

SAHARA COMPUTERS

CUSTOMER INFORMATION

- Established in 1994, Sahara Computers is one of the largest independent Information Technology distributors in Southern Africa. Its core business is of being a conduit through which the technology offerings of some of the world's major IT producers is made available to over 6,000+ channel partners

CHALLENGES

- Sahara needed to upgrade their old, disparate nationwide voice and data offering. Nothing was linked or converged, creating a sea of separate systems, high inter-branch call costs and limited view of easy access
- Old system was unstable without an software integration or advanced features. All communications were problematic offering no single management view

PRODUCTS, SOLUTIONS AND SERVICES

- Alcatel-Lucent OmniSwitch™ (9000E, 6900 6850, 6400 and 6250)
- Alcatel-Lucent OmniPCX™ Office Rich Communication Edition
- Alcatel-Lucent 8082 My IC Phone
- Alcatel-Lucent OpenTouch™ Business Edition
- Alcatel-Lucent OmniVista™ 2500 and 8770 Network Management Systems

BUSINESS AND TECHNICAL BENEFITS

- Complete converged solution centralised around OpenTouch™ and made possible with application fluent Switches
- Mobility of users is now possible for the first time and allows them to be more active as they roam the site and between sites, bringing access to new applications and services, making the users more productive and reachable and considerably reducing the customer response time



“Sahara Computers has extensive network of branches and dealers and we needed a partner who can provide us hassle free connectivity, Alcatel-Lucent network system provided us the customised solution which didn't need too many people to manage. We are now availing their services for our group companies too.”
 - Saurabh Aggarwal, IT Manager, Sahara Computers, Gauteng, South Africa

DEAL FACTS AND FIGURES	CUSTOMER DETAILS
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| • Deal won: November 2012 | • Location: Gauteng, South Africa |
| • Deal implemented: February 2013 | • Vertical: Services |
| • Business Partner: Bytes Connect | • Number of users: 600 |