

Success Stories

eBook



2023 version 1



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Do you find it hard to fix these network problems?

- ☑ Insufficient capacity to support the increasing number of wireless clients
- ☑ Unsatisfactory wireless security with complex management and little analysis
- ☑ Resolving coverage problems without requiring structural changes to the buildings
- ☑ Replacing obsolete equipment from different brands making the network difficult to manage

Customer Pain Points



Zyxel Solutions

Benefits



Security

Increase online safety and privacy from anywhere



Connectivity

Say goodbye to WiFi dropouts and slow connections



Management

Launch a network in minutes with easy deployment





HOSPITALITY

ACHIEVABLE PERFECT STAY
WITH WIRELESS ACCESS
AVAILABLE EVERYWHERE

Whether for a tourist planning an itinerary or a businessperson organizing a meeting, internet access is a top priority for travelers. Discover how we help hotels offer reliable network connections and enhance guest satisfaction.



Fortune Inn Riviera



Industry

Hospitality



Location

Jammu, India



Products

- Access Point
- Switch

Zyxel's Wireless Solutions Wow India's Leading Hotel Clients

Challenges

Fortune Inn Riviera aimed to provide the best customer experiences to visitors with top-notch hotel amenities, including lightning-fast WiFi to every guest. To achieve the goal, it was necessary to build a new wireless network which could support a high number of clients, and enable easy, and centralized network management of all network devices.

Results

- ✓ Smooth and stable WiFi creates great guest experiences
- ✓ IT administrators can rapidly plan, deploy, and monitor networks
- ✓ Remote visibility and monitoring allows for real-time intervention

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“The ease of management and the deployment of equipment has made it easy for us to provide quality WiFi for every visitor, wherever they are.”

Mr. Giriraj, IT Manager
Fortune Inn Riviera



Kings' Valley Medical & Spa Hotel



Industry

Hospitality



Location

Kazanlak, Bulgaria



Products

- Access Point
- Switch

“We wanted to build our network infrastructure by incorporating the latest technology. The new network is fast, reliable, and easy to manage – and we’re very grateful to Radonik, VIP Telecom and Zyxel for their great support and solutions.”

Vladimir Karafizov IT Manager
Kings' Valley Medical & Spa Hotel

Delivering Top-notch Wireless and Customer Services

Challenges

Kings' Valley Medical & Spa Hotel wanted to ensure fast WiFi and full coverage in all indoor and outdoor areas. Firstly, they had to overcome WiFi interference due to the building structure, and deliver excellent connectivity for a true triple-play experience. Secondly, the hotel needed a solution to manage the large number of devices with a complete overview of the network status from a single point to make sure network performance.

Results

- ✓ Great guest experience through excellent WiFi service and seamless connectivity
- ✓ Nebula cloud-based network management enables the entire network to be managed from a single interface anytime, anywhere

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Marchese del Grillo



Industry

Hospitality



Location

Fabriano, Italy



Products

- Access Point
- Switch
- Firewall

“With this smart, advanced technology, we have brought a touch of modernity to this historic, refined place. It has been an exciting step forward.”

Stefano Toffano, Technical Manager
ETA srl

Historic Italian Hotel's Network Gets a Much-needed Facelift

Challenges

Marchese del Grillo wanted a new network which could bring high-speed WiFi to large indoor and outdoor areas, and allow for easy changes and expansion in the future. Several hurdles stood in the way of this, such as interference from the building's 1.5-meters-thick walls and the existing network's obsolete equipment and non-centralized nature. Besides, the obsolete equipment from different brands was hard to be managed.

Results

- ✓ Secure network for staff and guests via VLAN and data protected
- ✓ Stable, high-performance WiFi in all indoor and outdoor areas
- ✓ Centralized, futureproof network with failover for data backup and VoIP services
- ✓ Easy-to-manage, centralized cloud networking management

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Monarch Skyline Hotel



Industry

Hospitality



Location

Taoyuan, Taiwan



Products

- Access Point
- Switch

Soaring to New Heights with Better WiFi and Management Efficiency

Challenges

Monarch Skyline Hotel approached the Zyxel team with two goals: increase wireless speeds and coverage, and enable staff to fix network problems quickly and easily. The hotel had to ensure stable, high-speed wireless in guest rooms and high-quality wireless throughout the hotel, and replace inefficient network management, allowing network problems to be identified immediately.

