

Minimizing Cost for Cisco 9000 Series Wireless Access Points

Router-switch.com
Case Study

Challenges

Customer: RS-MEX-0984, a prestigious educational institution, had plans to upgrade their campus wireless network infrastructure to accommodate the growing number of devices and users. They sought a cost-effective solution to procure 210 units of Cisco 9000 Series Wireless Access Points.

Challenges: RS-MEX-0984 required high-quality wireless access points within their budget constraints. They sought a supplier who could offer competitive pricing and ensure a smooth procurement process.

The primary challenge for RS-MEX-0984 was finding a cost-efficient supplier for the 210 Cisco 9000 Series Wireless Access Points. They were concerned about potential high investment costs and the complexity of managing such a large-scale procurement.



Solutions



Solution: Cost-Effective Procurement Solution - Understanding the importance of protecting RS-MEX-0984's investment cost, we provided a comprehensive and cost-effective procurement solution tailored to their specific needs.

- Bulk Purchase Discount: Leveraging our strong partnership with Cisco, we negotiated a significant bulk purchase discount for the 210 units of Cisco 9000 Series Wireless Access Points, resulting in substantial per-unit cost savings.
- Streamlined Procurement Process: Our dedicated procurement team handled the entire process, from quotation to delivery, streamlining procurement and saving valuable time and resources for RS-MEX-0984.
- Flexible Payment Options: To ease the financial burden, we offered flexible payment options that aligned with RS-MEX-0984's budget and cash flow requirements.



Outcomes



Outcomes:

- **Cost Savings:** The bulk purchase discount allowed RS-MEX-0984 to achieve substantial cost savings on their investment in the Cisco 9000 Series Wireless Access Points.
- **Time Efficiency:** Our streamlined procurement process ensured prompt delivery of the access points, allowing RS-MEX-0984 to deploy the upgraded network infrastructure without any delays.
- **Budget Compliance:** The flexible payment options empowered RS-MEX-0984 to manage their budget efficiently and allocate resources effectively.

Conclusion:

Through our cost-effective procurement solution for the 210 units of Cisco 9000 Series Wireless Access Points, we supported RS-MEX-0984 in safeguarding their investment cost. Our commitment to delivering value through competitive pricing, efficient procurement, and flexible payment options facilitated their campus network infrastructure upgrade without compromising financial stability. We remain dedicated to providing quality products and tailored solutions to support RS-MEX-0984's networking needs in the future.

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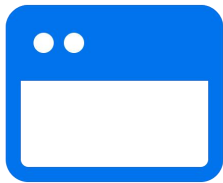
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