



HEINRICH KOCH INTERNATIONALE SPEDITION GMBH & CO. KG



30% OF OPERATING EXPENSES & ENERGY CUT

KOCH-International is a pro-active, medium-sized provider of logistical services and network partner found in 1900. From production-logistics to transport-logistics or warehouse-logistics, KOCH-International develops customized solutions that focus on their clients' individual needs and requirements. KOCH International offers security and highest quality, through an experienced and well trained team and through using the latest technological developments.

CHALLENGES

Migrating from old locations toward new location without creating any technical issues that would be crucial for the business

Improving management for PBX and Network solution (former HP)

Acquiring solution that would be energy-efficient

PRODUCTS AND SERVICES

- Alcatel-Lucent OmniAccess™ AP134, 135
- Alcatel-Lucent OmniAccess™ 4604
- Alcatel-Lucent OmniPCX™ Enterprise Communication Server
- Alcatel-Lucent OmniSwitch™ 6450 Stackable LAN Switch
- Alcatel-Lucent OmniSwitch™ 6850E Stackable LAN Switch
- Alcatel-Lucent OmniSwitch™ 6900 Stackable LAN Switch
- Alcatel-Lucent OmniTouch™ 8400 Instant Communications Suite for Enterprise
- Alcatel-Lucent OmniTouch™ 8660 MyTeamwork Conferencing and Collaboration
- Alcatel-Lucent OmniVista™ 2500 Network Management System

WHY ALCATEL-LUCENT ENTERPRISE

Alcatel Lucent offered the best solution (Converged Campus) replacing HP - guaranteeing highest mobility, accessibility and availability

Location: Osnabrück, Germany

Vertical: Transportation

Number of users: 250

Deal implementation: September 2013

Business Partner: Technology Experts GmbH & Co. KG

BENEFITS



TECHNICAL

Sensible data can be saved and administrated securely so maximum of accessibility and availability is generated



FINANCIAL

Time for administrative tasks was reduced enormously and complex structure was simplified.

High energy cost reduction by the new systems and less operating expenses of about 30 %.



USER EXPERIENCE

Availability and working comfort were optimized by homogeneous terminals for all employees.



“The solution of Alcatel-Lucent offers all communication possibilities that an enterprise with different fields of activities would need. We wanted to solve certain challenges of our industry and achieve our customers' expectations for an optimal assistance and development under high time pressure. Our new communication concept is now able to smoothly support all of the above.”

Mr. Heinz-Peter Beste, Business Director, Heinrich Koch Internationale Spedition GmbH & Co. KG