Results

- ✓ Secure, high-speed wireless throughout the hotel delivers optimal guest experience
- ✓ Nebula enables easy, efficient network management via smartphone – anywhere, anytime
- ✓ Significantly reduced maintenance thanks to stable infrastructure

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Narven Thermal Town



Industry

Hospitality



Location

Bolu, Turkey



Products

- Access Point
- Switch

“We would like to thank Atasayar Teknoloji and Zyxel for their support, from nailing down the project scope, to project management, to selecting products and services, to where to install the equipment.”

Serdar Yildiz, General Manager
Narven Thermal Town

Rebuilding a Network from the Ground Up for Sprawling Turkish Resort

Challenges

Narven Thermal Town knew that the perfect stay isn't possible without perfect wireless accessible from everywhere. However, its network capacity was insufficient for all indoor and outdoor areas, and network devices was unable to be managed from a single point. Moreover, large footprint of the 450,000-square-meter site and its large number of rooms complicate network installation.

Results

- ✓ Reliable connectivity supports up to 7,000 active devices
- ✓ Secure network without sacrificing speed or performance
- ✓ Smooth, high-speed WiFi access across entire facility
- ✓ Simplified networking management via the cloud



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**Industry**

Hospitality

**Location**

Taipei, Taiwan

**Products**

- Access Point
- Switch
- Firewall

Impeccable Hotel WiFi: The Key to Better Guest Satisfaction

Challenges

For Xinshe Hotel, reworking its network atop its to-do list to meet the intense internet needs of modern travelers. They had to renew the existing infrastructure because it was a hodgepodge from various brands, making centralized management impossible and causing weak, unstable connectivity.

Results

- ✓ High-quality WiFi throughout the hotel, delivering higher customer satisfaction
- ✓ Secure and safe connections safeguarded by top-notch firewalls
- ✓ Easier and more efficient network management enables IT staff to monitor connections and troubleshoot issues in real time

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EDUCATION

TAKING EDUCATION TO THE
NEXT LEVEL

A high-speed and high-capacity wireless network is crucial for advancement in education. Learn how we help schools improve the student learning experience through cutting-edge network technology.





Balıkesir Bilnet College



Industry

Education



Location

Balıkesir, Turkey



Products

- Access Point
- Switch

“Strong communication infrastructure and uninterrupted internet access are among the main needs of the modern education system. We thank Zyxel and business partner Atasayar Teknoloji for their support.”

Faruk Tatar, CEO
Balıkesir Bilnet College

Expanding Students' Global Outlook with Strong Network Infrastructure

Challenges

Balıkesir Bilnet College needed reliable network connectivity across the campus for providing high-quality education. Since the school had a large campus with several buildings serving different purposes, ensuring consistent coverage was perceived as a challenge. Speed was not the only issue, because to support educational solutions, the network had to have high capacity too.

Results

- ✓ Continuous 24/7 connectivity and backup with separate networks for staff and visitors
- ✓ High-speed, high-capacity system for fast internet access of multiple users
- ✓ Active network devices that are easy to install and manage, controlled by the cloud platform

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Industry
Education



Location
Mumbai, India



Products

- Access Point
- Switch
- Firewall

“Our students are getting a better digital learning experience, and managing the wireless infrastructure saves a lot of time and hassle for our IT people.”

Niharika D'Silva, Chief Operating Officer
Gopal Sharma Group of Schools

Helping Indian School Enhance Student Learning Experiences

Challenges

The school management wanted to build a new network because there were issues like network disruption, latency, and frequent wireless disconnection. Besides handling those issues and providing a better learning experience to their students, the investment should be able to provide longevity and scalability while not exceeding the budget limitations.

Results

- ✓ Easy, reliable, and centralized managed wireless network
- ✓ Optimized WiFi gives students a better digital learning experience
- ✓ Protection from a variety of network attacks and unauthorized applications

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Integral University



Industry

Education



Location

Uttar Pradesh, India



Products

- Access Point

Make Tech-enriched Education Possible at Indian University

Challenges

To support over 200 students in the university's new building for its Agricultural Science and Tech Department, Integral University required to renew its network that could offer high bandwidth to meet the demands of the densely populated student body, particularly with large numbers of them accessing media-rich learning materials at the same time.

Results

- ✓ Hassle-free WiFi network access for students and teachers
- ✓ Enriched, higher-quality education possible through Zyxel's latest network technology



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Industry

Education



Location

Bornova, Turkey



Products

- Access Point
- Switch

“Thanks to Zyxel’s and Arma Bilişim A.Ş for their deployment of a top-class wireless and wired network, so that we can implement the most advanced educational technologies.”

