

Crossing the Road to Connectivity

Our client is a large automotive dealership comprised of 10 new car franchises, five service and parts centers, a collision repair facility, auto glass repair and replacement services, and two professional detail centers.

The entire organization encompasses seven buildings separated into an east and west campus by a four-lane major highway. They were experiencing latency between buildings and knew they needed to upgrade their networking equipment. The IT manager called their local TeamLogic IT for help purchasing and installing Cisco equipment. He was looking for a company that could review and evaluate their current IT infrastructure and confirm and advise on the right equipment for their needs.

Since improving network speed was the foremost goal, TeamLogic IT performed several diagnostic tests to clearly understand the points of failure and tested their lines several times including an amplifier test, which involved being onsite a few times to collaborate with their IT team on several options before we finalized our proposal. We didn't want to just replace equipment and find out later that other issues were causing their speed problems.

TeamLogic IT upgraded the company's current switching infrastructure by eliminating fiber media converters and upgrading all trunk links to gigabit equipment to increase network speed. They also replaced existing damaged multi-mode cable with new single-mode cables to allow the new equipment to reach the required speeds over the longer distances.

"Working with TeamLogic IT was a great experience. They came out several times to analyze the problem and collaborated with us on several options before they even developed their proposal. They did an excellent job communicating the situation to management here. They broke down everything so that we clearly understood the need for each piece of equipment and made us all feel comfortable with the \$100,000 investment we were about to make. We had three companies bid on this network upgrade and TeamLogic IT was the only company that really considered our needs and purchased and installed only what we needed."

"TeamLogic IT saved us money by purchasing the right equipment for our needs. We could have purchased equipment ourselves but would have probably bought things we didn't need. One vendor who bid on this project tried to sell us stackable switches for an additional \$20,000, which we didn't need. They didn't understand our needs and were just trying to upsell more equipment. The team at TeamLogic IT are professional and knowledgeable and we trusted their recommendations."

Move forward with **The Color of Confidence®**.