

Analytics That Empower Business  
Decisions and Processes



## Industry

Manufacturing and  
Production

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## Project Overview

Relocate from HQ in North  
London to Essex.

Transferring all IT functions  
in the process, whilst  
establishing a brand new  
company Network

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## Approach

To have a completely new  
Network ready for the  
arrival of the core  
infrastructure as part of the  
relocation, with minimal  
downtime

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## Customer Requirements

10GB Backbone  
New WAN / LAN  
Wireless Network  
Auto VPN  
Intrusion Prevention  
Mobile Management

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## Customer Benefits

Single pane of glass  
Speed  
WAN Optimisation  
User analytics  
Application Management  
User Management  
Greater visibility for  
Managed Service Provider

**The Reseller:** Infinity IT Solutions are specialist providers of centrally outsourced IT Solutions and Support.

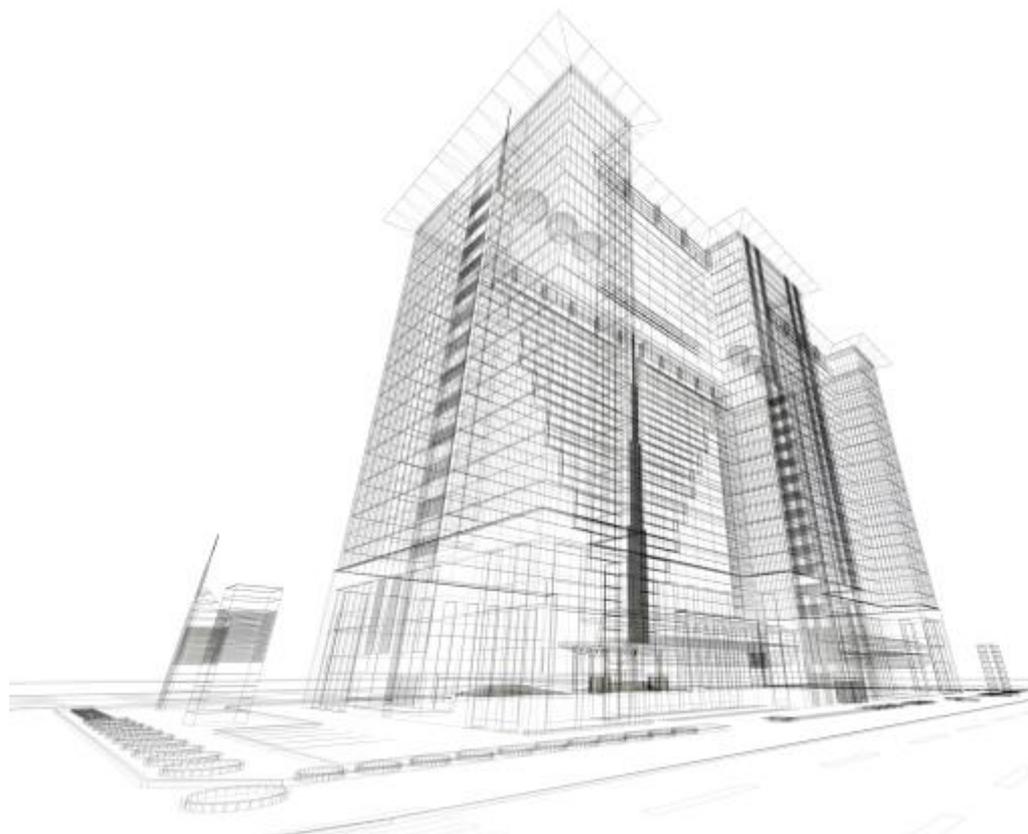
Infinity's clients are primarily based in the UK, however our highly skilled and vastly experienced engineers provide trusted support for IT estates that span the globe, for a wide range of customers from start-ups and SME's to FTSE listed multi-nationals.

Infinity provide our clients with the Technology Tools and Support to allow them to run their businesses. The Technology that we provide them with, gives them the information when they need it and the ability to share it quickly and reliably anywhere in the world. Technology that allows our customers to engage with their own customers and gives them a competitive advantage.

**The Customer:** Community Foods formed in 1971 are a Natural and Organic Dried Food Supplier. Essentially experts in the procurement, packing, sale and distribution of organic and natural dried fruits, nuts, seeds, pulses and branded health foods.

