

J. Malucelli Group

A converged voice and data cloud solution with state-of-the-art technology delivers superior business performance.

“We needed to find a single vendor that would meet our voice, data and Wi-Fi needs, with a simple network management solution. ALE stepped up to the challenge.”

Daniel Bozza, IT Manager, J. Malucelli Group

The J. Malucelli Group, founded in 1966, is proud to be one of the largest business groups in Paraná, and in Brazil. Today they operate approximately 75 companies across a variety of industries including, construction and real estate, banking and insurance, and services, among others.

CHALLENGES

J. Malucelli recognised the need to modernise their out-of-date network, that spanned businesses located in different regions throughout the country. Their challenge was to find a single manufacturer and integrator to meet their requirements for voice communications, switches, as well as a Wi-Fi network.

ACTION

After investigating the main networking and voice vendors in the market, the J. Malucelli Group selected Alcatel-Lucent Enterprise as the vendor of choice to provide voice and data infrastructure solutions for several of their companies within the group. Included among these were the construction and real estate, private pension, energy, TV businesses and a growing share in the agribusiness, with agricultural supplements and machinery, with a focus on tractors.

An ALE converged voice and data solution, including cloud telephony and LAN and WLAN with cloud management was implemented.

PRODUCTS AND SOLUTIONS

- [Alcatel-Lucent OpenTouch® Enterprise Cloud \(OTEC\)](#)
- [Alcatel-Lucent OXO Connect](#)
- [Alcatel-Lucent DECT 8232 Handsets](#)
- [Alcatel-Lucent OmniAccess® Stellar AP 1101](#)
- [Alcatel-Lucent OmniSwitch® 6850-48 PoE/2220-24 PoE/6300 PoE Series](#)
- [Alcatel-Lucent OmniVista® Cirrus Network Management as a Service](#)
- [Alcatel-Lucent IP Desktop Softphone](#)
- [Rainbow™ by Alcatel-Lucent Enterprise](#)

RESULTS

Technical benefits

- Significant operational improvements
- Reduced IT staff workload
- Easy-to-use network management
- Simplification of the local structure, with the removal of on-site equipment

Financial benefits

- Cost savings through simplified network management
- A single supplier for the complete solution

User experience benefits

- OmniVista Cirrus provides improved network overview
- A unified management platform to monitor network assets for both LAN and WLAN
- Data security

ABOUT THE CUSTOMER

As one of the largest companies in Brazil, the J. Malucelli Group is active in many areas essential to the country's progress such as sustainability, mobility, infrastructure and communications, energy, citizenship and tourism.

J. Malucelli's wide-reach spans segments from complex engineering and infrastructure works, to participation in sociocultural areas. J. Malucelli is represented by a team of professionals committed to people, the environment and the society.

WANT TO TALK WITH SOMEBODY?

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Customer Story

MARKET: **CONSTRUCTION AND REAL ESTATE**
DEAL IMPLEMENTED: **2022**

COUNTRY: **BRAZIL**
NUMBER OF USERS: **800**

COMPANY:
J. MALUCELLI GROUP