



ILLOVO SUGAR

Illovo Sugar is Africa’s leading sugar producer and a significant manufacturer of downstream products, with extensive agricultural and manufacturing operations in Malawi, Mozambique, South Africa, Swaziland, Tanzania and Zambia.

CHALLENGES

Illovo Sugar’s switches were over six years old, which was preventing the company from installing the required latest technology.

The company wanted to improve the reliability and efficiency of all communications to their servers, so required a converged network solution.

PRODUCTS AND SERVICES

- Alcatel-Lucent OmniSwitch™ 6200, 6250, 6400, 6450, 6850E, 6900 Stackable LAN Switches
- Alcatel-Lucent OmniAccess™ AP105, AP134, AP175
- Alcatel-Lucent OmniAccess™ 5850 Enterprise Services Router Modular Router
- Alcatel-Lucent OmniPCX™ Enterprise Communication Server
- Alcatel-Lucent OmniVista™ 2500 Network Management System
- Alcatel-Lucent OmniVista™ 3600 Air Manager

WHY ALCATEL-LUCENT ENTERPRISE

After a period of vendor evaluation, Alcatel-Lucent Enterprise was chosen because they offered the best capabilities, functionality, ease to market and pricing.

Illovo Sugar has been a long term customer because the technologies provided by Alcatel-Lucent Enterprise have consistently matched well with their requirements and directives, delivering a stable and functional environment, at an excellent price.

Location: Various countries, AFRICA

Vertical: Manufacturing

Number of users: 3,500

Deal implementation: Up to January 2015

Business Partner: Bytes SI

BENEFITS



TECHNICAL

Illovo Sugar now has a converged network, which provides a more efficient and dependable platform.

In addition, increasing the stability of the network has allowed Illovo Sugar to successfully facilitate the new applications running across their infrastructure.



FINANCIAL

Thanks to the value provided by the cost effective Alcatel-Lucent Enterprise solutions, Illovo Sugar has a more positive bottom line.



USER EXPERIENCE

Having a more reliable and efficient network allows Illovo Sugar’s employees to focus on their core business tasks, which optimizes their performance.



“Our partnership with the Bytes team goes back 17 years, and theirs with Alcatel-Lucent Enterprise almost as long. This, combined with the value offering and keen ROI made Alcatel-Lucent Enterprise an attractive choice when refreshing our network.”

Dave Schaller, CIO, Illovo Sugar Ltd.