforce

Challenges

The school was equipped with 255 computers, but the lack of an efficient network and specialized processors meant they couldn’t fulfill educational needs. As a result, a project was launched to deal with the heavy workload and improve the low capacity. Besides simultaneous high-speed wireless access for multiple devices, the school also needed to increase security level and simplify network management.

Results

- ✓ Enhanced network connectivity allows for smooth, fast data transmission
- ✓ Secure network environment safeguarded by advanced threat protection technology
- ✓ Optimized wireless experience even when a large number of clients are connected



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MANUFACTURING

RELIABLE AND UNINTERRUPTED WIRELESS NETWORK 24/7

Stable factory-wide WiFi and high capacity connectivity are essential to enhance production efficiency. It's also crucial to enable the entire network managed centrally and easily from the cloud.





HEG Gida



Industry

Manufacturing



Location

Balikesir, Turkey



Products

- Access Point
- Switch

"We're grateful to both the BTM Teknoloji and Zyxel Networks Turkey to build a stable and futureproof network that will meet our factory's needs for years to come."

Furkan Dirmikci, IT and System Manager
HEG Gida

Connecting a 65,000-square-meter Baked Goods Factory Is a Piece of Cake

Challenges

With its products selling like hotcakes, HEG Gida had growing business that the existing infrastructure in its Balikesir factory couldn't support. Maintaining smooth operations would require new equipment and devices to provide uninterrupted, high-performance communication. The factory has huge combined indoor and outdoor area of 65,000 square meters, and demanded for straightforward and simple network management.

Results

- ✓ High-speed connectivity backed by WiFi 6 technology and 10Gbps switches
- ✓ All network devices can be managed easily from the cloud



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PilenPak



Industry

Manufacturing



Location

Manisa, Turkey



Products

- Access Point
- Switch

“The Arma Bilişim team stood by us throughout the project and guided us with practical, timely advice. The entire process went off without a hitch and every one of our employees' high-speed WiFi requests have been met.”

Mesut Sonmez, IT Manager
PilenPak

Taking Packager's Customer Satisfaction to New High

Challenges

Adjusting to changing business needs and wanting to provide more value-added services, PilenPak was in the market for a more robust network that could guarantee maximum efficiency and uninterrupted business processes. That meant a network with data transmission stability that could always be relied on. Besides, the high-capacity wireless connectivity throughout the factory was also essential to support various applications simultaneously.

Results

- ✓ Higher production efficiency and customer satisfaction
- ✓ Greatly improved factory-wide WiFi quality
- ✓ Entire network managed easily and centrally from the cloud



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Uzbek Automotive Company



Industry

Manufacturing



Location

Uzbekistan



Products

- Access Point
- Firewall
- Switch

Vehicle Factory's Inventory Management Shifts into Top Gear

Challenges

A new enterprise resource planning system had been deployed across the factory, equipped with wireless barcode readers. To use it for tracking warehouse stock of spare parts and consumables, reliable wireless was needed – a large step up from the fragmented WiFi previously only available in the office area. The workshop and warehouse facilities where wireless equipment was to be installed housed large numbers of metal parts, posing interference problems.

Results

- ✓ Reliable, uninterrupted wireless network around the clock
- ✓ Full wireless coverage across the entire factory, with consistent signal quality
- ✓ Affordable products provide the best available price-performance ratio



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OTHER INDUSTRIES

POWERFUL, EFFORTLESS AND
SCALABLE CONNECTIVITY

Take a look at how our networking solutions help customers overcome network issues and achieve business success in **audiovisual, component, energy, entertainment, government, healthcare, and museum** industries.





Industry

Information Technology



Location

Mumbai, India



Products

Firewall

“We are happy with the significant increase in coverage quality, system stability, and performance. Zyxel Nebula SD-WAN VPN100 solution provided us seamless connectivity with ease of work for our employees.”

Vignesh Naidu, CTO
Avotrix

Enhancing multi-site connectivity and work efficiency

Challenges

The company is based in Mumbai, India, with an office in the US. As it grew, Avotrix faced a technical challenge: seamlessly sharing data from the headquarter to the US office. They have some applications located in India, which their US team wanted to access and operate. However, they encountered high latency when opening and accessing the applications from the US. This hampered their work efficiency. Besides, they also faced difficulty in managing the network for both the offices in the US and Mumbai.

Results

- ✓ Reliable and secure VPN connectivity with low latency between the headquarter and the branch office
- ✓ Easy-to-use, centralized network management
- ✓ Optimized WAN performance for smooth and fast remote access to applications



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Charmex Internacional



Industry

Audiovisual



Location

Barcelona, Spain



Products

- Access Point
- Firewall
- Switch

“With Nebula, we now have dynamic network management, which has significantly reduced our workload and improved our communication with customers.”

