

# Success Stories eBook

Embracing the digital future



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- Poor network performance and experiences
- Complex network deployment and management
- Increasing cyberattacks and data breaches



## Customer Pain Points

# Zyxel Solutions Benefits

## Hassle-free, Futureproof Network Management



Always-on WiFi  
connectivity and optimal  
user experiences



Faster, easier network  
deployment, and higher  
management efficiency



Trustworthy managed  
security with high visibility  
of client insights

# Education

High-speed WiFi technology helps schools unleash digital potential, and build better-connected classrooms. Take a look at how we're helping IT staff eliminate students' difficulties connecting their devices to the current network, and put in place sufficient infrastructure to create smart learning environments of the future.





Gaziantep Değer College



**Industry**  
Education



**Country**  
Turkey



**Products**

- Access Point
- Switch

“We knew that Zyxel's products were the ideal solution for a technology-oriented educational institution like ourselves. Since the installation was completed, all our systems have been running smoothly.”

**Müfit Taşlıyar, General Manager**  
**Gaziantep Değer College**

## Building next-generation smart campus

### Challenges

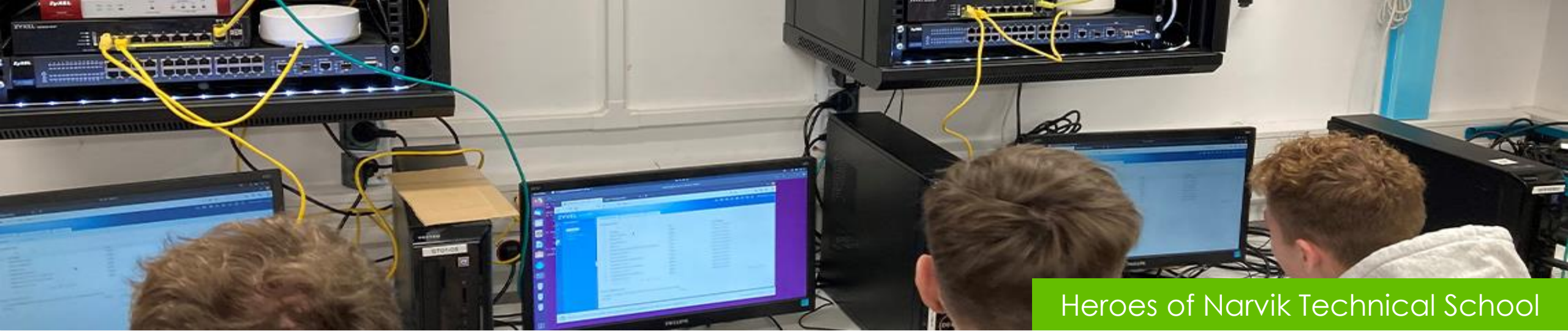
Aiming to build a “digital campus” to further increase its teaching quality and operational efficiency, Gaziantep Değer College insisted on a strong wireless network to provide easier connections for its online education system, central switchboards, and physical security systems. It was also vital to provide staff and students with the connections they need to burnish its reputation as a forward-looking school.

### Results

- ✓ Uninterrupted wireless network for online education system, central switchboards, and physical security systems
- ✓ All teachers, students, and staff can be simultaneously connected to the internet without any bandwidth problems
- ✓ Easy and flexible centralized network management



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## Heroes of Narvik Technical School



**Industry**  
Education



**Country**  
Poland



**Products**

- Access Point
- Switch
- Firewall

“We needed a tried-and-true solution to help our students succeed. With Nebula, we streamline the network infrastructure at our school, and train students well in network configuration and administration.”

**Maciej Kołodziej, Teacher and Administrator  
Heroes of Narvik Technical School**

## Nurturing tomorrow's tech innovators

### Challenges

With the arrival of the pandemic, the school needed to upgrade its network to support remote learning, and planned to give students a grounding in the latest networking technology. New equipment needed to be easy to use for both staff and students in order to reduce the learning curve. Besides, remote learning required the network to support more VPN connections.