Award winning across many of their products, Bonsay their premium quality soy milk was Highly Commended in the dairy Free Category at the Good choice! Quality Food Awards 2016.

Community Foods employ 100 members of staff between their 3 locations in Brent Cross, Borehamwood and Witham.



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VENDOR D

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**The Challenge:** Community Foods were faced with a compulsory purchase of their Head Office in Brent Cross and experienced the challenge of relocating within a small timeframe without any disruption to Business Operation and Production. The decision was made to relocate all business functions from their HQ in Brent Cross to their Witham site in Essex some 60 miles away. Clearly this was not going to be an easy task as the business prepared the additional buildings to expand their Witham Operation. Community Foods were only trading from one of their three buildings at their Witham site before the move. Infinity were tasked with scoping a solution to link all of the buildings as well as to provide a complete new WAN, LAN, a replacement core and edge network, Internal and external Wi-Fi solution and the installation of new firewalls.

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BUDGET

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The task of creating a brand new network and security topology to run their infrastructure in such a timeframe was essential to their move. Unless this was executed with the utmost accuracy all business processes were in jeopardy. Away from the networking project, plans were already afoot for Infinity to relocate the client's equipment from their ageing server room in North London to their new purpose built server room in Essex.

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PROJECT

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Community Foods old network was built on a variety of HP switches with a variety of different backbone speeds ranging from 100mb to 1GB. Speed was a major issue for the business with the older equipment, delaying dispatch times for their products. Infinity not only had to overcome the challenge of increasing the speed to 10Gb but also future proofing the solution. Community Foods network reliability and performance was the most critical aspect of the entire project and needed careful consideration to ensure uptime.

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REMOTE

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Community Foods reliance on IT meant that High availability was the only option to them, which meant factoring redundancy in at all times when scoping the project. This meant we scoped redundant and failover switches at both the Edge and the core to ensure there was no single point of failover. In addition to their networking, connectivity redundancy was also a matter for consideration. Community Foods benefit from multiple leased lines. As a result, failover routers and firewalls were necessary.

Community Foods were looking for a manufacturer to bridge the gap and allow them to have a greater insight into their overall IT performance, at the same time as providing them with the tools to easily manage their estate and applications. Equipment that can save the business time in both management and deployment were always going to be considered.

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HIGH

## Equipment List

### Security

Meraki MX84  
Advanced security

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### Core

Meraki MS350 48  
Enterprise Licences  
Meraki MS350 24  
Enterprise License  
Meraki 10Gb transceiver

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### Edge

Meraki MS350 48  
Enterprise Licences  
Meraki MS350 24  
Enterprise License  
Meraki 10Gb transceiver

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### Wi-Fi

Meraki MR52  
Enterprise Licences

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### External Wi-Fi

MR72  
Dual Band Antennas  
Enterprise Licences

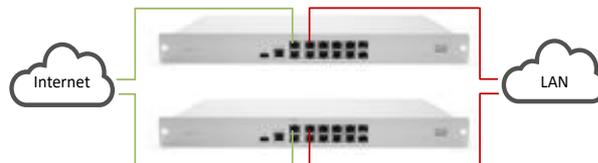
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**What we did:** The first challenge for Infinity was breaking the trend from their incumbent vendors. Community Foods had WatchGuard firewalls and HP switches. Infinity were able to offer a buy back for the old infrastructure in a bid to move the client to Cisco Meraki for their entire requirement, as well as being able to sell the benefits of everything being centrally managed from the cloud via a simple dashboard.

Deploying any other vendors network would have not been possible as Infinity were able to preconfigure and setup each of the Meraki devices prior to them arriving at site speeding up the installation and reducing the total cost of ownership.

Infinity installed 2 x Meraki MX 84 Security appliances in a failover HA cluster. The Meraki Firewalls were configured in an Active/Passive configuration. The result of this was to ensure that if the active did ever fail the passive would take over.



Infinity installed 2 x Meraki MS350's into the main server room configured as the default gateway for the VLAN's that we created for administrative and performance purposes. Each edge switch is connected to the Core Stack via 10G fibre connections, each comms cab has 2 connections back to each core switch to provide redundancy.

There are 5 comms cabinets located around the Community foods Witham site and each cabinet includes 2 x 48 Port POE switches, with the exception of one cabinet that includes 2 x 24 Port POE switches. All the uplink ports are configured as TRUNK ports to allow multiple VLANs to pass through and all ports that are connected to devices are configured with a default VLAN of 2 and a voice VLAN of 10.

