



# Prefeitura de Fortaleza

Modernizing infrastructure to improve services for citizens

“With the help of ALE, we are making Fortaleza an even better place for our citizens to live and work. Modernizing our infrastructure is one of the pillars of our strategy to make Fortaleza one of the most cutting-edge cities in Brazil.”

**Alcides Guerra**  
Corporate Management Coordinator

MARKET: GOVERNMENT  
DEAL IMPLEMENTED: MARCH 2018

REGION: BRAZIL  
NUMBER OF USERS: 9200

COMPANY:  
PREFEITURA DE FORTALEZA



**Prefeitura de  
Fortaleza**

Fortaleza is the state capital of Ceará, located in the Northeastern Region of Brazil. It is the 5<sup>th</sup> largest city in the country, as well as an important industrial and commercial center. The Prefeitura de Fortaleza - the Municipality of Fortaleza - provides services to over 2.6 million citizens.

## CHALLENGES

The Prefeitura de Fortaleza has been modernizing its infrastructure to provide better and more efficient service to citizens. After investing in over 300 kilometers of fiber optic cables, the city wanted to upgrade its data network.

The municipality needed a solution that offered swift implementation across its many departments: administration, education, healthcare, security, etc.

It also had to be robust and reliable enough to power new Internet of Things (IoT) devices, including CCTV cameras to improve public safety.

Affordability was a key requirement since Brazilian government agencies are required to conduct an eAuction to select contractors.

## PRODUCTS AND SERVICES

Alcatel-Lucent OmniSwitch® 6350 Gigabit Ethernet LAN Switch  
Alcatel-Lucent OmniSwitch 6450 Stackable Gigabit Ethernet LAN Switch  
Alcatel-Lucent OmniSwitch 6860 Stackable LAN Switch  
Alcatel-Lucent OmniSwitch 6900 Stackable LAN Switch  
Alcatel-Lucent OmniVista® 2500 Network Management System

## WHAT MADE THE DIFFERENCE?

ALE, Lettel and Startec ran a Proof of Concept (PoC) to demonstrate the benefits of the proposed Shortest Path Bridging (SPB) solution. Their winning bid met all the city's technical specifications at the best price.

## Benefits

### > TECHNICAL

The solution was introduced smoothly across the city's multiple departments, providing access to the new high-performance data network.

SPB has increased network speed and agility, improving overall network performance tenfold.

OmniVista 2500 offers simplified centralized network management and maintenance.

### > FINANCIAL

The solution came in at 60% under the estimated budget for the bid proposals, delivering substantial savings and enabling the city to invest funds in other areas (e.g. new equipment like desktops and notebooks, and security solutions).

The municipal IT team can efficiently manage the network and provide support to all local government institutions.

### > USER EXPERIENCE

The network supports demanding applications like high performance software, as well as upgraded computers and devices, allowing employees to better track requests and offer a quicker service to citizens.

“The new infrastructure is bolstered by a powerful security solution and application accelerators to boost the network performance and support IoT devices, including CCTV cameras, for improved public service and safety”, stated **Erick Medrado** – responsible by the project management and implementation in Fortaleza Technology Coordination.