### Results

- ✓ Quick and easy network deployment via the cloud
- ✓ USG FLEX firewall enables the network to be managed from a single interface and provides secure connectivity
- ✓ Help students acquire practical skills and prepare for the job market

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Kuban State Technological University



**Industry**  
Education



**Country**  
Russia



**Products**

- Access Point
- Switch
- Firewall

“We chose Zyxel because its equipment met all our requirements and its employees could provide helpful support in real time as we needed it.”

**Alexander Nesterov, System Administrator  
Kuban State Technological Universit**

## Smartening up century-old Russian university's network

### Challenges

Kuban State Technological University's wireless internet services were still lagging for a modern school, and needed a network refresh. The requirements of the project were the centralized management of the entire network, and compatibility with equipment that was already out of production. When it comes to installation, access points installed high on walls and ceilings, making it hard to install or maintain.

### Results

- ✓ Guest WiFi network delivers seamless roaming, covering all university buildings
- ✓ APs allow flexible installation without affecting performance
- ✓ Easy and smart configuration of devices, with responsive technical support

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Murmansk Arctic State University



**Industry**  
Education



**Country**  
Russia



**Products**

- Access Point
- Switch

“Having invested in these high-performance equipment from Zyxel at our university, we’ve been able to reach a new level of education.”

**Andrey Artyukhovich**  
Deputy Head of Informatization Department  
Murmansk Arctic State University

## Securing seamless WiFi for years to come

### Challenges

With its existing infrastructure failing to handle 100 simultaneous connections, Murmansk Arctic State University (MASU) planned to deploy a new high-speed WiFi network to serve all users in the university’s four main buildings, and ensure wireless signals reach everywhere, including hard-to-reach areas. The controller also needed to be powerful enough to handle all the traffic and power supply loads.

### Results

- ✓ Futureproof infrastructure allows for easy transition to WiFi 6 and expansion without significant equipment investments
- ✓ Reliable, high-speed WiFi throughout all the buildings
- ✓ Easy and convenient management with full visibility of the entire wireless network

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## Spastic Children's Foundation of Turkey



**Industry**  
Education



**Country**  
Turkey



**Products**

- Access Point
- Switch

“The key reason we prefer Zyxel is that the management interface of its Nebula platform and products is completely cloud-based. This saves our time that can be used for other tasks.”

**Ozgur SARAC**  
Director of Information Technologies  
Spastic Children's Foundation of Turkey

## Giving new hope to kids with cerebral palsy

### Challenges

With different training and rehabilitation centers located on 35 acres, the Spastic Children's Foundation of Turkey needed separate management of network infrastructure. Moreover, with the numbers of users and connected areas growing, the foundation was looking for an easy-to-use solution which was required to support all students to access to personalized training via tablet when not at the site.

### Results

- ✓ More stable wireless network for a better online education experience
- ✓ Satisfied IT managers with the timesaving, easy-to-use network management
- ✓ Happy students who enjoy digital learning at school and from home

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### Industry

Education



### Country

India



### Products

- Access Point
- Switch
- Firewall

## Planting seeds of success for students' careers

### Challenges

The College of Horticulture and Forestry has been growing steadily in recent years as regional demand for academic and practical expertise. The school's existing network infrastructure could not provide stable wireless connectivity for a smoother educational experience and smart classroom applications. Besides, the school needed to eliminate student difficulties connecting their devices to the network.

### Results

- ✓ Stable and hassle-free WiFi enables better learning experiences
- ✓ USG210 provides college with precise and robust data traffic controls
- ✓ Monitor and control the whole network centrally and remotely without special training

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# Hospitality

Digital integration is driving the future of hospitality.

Guaranteeing strong, smooth wireless connectivity in every room, and separating the data of guests from the corporate side are essential. Here's how our technology is helping worldwide hotels enhance network performance to deliver guest-pleasing services and receive great customer feedback.





## Neco Boutique Hotel



**Industry**  
Hospitality



**Country**  
Argentina



**Products**

- Access Point
- Switch

“We chose Zyxel's equipment for the project mainly because of the very positive feedback from other clients who have worked with these devices, and the long-term presence of the brand in Argentina.”