The wireless network configuration has been setup to provide 3 wireless networks: One that provides access to their Main network, one for guest access and the third dedicated to handheld terminals. The product features allowed us to segregate the network management traffic between the switches.

# 100%

UPTIME SINCE DEPLOYMENT  
INFINITY DEPLOYED AN  
ACTIVE-ACTIVE SOLUTION  
WITH FULL REDUNDANCY

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**The Outcome:** Community Foods £60-million-pound business was back up and operational by mid-afternoon on the day of the move and this was all down to the adoption of Cisco Meraki. The overall result was a successfully delivered project using best of breed technology, which provided their business with a much greater insight into their IT performance, usage and security. The streamlining of their IT processes came as a benefit of their investment, as reporting and management became far more simple.

# x10

INCREASED NETWORK SPEED  
INFINITY DEPLOYED A  
10GB BACKBONE THROUGHOUT  
ALL SITES

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Budget to relocate was always going to be stretched in a project of this magnitude and importance. Infinity's offering of a premium product Cisco Meraki for their requirement was always going to have a colossal impact on this. Nonetheless the ability to significantly reduce installation costs by deploying Cisco Meraki is often forgotten. The onsite traumas of setting these devices up diminishes as the work can start even before the items arrive at site, positioned and installed as Infinity technicians were able to get to work on the configurations as soon as the order was placed on the manufacturer.

# 50%

QUICKER DEPLOYMENT  
CISCO MERAKI'S CLOUD BASED  
MANAGED CONSOLE  
SIGNIFICANTLY AIDED  
FASTER DEPLOYMENT

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The solution has had a unquestionable impact on the resilience of their network with Statistics of Managed Service calls showing 100% uptime since the installation of Meraki. The overall support function of the users has improved as the portal provides a far greater understanding of issues and the support staff are quicker to diagnose their issues.

The Cisco Meraki complete solution enables Community foods to prioritise network traffic. The area of the business that has seen the greatest benefit of this is their CAM machines. The CAM Machine process now enables goods to be dispatched quicker and with far fewer irregularities. All of this function relies on the 10Gb backbone and the greater speeds have been obvious.

# 30%

LOWER TOTAL COST  
CISCO MERAKI RESULTED  
IN A LOWER COST OF  
OWNERSHIP THAN  
ANY OTHER VENDOR

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Drops in wireless coverage to handheld devices are a thing of the past, something that used to delay the production and dispatch of goods. In their warehouse full of storage racking, interference was a daily nightmare. Infinity were able to perform a full Meraki audit using the heat maps to ensure there would be the correct coverage from the Access Points to the devices, greatly improving and increasing productivity.

Cyber Security has and always be a concern for any business, and is of particular concern to the current government with Phillip Hammond announcing a new £1.9billion strategy to help combat it. Community foods had fallen victim of multiple viruses in recent times and also invested heavily in virus protection.

# 100%

CLOUD MANAGED  
CRITICAL TO THE OUTSOURCING  
OF IT SERVICE WAS MERAKI'S  
ABILITY TO BE FULLY CLOUD  
MANAGED

To that end it was of great benefit that Meraki enabled them to set the ruling that devices not covered with their virus protection could not join their domain. Being able to roll out group policies like this at the click of a button has given the business peace of mind when it comes to protecting their assets. In addition to this when users power on their machines the Anti-Virus protection application must be running before it becomes compliant to company policy. All of which can be set and controlled from the Meraki portal, which has become invaluable to their efforts to be as secure as possible.

As Businesses are becoming far more cosmopolitan users roam from site to site both at their own locations and their clients. Community Foods have invested in a new VOIP system to ensure that they can have their desk phone with them 'on the go' to ensure they are always available through a mobile application. Meraki enables the deployment of applications from the Meraki console to mobile devices and this has saved so much time for their business. The standout benefit has been for their mobile application as from the console Infinity are able to block voice calls promoting use of the VOIP application. The industry that they are in is ever changing and being able to deploy applications from a distance is beyond compare as is being able to restrict or remove applications at the touch of a button giving them far more control of their assets.

## Pioneering

Infinity proposed and executed a pioneering network solution that addressed all of our key objectives in a way that no other vendor could.

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