Halil Topuzöz, IT Manager
MEV College Private Schools Bornova Campus

Providing Technology-Enabled Holistic Learning to Students

Challenges

Turkey’s MEV College has a Bornova campus that required to provide network access to each part of the large campus with thousands of connected devices and IP surveillance cameras. Also, video-based solutions transmitting over the wireless network were essential, but this was a challenge as it significantly increases bandwidth use, potentially clogging up the system.

Results

- ✓ Reliable and robust network infrastructure throughout the campus
- ✓ Easier and more flexible network management via the cloud
- ✓ Pleasant online learning experiences



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Shane International Preschool



Industry

Education



Location

Taipei, Taiwan



Products

- Switch

“With Zyxel's high-performance switches, our network operation is totally smooth, and this is making for better learning quality. Our new system is extremely easy for our staff to manage, even those with little IT expertise.”

Chris Kao
Assistant Manager of Management Department
Shane International Preschool

Improving Teaching Quality and Competitive Edge with Zyxel's Switches

Challenges

Shane International Preschool covers over 1,000 square meters, making it a challenge for them to ensure a smooth network with high data rates and stability. Besides, its infrastructure was not easy to install, manage and use. It had to build a new network to support a 24-hour video surveillance system to create a safe campus environment.

Results

- ✓ Smooth and fast installation – invaluable amid COVID-19 restrictions
- ✓ High-performance network service delivers stable operation of computers, IP phones, and CCTV system
- ✓ Simple, efficient and convenient network management

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Government

UNLOCKING PRODUCTIVITY WITH
BETTER NETWORK ENVIRONMENT

Government facilities are upgrading their network infrastructure to enhance service quality and protect against cyber threats. Read on to learn how we're supporting their rapid digital transformation with cutting-edge technologies.



Ankara Metropolitan Municipality



Industry

Government



Location

Ankara, Turkey



Products

- Access Point
- Switch
- Firewall

Powerful New Networks Fulfill the Potential of Turkish Tech Education Centers

Challenges

With the existing networks unable to deliver the high speeds and security needed, Ankara Metropolitan Municipality wanted to overhaul the infrastructure at each of the three TechBridge Academy centers. The project came with a few requirements: being completed within a tight schedule and without interrupting daily operations. Besides, the IT admin had to be able to manage the new networks remotely and easily, and ensure network security.

Results

- ✓ New infrastructure offers high-level security, performance and speed
- ✓ Nebula enables the networks to be managed completely via the cloud

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Ciudad Real Provincial Council



Industry

Government



Location

Ciudad Real, Spain



Products

- Access Point
- Switch
- Firewall

“The easy device deployment and network management has made it easy for us to provide quality WiFi for every visitor, wherever they are.”

Juan Bautista García de la Calle
Head of Internet & Communications Section
Ciudad Real Provincial Council

Ensuring Great Event Experience with Speedy and Secure Connectivity

Challenges

Regularly holding events attracting thousands of people a day, Fair Pavilion of Ciudad Real had its sights set on a network overhaul that could ensure secure, lightning-fast wireless for visitor and admin use across its 12,000 square meters. Besides handling large visitor numbers, the new network should simplify complicated network management, and improve poor analysis and reporting capabilities.

Results

- ✓ Up to 10 times higher browsing speeds eliminate video and audio dropouts
- ✓ Whole network can be monitored and controlled easily via intuitive interface
- ✓ Beefed-up security with password encryption and easy-to-configure alerts for potential intrusions

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Industry

Government



Location

Uttar Pradesh, India



Products

- Access Point
- Switch
- Firewall

Optimizing Work Environment with Higher Network Capacity and Security

Challenges

Directorate of Geology & Mining officials were using wired connectivity that was limiting the end users count due to port shortage on the switches. With the rise in the number of end users roaming within the office premises, the management was looking for a new wireless infrastructure for a better work environment. They also required a security firewall to protect their internal resources from cyberthreats.

Results

- ✓ Fast and smooth wireless experience
- ✓ Network protection from a wide range of cyberthreats
- ✓ Scalability over the existing network infrastructure

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Healthcare

IMPROVING HEALTHCARE
QUALITY AND NETWORK SECURITY

Healthcare facilities require a comprehensive network infrastructure that ensures high-quality patient services while safeguarding sensitive information. Here's how we have developed fast, secure, and easy-to-manage networks to address these needs.





Ankara Kecioren Education and Research Hospital



Industry

Healthcare



Location

Ankara, Turkey



Products

- Access Point
- Switch

“Zyxel's solutions deliver high network performance and internet access speeds. In this case, we've helped the hospital increase its work efficiency and provide uninterrupted healthcare services.”