**Nilo Rodriguez, Partner Associate**  
**Neco Boutique Hotel**

## Mid-pandemic WiFi deployment is no problem

### Challenges

Neco Boutique Hotel's owners had picked the perfect location but not the perfect timing. Built and opened during the height of the pandemic, the hotel naturally placed a premium on having every room and every floor connected by high-speed, high-reliability WiFi. Its management needed a scalable and futureproof solution plus a vendor with always-available tech support.

### Results

- ✓ Wide coverage and gigabit WiFi speeds for a smooth internet experience
- ✓ Stylish design that doesn't detract from hotel's unique interior design
- ✓ Simplified management and maintenance via cloud networking



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Panorama Hotel



**Industry**  
Hospitality



**Country**  
Turkey



**Products**

- Access Point
- Switch

“We were very satisfied with the support from KBG Bilişim and Zyxel Networks at every stage. In a very short time, all the devices were configured and working well.”

**Ahmet Duyu, IT Manager**  
**Panorama Hotel**

## Elevating customer experience with guest-pleasing network

### Challenges

Always wanting to up its facilities to improve the guest experience, Panorama Hotel knew an upgrade to its network would be a cost-efficient way. To provide uninterrupted internet access, the hotel had to prevent dead spots across a large number of rooms in the hotel, outdoor spaces, and the high-density environment of the entertainment areas. Reliable, non-stop network operation for business continuity is also essential.

### Results

- ✓ Uninterrupted internet access through high-performance wireless APs
- ✓ High work efficiency and business continuity with streamlined network management
- ✓ Positive customer feedback contributing to elevated corporate brand image

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# Tursport Hotel Residence



**Industry**  
Hospitality



**Country**  
Italy



**Products**

- Access Point
- Switch
- Firewall

“Nebula has allowed us to revolutionize the network of the Tursport Hotel Residence. It’s been modernized to fulfill all the new needs of customers, readying the hotel for a prompt return to business.”

**Antonio Bruno, Technical Manager**  
TelesSecurity SRL

## Using pandemic as opportunity to upgrade in-room WiFi

### Challenges

Although the pandemic has been an existential challenge for many hospitality businesses, it has also offered them a chance to review and upgrade their service offerings. The Tursport Hotel Residence found it hard to provide reliable wireless services to all rooms to support smart TVs and mobile devices. Besides, it needed to meet strict data protection in compliance with GDPR and separate networks for guests and staff.

### Results

- ✓ High-speed, seamless WiFi services available throughout the hotel
- ✓ Secure and optimized network infrastructure with dedicated VLANs
- ✓ Top-grade security protection prevents data breaches and cyberattacks

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Hotel Royal @ Queens



**Industry**  
Hospitality



**Country**  
Singapore



**Products**

- Access Point
- Switch

## Seamless transition to new network sees zero downtime

### Challenges

Hotel Royal @ Queens' network needed a facelift. Its existing infrastructure was outdated, unable to deliver the wireless speeds and coverage required by staff and guests. The hotel was looking for a vendor that can offer a competitive mix of price and performance, on-the-ground presence and timely technical support. The most important requirement specified by the hotel was that there should be no downtime during the network transition.

### Results

- ✓ High-performance WiFi and easy-to-use cloud networking management at a reasonable price
- ✓ High stability, with no network failures since the installation
- ✓ Reliable and responsive technical support provides peace of mind to hotel management

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# Manufacturing

Digitalization is changing the future of manufacturing globally. The factories kick off upgrade projects for greater connectivity and reliability. Robust security has become essential as factories are now cybercriminals' favorite prey. See how we're helping our customers realize digital integration to improve operational efficiency and stay cyber safe.





Baltalı Group



### Industry

Manufacturing



### Country

Turkey



### Products

- Access Point
- Switch

“With Nebula, we can manage the networks of our factories wherever they are, and do it all from a single interface.”

**Kadir Öztürk, IT Audit Specialist**  
**Baltalı Group**

## Weaving a cloud-managed network for textile factories

### Challenges

Baltalı Group's network infrastructures in its Denizli and Hürsan textile factories unable to handle the company's growing bandwidth and connectivity requirements. The company needed to replace the outdated infrastructure to ensure smooth factory and office operations. Besides, they wanted the new infrastructure to allow staff at HQ to centrally manage factories' networks.