Isaac Alos, IT Manager
Charmex Internacional

Improving network management and communication with customers

Challenges

Charmex Internacional was using MPLS tunnels to connect its branch offices. With its growing customer base and workload, the company came the need for faster and more reliable infrastructure. It aimed to build IPsec tunnels to connect these locations and its data-processing center. The new infrastructure needed to be easily connected and centrally managed. Shifting network management to the cloud could ensure control and visibility of the corporate network in real time.

Results

- ✓ Hassle-free web access for firewall and switch configuration through centralized cloud networking management
- ✓ Greater agility of network monitoring from anywhere
- ✓ Easy and real-time network security management with cloud-based intelligent analytics and reports



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Diesel Części



Industry

Industrial machinery components



Location

Lodz, Poland



Products

- Access Point
- Switch

“The significant advantage is that both the access points and the switches are conveniently managed from one system. Additionally, it enables supervision over the WiFi network from any location.”

Robert Wołodko, General Manager
Diesel Części

Delivering Reliable WiFi in Every Nook and Corner to Smart Warehouse

Challenges

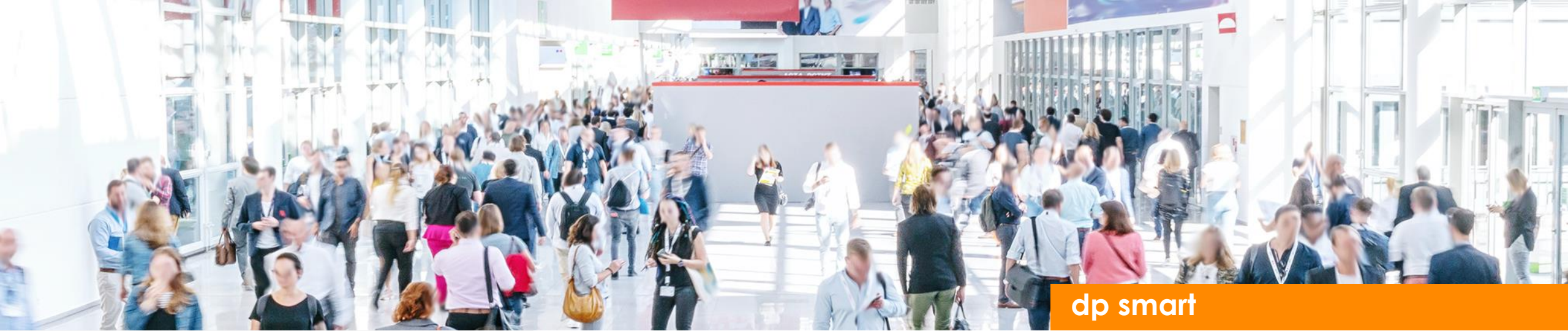
As with all warehouses, the environment posed several challenges. It needed to ensure no dead spot in the property as the mobile data collectors, computers, and any other relevant devices installed at packing stations would all need to use the network infrastructure. Besides, there are many pallet racks and multi-level general cargo racks for storing motors and their mechanical parts, as well as other components. Metal can reflect radio waves and consequently interfere with wireless communication.

Results

- ✓ Comprehensive wireless network coverage throughout the warehouse
- ✓ Stable connectivity in every part of the building without any black spots
- ✓ User-friendly remote management and configuration of wireless access points and switches



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dp smart



Industry

Multimedia



Location

Taipei, Taiwan



Products

- 5G NR Indoor Router

“Zyxel's NR5101 router features high-speed, low-latency 5G technology that significantly improves video lag and interruption issues, making it ideal for us to deliver 360-degree surround views.”

Kevin Chiang, Founder & CEO
dp smart

Making Latency-free, HD Livestreaming Possible at Crowded Events

Challenges

With the vision of empowering everyone to share their memories and create new ones, dp smart needed to overcome insufficient bandwidth to realize uninterrupted 4K livestreaming. The company first tried using 4G LTE connections, and its low speeds and latency was a big problem, particularly in high-density environments, where thousands of people share the same network simultaneously.

Results

- ✓ High bandwidth and low latency to support smooth HD livestreaming even in locations with thousands of concurrent users
- ✓ Optimized user experience without internet interruption or dropouts
- ✓ Reduced system installation complexity makes the network suitable for mobile use



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Mid Sussex District Council



Industry

Government



Location

West Sussex, UK



Products

- Access Point
- Switch

"With Zyxel's networking, the site's network coverage, efficiency, log-in speeds, and security have greatly improved. Coverage is much better throughout the site."

