

CASE STUDY



SIG COMBIBLOC OBEIKAN

SIG Combibloc Obeikan is one of the world's leading system suppliers of carton packaging and filling machines for beverages and food. The joint venture was founded in 2001 by the German company SIG Combibloc and Saudi Arabia-based investment firm Obeikan. In early 2015 their new regional HQ and manufacturing facility were inaugurated in Dubai's Silicon Oasis. The 47,000 sq ft office houses regional support staff as well as a Knowledge Academy and Training Center.

CHALLENGES

SIG Combibloc Obeikan had clear requirements for their new site. The company wanted fully converged network that would grow with their evolving needs. Employee productivity was a top priority, so facilitating mobility and BYOD was a critical part of the solution, as was ensuring reliable Wi-Fi®. Cost effectiveness was another key consideration.

PRODUCTS AND SERVICES

Alcatel-Lucent OpenTouch® Business Edition
Alcatel-Lucent OmniSwitch® 6450 Stackable LAN
Alcatel-Lucent OmniAccess® 4504
Alcatel-Lucent OmniAccess® IAP103
Alcatel-Lucent IP Touch™ 4018

WHAT MADE THE DIFFERENCE?

SIG Combibloc Obeikan was familiar with Alcatel-Lucent Enterprise solutions and had been impressed by a product demo at GITEK 2014. The Alcatel-Lucent OpenTouch® Business Edition feature, which enables the completely seamless transfer of calls from one device to another, retained their attention. The company saw how this feature would increase the productivity of their mobile workforce.

Location: Dubai, UAE
Vertical: Manufacturing
Number of users: 500

Deal implementation:
February, 2015
Business partner:
Al Futtaim Technologies


BENEFITS



TECHNICAL

The new application-fluent network builds on convergence to offer high availability and low latency. Built in redundancy reduces costly downtime and ensures business continuity. Software upgradable switches make the network easily scalable and capable of evolving to meet future needs.



FINANCIAL

The streamlined infrastructure of the fully converged fixed and wireless networks, and converged voice and data, means lower maintenance costs.



USER EXPERIENCE

Users can connect their multiple devices from anywhere onsite. They are completely mobile and can switch calls to other devices without missing a second of their conversations.



“We are very happy with the simple, powerful and fully converged solution. Not only was it easily deployed, but it met all of our business needs such as mobility for our employees. Both Alcatel-Lucent Enterprise and Al-Futtaim Technologies were supportive throughout the process.”

Vinod Kumar, Regional IT Manager, SIG Combibloc Obeikan FZCO