### Results

- ✓ Manage the network remotely and easily via a mobile app or web interface
- ✓ Increase bandwidth efficiency and provide stronger security with VLANs in different locations
- ✓ Uninterrupted, high-speed 10G connectivity ensures work efficiency and smooth operations

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## Çukurova Paper and Packaging Group



### Industry

Manufacturing



### Country

Turkey



### Products

- Access Point
- Switch

“By renewing the network infrastructure of all our production facilities with Nebula, everything has changed. Now we can implement our network standards at all our points – easily and effectively.”

**Cenk Imalhan, IT Manager**  
**Çukurova Paper and Packaging Group**

## Giving manufacturing sites a complete network makeover

### Challenges

With five factories located in four cities and dealing with massive inventories every day, Çukurova Paper and Packaging Group is heavily reliant on its wired and wireless handheld terminals. But with its existing network solutions unable to get the job done due to poor connectivity and difficult management, the company set its sights on building a better network.

### Results

- ✓ Handheld terminals and networks at different factories can be centrally managed via a single interface
- ✓ High-performance network switches deliver reliable, high-speed 10G network

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**Industry**  
Manufacturing



**Country**  
Russia



**Products**  
• Switch  
• Firewall

“We are grateful for Mikron Consult and Zyxel, with whom we have been cooperating for over 15 years. Their professional work and excellent equipment allow us to focus on our business and develop progressively.”

**Panurin Alexander, Head of IT Department  
Elkom**

## Ensuring more reliable and secure operation

### Challenges

As the company kept expanding and opening new offices, it required a futureproof network supporting constant scaling for the company's business growth. Besides, it was necessary to establish secure communication between the central and regional offices, organize a video surveillance system and provide remote work for employees in administrative divisions.

### Results

- ✓ Create secure and smooth connectivity to allow employees to successfully transfer to remote work
- ✓ Improve the network efficiency even during the constant expansion
- ✓ Secure the network between the central and regional offices

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Kubilay Boya



### Industry

Manufacturing



### Country

Turkey



### Products

- Access Point
- Switch

“As part of this transformation with Zyxel, our operations have become manageable over the cloud – and that includes both our wired and wireless products in all areas of our factory.”

**Hikmet Soydam**

**Information Technologies Consultant**

**Kubilay Boya**

## Realizing site-wide WiFi and security

### Challenges

With outages, dead spots, and weak signals hampering productivity at its factory, Kubilay Boya's management decided to upgrade its network to address the following issues: communication failures at the factory, time-consuming data processes, unreliable and unsecured wireless connectivity throughout the factory.

### Results

- ✓ Enhanced security of internal communication by using VLANs
- ✓ Efficient wired and wireless network management through the cloud, saving effort and time for the IT team
- ✓ Network reliability thanks to seamless connectivity everywhere in the factory

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**Industry**  
Manufacturing



**Country**  
Italy



**Products**

- Access Point
- Switch
- Firewall

“Everyone is satisfied – the customer is benefiting from the speed and reliability while we, as a technical service provider, can monitor the health of the network 24/7.”

**Luca Soncini, Founder  
SOLUNET**

# Adding next-level security, continuity to new headquarter

## Challenges

ROTOGAL refreshed its headquarters' high-tech machinery in 2020. After that renovation, a high-speed, high-reliability network was critical to ensure continuity and operation of all devices across office, production, and outdoor areas. It was also important to increase network security and to optimize priority settings and redundancies in order to maintain the operation of production machinery at all times.

## Results

- ✓ Secure network with reduced attack surfaces and better security policies
- ✓ High-performance 10G network delivers rapid wireless throughout the entire headquarter
- ✓ Enhanced production performance and business continuity through robust and reliable network management

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Sanghi Industries Limited



**Industry**  
Manufacturing



**Country**  
India



**Solutions**  
• Switch

## Pouring foundation for growth by unifying network management

### Challenges

Network management was a drain on productivity and the complicated infrastructure caused many different kinds of network problems. Making matters worse, much network equipment was too old to support the functions required. Therefore, the company decided to upgrade and unify the existing network with a new network that can also perform well in harsh and extreme heat conditions.