Dan Holden, Infrastructure Engineer
Mid Sussex District Council

Seeing Productivity Turnaround via Bigger Coverage, Better Management

Challenges

Mid Sussex District Council was relying on a wireless controller that was running 20 APs and connected to a standard broadband line but not the office network. Wireless clients needed to use a VPN to access office network resources like printers and storage. This approach isolated the network for security purposes but added substantial overhead and reduced the network quality and speed. It also needed to expand coverage, which was at only 50%, and improve the user experience, including interminable log-in times.

Results

- ✓ Seamless, site-wide wireless allows more efficient public service and smooth conference calls
- ✓ Easier network management enables fast deployment and configuration
- ✓ Office and wireless networks on the same infrastructure improves speed and quality without sacrificing security



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Museum of Gaziantep Defense and Heroism Panorama



Industry

Museum



Location

Gaziantep, Turkey



Products

- Access Point
- Switch

“With Zyxel’s top-notch solutions, we could deliver fast, uninterrupted connectivity, and completed this project with perfect results.”

Volkan Kartal, Project Manager
Akor Project and Consultancy

Modernized Network Helps Turkish Museum Bring History to Life

Challenges

Being able to use technology to create an engaging educational experience was the core goal of the museum’s network upgrade. The museum’s management and data communication systems, IP cameras, kiosk and information screens were connected to the municipality via a line leased from telecom Superonline. The museum needed to renew the network infrastructure with a short deadline and without interrupting the museum’s operations. The museum needs to ensure new network to support modern technology and network demands.

Results

- ✓ 10Gb high-speed connectivity and secure data communication
- ✓ Easy, efficient network management centrally and remotely via the cloud
- ✓ Smart surveillance network ensures smooth video feeds and safeguards precious artifacts in the museum



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Nazilli State Hospital



Industry

Healthcare



Location

Nazilli-Aydın, Turkey



Products

- Switch

“The project was completed in a short time and meets our needs of not only today but also tomorrow. We're very pleased with the new strong network infrastructure, and thank Zyxel and Akbim for their support.”

Dr. Gunhan Turhan, Chief Physician V.
Nazilli State Hospital

Hospital's New Network Leads to Happier Staff, Better Treatment

Challenges

As one of the biggest hospitals in the Aydın Province, the Nazilli State Hospital required a straightforward, efficient network to support growing demand for fast and reliable connectivity to connect 77 separate clinics and 73,000 square meters. Complicating this further was the high density of staff and patients as well as the need for the network to be highly secure and robust enough to support multiple applications for different uses.

Results

- ✓ Rapid, uninterrupted connectivity across entire hospital
- ✓ High-level security through well-managed and separated internet access between medical units, offices, and patients
- ✓ Centralized structure enables flexible, easy-to-manage network infrastructure



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İZMİR EMNİYET MÜDÜRLÜĞÜ

İzmir Provincial Police Department



Industry

Government



Location

Izmir, Turkey



Products

- Switch

"We have a long-standing partnership with Zyxel exactly because of projects like this, where we used Zyxel's technologies to give the İzmir Police Department a flexible, powerful, and uninterrupted network."

Yener Kesecioğlu, General Manager
Onur Electronics

Citizens Satisfied with E-government Transformation with Upgraded Network

Challenges

Eyeing improved public services and operational efficiency, Turkey's General Directorate of Security started a reboot of its e-government services. However, the İzmir Provincial Police Department's existing network capacity was unable to support the increasing workload required for daily operations. Besides, its network devices require time-consuming individual management, with no way for centralized management.

Results

- ✓ Improved police services and faster response to requests
- ✓ Flexible network structure allows active devices to be controlled from a single point, and enhances network efficiency and management
- ✓ Higher satisfaction of staff and citizens after the network upgrade



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Kanpur Electricity Supply Company



Industry

Energy



Location

Kanpur, Uttar Pradesh, India



Products

- Firewall

Powering a Leading Indian Energy Provider to Securer Data Transmission

Challenges

Kanpur Electricity Supply Company (KESCo) has 65 offices serving as billing and customer service centers. Needing to ensure its data can be transmitted securely, KESCo was looking for a highly secure network solution for its head and branch offices. Two key criteria for the solution were that it could integrate seamlessly with the client's existing wireless equipment and could be upgraded easily in the future.

Results

- ✓ Stable multi-branch communication
- ✓ Comprehensive protection and perimeter security from outside threats
- ✓ Easy-to-use, centralized management without special training
- ✓ Futureproof firewall solution that offers good value for money



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NETWORKS