Yalcin Perktas,
Dugan Computer

Standing Ready for Today and Tomorrow with Futureproof Network

Challenges

Ankara Kecioren Education and Research Hospital was planning to upgrade its network to address the increasing number of visitors and connected devices, which were exacerbating existing capacity and data-processing problems. The upgrade would prepare the hospital for the health sector's digital transformation. Besides, the hospital needed to ensure the network is secure enough to protect patients' data and is easily controllable.

Results

- ✓ Site-wide WiFi allows smooth network access and data process
- ✓ Efficient medical and corporate workflows thanks to network prioritization, simplified management, and flexible network infrastructure
- ✓ Greater security via separate internet services for hospital staff and patients

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Dementia Center in Ścinawa



Industry

Healthcare



Location

Ścinawa, Poland



Products

- Access Point
- Switch

“Medical facilities manage a large amount of personal and medical data, so the priority is to provide them with an appropriate level of security. When designing the IT infrastructure for the center, we knew using Zyxel's solution would provide the highest level of protection.”

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

Securing Sensitive Data in Polish Medical Facility

Challenges

Like many healthcare facilities, Dementia Center in Ścinawa require comprehensive network infrastructure to provide patients with high-quality services while protecting their sensitive data. The new network should be able to deliver on these demands with fast, secure and trouble-free internet as well as an easy-to-manage interface that could coordinate the operations of its various departments and offices.

Results

- ✓ Fast and trouble-free wireless throughout the facility
- ✓ Network's reliability optimizes the treatment processes
- ✓ New infrastructure delivers high scalability, business continuity, and data security

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Industry

Healthcare



Location

The Netherlands



Products

- Access Point
- Switch
- Firewall

“Zyxel is exactly the kind of manufacturer you want to see, as it thinks along with the end customer – it’s not just concerned with selling products and moving on.”

Mark Steenman, Founder
Stemere ICT

Allowing New Independence for Dutch Care Center Residents

Challenges

With the growing numbers of residents at its centers and with new centers in the works, Martha Flora's existing network was buckling under the pressure. For instance, the network could not handle speeds of 500 Mbps or more, which are now necessary for streaming and video calls. Furthermore, some care centers had a guest network while others did not. Also, they are vulnerable to cyberattacks due to lack of security measures.

Results

- ✓ Seamless high-speed network services support continuous connectivity for large numbers of connected devices and allow for future expansion
- ✓ Robust cybersecurity protection for all connected devices as well as guest and office networks
- ✓ Easier, centralized network management saves time and costs for IT staff

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Other industries

POWERFUL, EFFORTLESS AND
SCALABLE CONNECTIVITY

Bad networking is bad for business. See how we ease IT pain points and help customers unlock growth in **automotive, energy, logistics, retail,** and **transportation** industries.





Airports Corporation of Vietnam



Industry

Transportation



Location

Dong Nai, Vietnam



Products used

- Access Point
- Switch
- Firewall

"Zyxel's Nebula has a very user-friendly interface. It really helps me as an IT admin to be able to manage a complicated network system easily and remotely."

Trần Lộc Xuân, IT Manager
Airports Corporation of Vietnam JSC

Brining Sky-high Speeds and Security to Under-construction Airport

Challenges

Airports Corporation of Vietnam knew its previous approach of mixing devices from various manufacturers wouldn't deliver the necessary management efficiency to the Long Thanh International Airport. It needed an all-in-one solution which could provide reliable wireless connectivity for hundreds of simultaneous connections, robust cyber security protection for the critical infrastructure, and flexible management with an extensive log for easy transfer to another IT department.

Results

- ✓ Stable and high-speed connectivity 24/7 via WiFi 6 APs and switches
- ✓ Site-wide topology with a 365-day log for remote troubleshooting and monitoring anytime, anywhere
- ✓ High-level security powered by cloud intelligence effectively tackles unknown threats

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Industry
Automotive



Location
Uttar Pradesh, India



Products

- Access Point
- Switch
- Firewall

“We’re pleased to work with Zyxel to complete our new infrastructure. From network security to smooth wireless experience, Zyxel managed to deliver it all to our premises.”

Abdul Hafeez, EDP Manager
Commercial Toyota

Ensuring Top-notch Customer Services with Fast and Secure Networks

Challenges

Commercial Toyota wanted to provide speedy and efficient services. However, frequent drops and intermittent wireless connections as well as unsecured networks were major challenges for their business operations. They couldn’t manage all network devices properly because they lacked an easy and centralized network management solution, and effective ways to defend against cyberthreats.

