

A background image showing a blurred view of various food products, including several white and pink milk cartons, in a warehouse or distribution center setting.

## Case Study

# Leading Global Distributor of Food and Non-Food Products Gets 10x Improvement in Network Speed and Unified Technology Portfolio

## The client

The client is one of the world's leading distributors of food and non-food products. Founded and headquartered in the U.S., the company employs more than 66,000 people and has annual revenue in excess of \$55 billion.

**The challenge:** Design advanced network solutions and implement them after hours without interrupting production while meeting deadlines to avoid financial penalties

The client wanted to upgrade the IT infrastructure in existing facilities while also ensuring that recently acquired companies had the same technology. The driver for the initiative was to allow all sites to operate at peak efficiency in order to maximize revenue and profit.

The projects at each site had to be completed without interrupting production. Consequently, our teams had to work after hours and then ensure any areas they touched were clean and functional when employees arrived the next morning. Plus, there were firm deadlines for completing each project, with Insight being responsible for lost revenue if those deadlines weren't met.

## Industry:

Food distribution

## Insight provided:

- Design/deployment of network infrastructure at 80+ sites
- 2,000 Cisco® switches
- 5,000 wireless access points
- 500 Tripp Lite® battery backups
- 13,000 data circuits
- 400 12-strand fiber connections

## Insight services:

- Consulting
- System architecture/design
- Solution deployment

## The solution: New network infrastructure at 80+ sites

After scoping the engagement and identifying the technology that was needed at each site, our team developed hardware, wireless, and physical layer designs along with deployment strategies for layers 1 through 3. We then implemented each solution including cutover, testing, and removal of existing hardware. In total, we installed 2,000 Cisco switches, 5,000 wireless access points, 500 Tripp Lite battery backups, 13,000 data circuits, and 400 12-strand fiber connections.

Projects took anywhere from two to 12 weeks and were executed in facilities as large as one million square feet. The work was done in phases, with cabling infrastructure, new hardware, and abatement of old infrastructure completed by campus sections.

## The benefits: Dramatically increased network speeds and a unified technology portfolio

With the completion of the implementations and upgrades, the client is now enjoying network backbone speeds of 10GB — up from 1GB — and the increased efficiency enabled by that kind of improvement. They are also benefiting from the ease of operation and maintenance that comes from having the same technology at each physical location. Plus, every workstation has a hardware ethernet connection and there is improved wireless coverage at all sites.

In part because of the hard work and long hours that our teams put in to successfully compete this project, the client now considers us to be their “go-to” IT services vendor. The consultative and trusting relationship that has developed gives them confidence that future technology needs will be addressed with the same level of commitment and attention to detail that was demonstrated in this engagement.

### Benefits:

- Homogenous infrastructure across the enterprise
- Peak efficiency at all sites

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**10GB**  
network speeds —  
up from 1 GB

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Ability to meet demands for  
**5+ years**

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**Maximized  
revenue  
and profit**

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