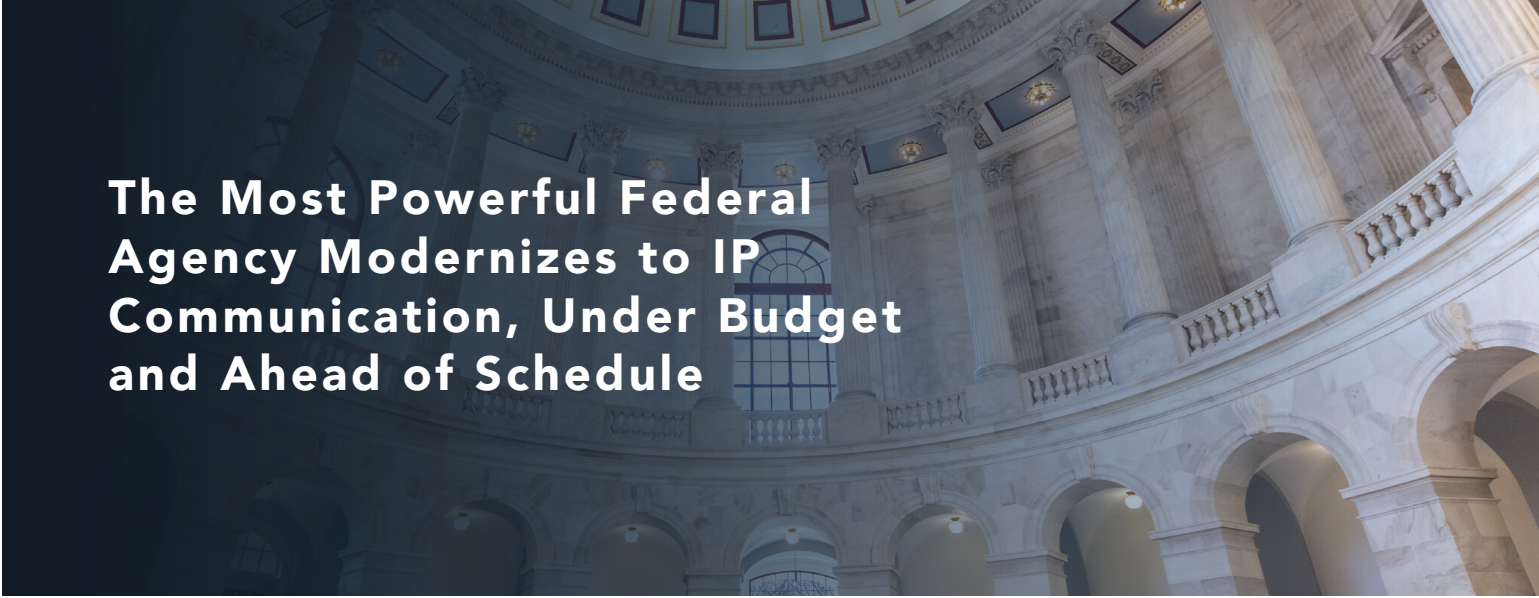


CASE STUDY



The Most Powerful Federal Agency Modernizes to IP Communication, Under Budget and Ahead of Schedule

Challenge: A federal agency needed to improve communication capabilities in one of its iconic buildings. The agency decided to modernize from its aging digital phone system to a new comprehensive IP-based solution. However, the organization was extremely concerned with the inevitable disruptions caused by ripping-and-replacing the existing voice infrastructure to support the new IP phones. To make matters worse, the building was constructed in the late 1,700's and is considered a historical landmark. Any renovations or building modifications would require multiple permits; resulting in significantly extended deployment times and increased project costs. The agency required an innovative solution that would allow them to complete their digital transformation within the defined schedule and budget.

Solution: Given the organization's needs, the agency's Network Chief was introduced to technology innovator, NVT Phybridge, who helped change the conversation around traditional LAN design philosophies. Using Frost & Sullivan's Modern LAN Principles, the agency discovered that they could leverage their existing voice infrastructure to deploy the new IP communication solution without the high costs and disruption associated with the traditional rip-and-replace mentality.

NVT Phybridge introduced the customer to the PoLRE® (Power over Long Reach Ethernet) switch, with patented SmartPathPoE™ technology, and organized a no-obligation proof-of-concept to prove the solution in the agency's environment. After a few simple setup steps, the PoLRE switch transformed the existing and proven CAT3 voice infrastructure into a robust and secure IP backbone for the new communication system. PoLRE extends power and data up to 1,200ft (365m) – 4 times farther than standard PoE switches – allowing the institution to deploy new IP phones exactly where they were needed without the need to install IDF closets along the way.

“PoLRE technology was the best solution to overcome the customer's barriers to deploying IP phones”



Result: Completely satisfied with the results of their communication upgrade, the customer decided to extend the deployment to the other buildings on the campus. The agency was able to leverage Modern LAN Principles and NVT Phybridge PoE innovations to improve the outcome of their digital transformation. "PoLRE technology was the best solution to overcome the customer's barriers to deploying IP phones; as the historic building could not be renovated", said Rick Noonan, Account Manager from partner company. "The long reach PoE innovations from NVT Phybridge were the perfect solution to get our IP phones deployed in a consistent and uniform manner." The government agency changed the conversation with Modern LAN Principles to improve their outcome, as they were able to:

- Deploy over 3,500 new IP phones throughout the buildings on campus, with zero disruption to government officials
- Maximize taxpayer funds; as they completed the digital transformation under budget and ahead of schedule
- Use SmartPathPoE™ technology to establish cyber-secure, point-to-point connections from endpoint to application
- Avoid the traditional rip-and-replace process to prevent over 15 tons of e-waste during the communication upgrade

It's your turn! Let us help you take full advantage of Modern LAN principles, save money, eliminate risk, and simplify IP modernization requirements with our CHARIoT Series.

www.nvtpybridge.com/chariotproducts/

Visit www.nvtpybridge.com/sales-support/ to contact a Regional Sales Manager



PoLRE®

Single-Pair UTP up to
1,200ft (365m)



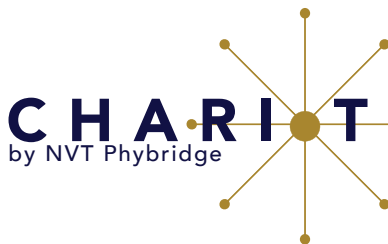
CLEER

Coax up to
6,000ft (1,830m)



FLEX

Multi-Pair UTP up to
2,000ft (610m)



Award-Winning Innovation