Results

- ✓ Fast and smooth wireless experience
- ✓ Advanced network protection from a wide range of cyberattacks
- ✓ The future-proof solution offers value for money

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Facile.it



Industry

Price comparison services



Country

Northern Italy



Products used

- MagicOffice Repeater

“It’s changed everything. There are now no more customers or employees dissatisfied with the mobile coverage.”

Davide Olivieri, Sales Manager
Teleimpianti S.p.A.

Transforming Italian Stores’ Mobile Signals from Zero to Hero

Challenges

Facile.it’s stores are located on the ground floors of historic buildings, the thick walls of which were causing severe interference and poor cell signal coverage. Making matters worse at some stores was the presence of underground rooms. With employees and customers struggling to get a signal, productivity was low. The major challenge was that resolving coverage problems without any structural changes to the buildings.

Results

- ✓ Stable, high-quality mobile signals available throughout the stores
- ✓ Smooth communication for employees and customers thanks to exceptional voice and data quality
- ✓ Repeater’s simple installation requires minimal planning and work

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Kyrgyzstan Gas Station



Industry

Energy



Location

Bishkek, Kyrgyzstan



Products used

- Firewall

High-performance Network Keeps Kyrgyzstan Gas Stations Going Strong

Challenges

With gas stations nationwide, Kyrgyzstan Gas Station was facing network reliability issues. The long distances between stations and their outdated network infrastructure meant critical information, like for sales and remaining stock, was getting to headquarters late and sometimes with distorted data. It needed to connect all stations with the headquarter 24/7 via high-speed channels using affordable equipment with long-term durability.

Results

- ✓ Reliable infrastructure ensures smooth business operations for branches and secure, high-speed data transfer with HQ
- ✓ Affordable, long-lasting solution delivers competitive cost of ownership

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Industry

Logistics



Location

Mesero, Italy



Products used

- Access Point
- Switch
- Firewall

“Zyxel’s equipment has delivered seamless WiFi coverage across 40,000 square meters of shelves and 10,000 square meters of open warehouse. It also ensures comprehensive network management via the cloud for the customer’s IT team, wherever they are.”

Roberto Asinelli, Representative
So.Roasi

Making Complex Deployments in 50,000m² Italian Warehouse a Breeze

Challenges

The leading transport company Sogedim had a disjointed network offering wireless coverage to only limited parts of its new logistics center. To ensure better work efficiency, it had to consolidate and expand its network for providing high-performance, reliable WiFi across 10,000 square meters of open warehouse and 40,000 square meters of warehouse shelving as well as creating secure internet connections among offices.

Results

- ✓ Seamless wireless network across all office and warehouse areas
- ✓ Comprehensive UTM firewall ensures secure internet connections
- ✓ Unify complex network infrastructure with easy-to-use cloud network management

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Toimart



Industry

Retail



Location

Kyrgyzstan



Products used

- Nebula solution

“Thanks to the convenience of Nebula, we’ve been able to use the same hardware for each point of sale, clone the settings from the previous stores, and have it fully working right away.”

Stanislav Tryasko, IT Specialist
Toimart

Slaying Drinks Giant’s Growing Thirst for a Reliable, Unified Network

Challenges

With 50 locations and expanding rapidly, each of Toimart’s sites had its own network – there was no single control center and all the equipment was from different manufacturers. Facing constant network interruptions and admin headaches, the retail giant decided to simplify the network infrastructure and futureproof it for easy expansion.

Results

- ✓ Efficient, centralized network management via the cloud
- ✓ Reliable network ensures stores are continuously connected with HQ and inventory needs are always met
- ✓ Futureproof solution with affordable equipment paving the way for expansion whenever needed

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Industry

Retail



Location

Kyrgyzstan



Products used

- Access Point
- Switch
- Firewall

“Zyxel’s equipment has been working for the past eight years without an equipment failure. Now we’re always ready for any change in business processes, relocations, reconstructions, or whatever else.”

Evgeny Yevtushenko
Head of Maintenance Department, UMAI Group

Kyrgyz Retailer’s Network Equipment Yet to Fail Once for 8 Years

Challenges

Nearly a decade ago, the fast-growing retail chain UMAI Group unified its branches under a single network. At the time, each store maintained its own network, all using different equipment, often designed for home use. To improve network quality, it had to build a fault-tolerant infrastructure capable of operating 24/7, and connecting branches to the internet via different ISPs.

Results

- ✓ Fault-tolerant infrastructure capable of operating 24/7
- ✓ Multi-site branches can be managed easily and effectively
- ✓ Improved customer service supported by trustworthy networks

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ZYXEL
NETWORKS