



Case Study

Advantex Tie-Up Technology and Telephony Contract with Cable Management Experts

Patenting the world's fastest trunking system back in 2014, D-Line is a UK company, based in Newcastle upon Tyne, with a global reputation for innovative cable management products 'for use where time, safety and appearance matter'.

The Challenge

Based in Newcastle upon Tyne, D-Line has a global reputation for innovative cable management products 'for use where time, safety and appearance matter'.

Unhappy with their current supplier, D-Line created a need for a new telephony system, and in keeping with the company's policy of continuous innovation, D-Line wanted a technology and communication system that was scalable and future-proof.

D-Line approached Advantex to not only refresh the existing technology but to create a communications solution that would interconnect the entire business. On the back of the initial telephony project, a solid relationship between Advantex and D-Line was built, giving D-Line the peace of mind for all future projects.

On top of the communications system, D-Line required further security, cabling and technology solutions from Advantex, utilising almost all of Advantex's offerings.

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Innovation is our mantra, it's what our business is built on. Like us, Advantex is constantly striving to innovate, pushing the boundaries to improve and succeed in everything. The perfect partnership.

Allison Brunton,
IT Manager at D-Line

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The Solution

Initially, the relationship kicked off with a telephony refresh, introducing the Mitel MiVoice Office 250 system at D-Line's HQ in North Shields.

Adding peace of mind, Advantex later supplied D-Line with IT support, as well as Cisco AMP and ASA with FirePOWER services, and after identifying ways to improve efficiency, Meraki switching was installed.

Keeping in line with their innovative mantra, D-Line was supplied with solutions that enabled remote desktop, anti-spam and cloud storage/backup.

The Results

D-Line now benefits from secure, innovative and efficient solutions on-site, keeping them at the forefront of the cable management industry.

Not only does the new and improved telephony system keep the business connected, but the plethora of solutions all also work together seamlessly, boasting impressive speeds, security and functionality to the business - a truly innovative partnership that will continue to grow for years to come.

Summary

Customer Needs

- Future-proof telephony
- Robust IT Infrastructure
- Security software
- Cloud backup
- IT Support
- Remote desktop solution

Components

- Mitel MiVoice Office 250
- Dell PowerEdge R440 Server
- vSphere Essentials Kit - Virtualisation
- Cisco Meraki Switching
- Cisco AMP
- Cisco ASA with FirePOWER Services

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