### Results

- ✓ Smooth, 10G connectivity delivered to administration offices, manufacturing line, and CCTV cameras
- ✓ Network and CCTV cameras monitored and managed via a single easy-to-use platform

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# Other Industries

Slow, interrupted and unsecured wireless connections could heavily impact business operations and user experiences. Take a look at how we're helping customers to overcome these issues and deliver better connectivity in **energy, entertainment, finance, government, healthcare, museum, real estate,** and **serviced office** sectors.







# Battleship IOWA Museum



**Industry**  
Museum



**Country**  
USA



**Products used**

- Access Point
- Switch
- Firewall

“By switching to the Zyxel WiFi 6 APs, we've increased our performance, range and reliability, and reduced our packet loss.”

**David Canfield**  
VP and Chief Information Officer  
Battleship IOWA Museum

## Bring historic battleship into digital era

### Challenges

The Battleship IOWA Museum faced unique networking challenges when upgrading ineffective network infrastructure. On this ship, every bulkhead is constructed of between half-inch to eight inches of steel, and that tends to cause massive WiFi interference. Besides, many members of the executive and technical staff reside long distances from the ship. The ability to provide secure connectivity to the ship and remotely manage the network were other challenges.

### Results

- ✓ Enhanced guest satisfaction and staff productivity via strong WiFi connectivity throughout the museum
- ✓ Increased opportunities for network enhancements and innovative services
- ✓ More scalable, cost-effective and operationally efficient cloud networking management

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### Industry

Government



### Country

Belarus



### Products used

- Switch
- Firewall

“We’re very grateful to Datastream and Zyxel for their quality support at every step of the process, from consultation to equipment selection to installation to after-sales service.”

**Oleg Silich, IT Department Head  
BelGiproDor**

## Network refresh sends data rates through the roof

### Challenges

With its existing network infrastructure nearly a decade old, BelGiproDor needed to increase the access speed to its server storage systems and other IT services. The network refresh was necessary to support 500 employees to transfer extremely large files, like drawings and 3D models in seconds. Besides, the new network should be equipped with the latest security protections capable of fending off modern cyberthreats.

### Results

- ✓ Increased access speed to server storage systems
- ✓ Expanded management capabilities via cloud-based monitoring technologies
- ✓ Strong perimeter security from modern firewall with HA high-availability mode



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Italian Investment Company



### Industry

Finance



### Country

Italy



### Products used

- MagicOffice 5G Mobile Repeater

"I'm very satisfied with Zyxel's MagicOffice Solution. After testing its demo version, we immediately implemented it for this customer's project, and the results have been just as good as we expected."

**Maurizio Poggi, CEO**  
**3KLAB**

## Making cellular coverage clear as day

### Challenges

The client's office space occupies the new building's first and second floors, each covering 150 square meters. The employees demand uninterrupted voice calls and data connectivity. Unfortunately, cellular coverage in the office was unusable, inhibited by the building's construction materials and windows, which are made of low-emissivity glass – great for the environment but bad for signals. This interference forced staff to leave their computers to search for a better signal.

### Results

- ✓ Stable connectivity maximizes work efficiently and productivity
- ✓ Employees can enjoy smooth and clear voice communication from their desks without having to move around



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LIFT99 Kyiv Hub



### Industry

Serviced Office



### Country

Ukraine



### Products used

- Access Point
- Switch
- Firewall

“The Zyxel brand is well known and respected, and their tech support has proved to be excellent. The equipment was delivered promptly, too.”

**Alexei Skripin, Engineer**  
PowerComp

## Saying hello to roaming, bye to cyberattacks

### Challenges

As business boomed and user numbers skyrocketed, the most urgent goal of LIFT99 was to increase the network security. Second was improving internet stability and speed for tenants and staff. Providing convenient cloud-based, centralized management of the entire network was also necessary. Making the environment extra challenging was the uneven distribution of users throughout the space as well as the need to integrate the site's existing cabling into the new network.

