



Miller Welding & Machine Company Turns to Advanticom for Network Overhaul

Customer Profile

Founded in 1962, Brookville, Pennsylvania-based Miller Welding & Machine Company (MWM) is an integrated single-source company with over 400 employees providing a broad spectrum of industrial OEM applications to a national customer base.



Situation

Growing from a garage and three people, to three generations, three locations and the third-largest employer in its region, MWM's communication infrastructure couldn't keep pace with the company's rapid growth. Adding over 100 employees annually in recent years, MWM needed to unify its present and future facilities, and establish a communication system that enabled employees and machines to communicate with clients and over 400 vendors.

Comprised of a disparate array of equipment from various vendors and with no reliable switching or routing solutions, MWM's existing network couldn't support the company's needs or forecasted growth. Additionally, the company regularly had issues accessing data, and had no file storage, data backup or network security to speak of.

Realizing it was time for a change, MWM partnered with Pittsburgh-based Advanticom, Inc., a Cisco Advanced Unified Communications certified partner with specializations in Cisco security and Cisco wireless technology.

Solution

In September 2006, Advanticom began the transformation by designing and creating a new data center that would enable MWM to converge its data, voice and future video and video surveillance needs onto a centralized platform capable of serving all its various locations. The solution would automate MWM's shop floor control and production, and electronically coordinate all vendors, and in-house and OEM production schedules and requirements.

For a reliable network core, Advanticom installed a Cisco 2800 Series Router and a 4510 Core Switch with 3560 Edge Switches. Advanticom also deployed Cisco Unified Communications Manager, the powerful call-processing solution that provides voice, video, mobility, and presence services. On top of this, the Cisco Premier Certified partner added Cisco Unity, a full-featured voice and unified messaging platform empowering users to access e-mail, voice, and fax messages from a single inbox anytime, anywhere, and on any device.

To provide maximum flexibility throughout the MWM organization, Advanticom installed Cisco 4400 Series Wireless LAN Controllers,

30 wireless access points within and around MWM's facilities, and wireless Cisco IP phones.

Advanticom added Cisco's Adaptive Security Appliance (ASA) 5510 to secure the entire network. A key component of the Cisco Self-Defending Network, the Cisco ASA 5510 provides intelligent threat defense and secure communications services that stop attacks before they impact business continuity.

Results

Following a smooth implementation, the Advanticom-installed Cisco solution is delivering the features and functionality MWM demanded.

The company can now backup large amounts of data and seamlessly move and share data between sites. The new wireless capabilities enable MWM to remotely control its machines, and employees now use laptops and Cisco wireless IP phones to streamline inventory tracking. And MWM's Cisco unified network has greatly improved the company's customer and vendor communications and scheduling, while its security solution delivers improved protection and ensures reliable access to mission- and contract-critical data anytime, from anywhere.

MWM now has the agility to rapidly scale to satisfy its goals, which means the company has the power to take on larger, more complex, and more profitable contracts. Perhaps most significant, MWM executives forecast they'll receive payback on their new Cisco solution within two years through cost and production efficiencies, and new contract acquisition.

Looking ahead, MWM plans to build on the power of its new Cisco infrastructure by working with Advanticom to deploy an advanced IP video surveillance system.

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