CASE STUDY

WHITE SWAN HOTEL

UPGRADED NETWORK PROVIDES COST SAVINGS OF 30%

Since opening in 1983, the White Swan Hotel has received over 40 heads of state and government. The White Swan topped "China's 50 best hotels" in 1996, and it was named "China's best well-known hotel" in 2008. Located on the historical Shamian Island, the hotel remains an oasis of tranquility from the hustle and bustle of the busy city.

Location: **Guangzhou, CHINA**

Vertical: **Hospitality**

Number of users: **1000**

Deal implementation: **March 2014**

Business Partner: **Netsky Co Ltd**

CHALLENGES

The White Swan Hotel needed to upgrade its network infrastructure at the same time as its renovation.

During the implementation the hotel had to keep a stable network without causing any interruptions to operations to ensure their guests remain satisfied.

The hotel also wanted to reduce its total cost of ownership (TCO).

PRODUCTS AND SERVICES

Alcatel-Lucent OmniSwitch™ 9700E Chassis LAN Switch

Alcatel-Lucent OmniSwitch™ 6850E Stackable LAN Switch

Alcatel-Lucent OmniSwitch™ 6450 Stackable LAN Switch

Alcatel-Lucent OmniSwitch™ 6250 Stackable Fast Ethernet Switch

Alcatel-Lucent OmniVista™ 2500 Network Management System

WHY ALCATEL-LUCENT ENTERPRISE

White Swan Hotel chose Alcatel-Lucent Enterprise thanks to their rich portfolio of satisfied customers in the hospitality sector, giving them a strong reputation in the market.

The hotel was also influenced by the high quality of professional services Alcatel-Lucent Enterprise proposed to them.

BENEFITS

TECHNICAL

Thanks to the hotel's new high-performance network, it is possible to deploy new IT trends, including mobility, multimedia, and collaboration.

In addition, the hotel can now rely on having a highly available, easy to manage, and secure infrastructure.

FINANCIAL

Thanks to the introduction of new green IT, the hotel has reduced its operational costs by 30%.

USER EXPERIENCE

The hotel network can now be accessed in a secure and reliable way. All users, including the guests, employees and administrators, can be assigned with proper user access rights.

"The hotel's network has improved tremendously, as it is not only simpler for the IT staff to maintain, but also saves on the general electric energy consumption. Therefore, we consider Alcatel-Lucent Enterprise to be our primary choice for other similar projects."

Zhang Hao Ping, Project Manager, White Swan Hotel.

Alcatel·Lucent Enterprise