### Results

- ✓ Stable, high-speed and secure internet access available for tenants and staff
- ✓ Nebula provides convenient and centralized management of the entire network via the cloud
- ✓ Scalable network ensures easy, affordable expansion in the future



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Minimax



### Industry

IT Service



### Country

Russia



### Products used

- Firewall

“We went with Zyxel Networks for its superior price to quality ratio. Zyxel offered all the functionality we needed as well as sufficient reliability – and all at an affordable price.”

**Igor Zagrubskiy,**  
IT Director, Minimax

## Enhancing work efficiency and network security

### Challenges

With business booming, Minimax needed an urgent upgrade to its nationwide network to support the increasing flow of information among its head office and branches. It was not easy to build a reliable network compatible with different manufacturers and with load balancing between two communication channels. Besides, the company found it critical to improve the protection of data being sent between branches.

### Results

- ✓ Enhanced work efficiency with the new network infrastructure at an affordable price
- ✓ Robust end-to-end security to any number of additional branches
- ✓ Fault-tolerant network ensures continuous operation

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## Monsignor Luigi Biraghi Institute



**Industry**  
Healthcare



**Country**  
Italy



**Products used**

- Access Point
- Switch

“The pandemic has taught us to evolve in many ways, including on the technology front, to guarantee a smile to those who are far from their loved ones.”

**Alessandra Della Pietra, Project Coordinator  
Monsignor Luigi Biraghi Institute**

## Making strong connections for both networks and people

### Challenges

COVID-19 dealt a blow for the Monsignor Luigi Biraghi Institute, with social distancing and isolation measures meaning its ailing residents could no longer receive visits from family members. And the resulting rise in video calls put a heavy burden on the parish's wireless network. To address the issues, the institute was looking for a solution to increase its network's capacity to handle the surging demand.

### Results

- ✓ Better wireless experience throughout entire healthcare center
- ✓ Network switches separate network for superior security and usability
- ✓ Nebula cloud service allows all wireless infrastructure to be easily managed from a single interface

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## Unione Sportiva Cremonese



### Industry

Entertainment



### Country

Italy



### Products used

- Access Point
- Switch
- Firewall

“With Zyxel’s security and Nebula solutions, we could provide the customer exactly what they were after: state-of-the-art infrastructure that met all GDPR requirements.”

**Marco Pedroni, Owner**  
PRT Sistemi Srl

## Creating the ultimate fan experience

### Challenges

U.S. Cremonese needed to replace its obsolete network to guarantee fast WiFi for large numbers of users at the same time. Besides, the new network had to ensure robust protection of traffic between two sites and the compliance of its server, networking, WiFi, and cloud solutions with the EU GDPR’s stringent standards.

### Results

- ✓ Comprehensive cybersecurity solution meets high data protection standards
- ✓ Futureproof WiFi infrastructure supports easy expandability in the future with hotspot solutions
- ✓ Resilient network infrastructure ensures continuous connectivity and better management

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Adani Solar



**Industry**  
Energy



**Country**  
India



**Solutions**  
• Switch

## Scaling up surveillance network with ease

### Challenges

Adani Solar has more than 500 CCTV cameras and state-of-the-art high-end manufacturing machines and servers. They needed a new network infrastructure to support efficient management of the surveillance cameras located in the vast plant. Besides, they wanted a solution with the best price-performance ratio and capable of supporting their future expansion.

### Results

- ✓ Advanced control and monitoring of surveillance system
- ✓ Streamlined network management for high-speed, uninterrupted network

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**Industry**

Real Estate

**Country**

Ukraine

**Solutions**

- Access Point
- Firewall

## Building foundation for growth with cloud-based network

### Challenges

In view of DIM Group's active expansion, its management knew a growth-friendly network was needed. That meant a complete rebuild of the network in favor of futureproof infrastructure capable of scaling easily as needed and supporting the centralized management of all network devices from a single interface.

### Results

- ✓ Firewalls, access points, and switches can be centrally monitored and managed via the cloud
- ✓ Easy and efficient network deployment
- ✓ Support future network expansion at any time

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NETWORKS