



Modernizing Multi-Branch Networks for a Leading Greek Retailer

Overview

PATIRIS, a Greek retailer of ceramic sanitaryware, tiles, kitchen furniture, and interior design products, had outgrown its aging network infrastructure. With around 30 employees across three branches, its mix of PCs, laptops, IP phones, switches, access points, and other devices had constantly disrupted network connections, making an upgrade unavoidable.

Working with partner IP Integrators, PATIRIS reorganized its network around Zyxel Networks' equipment to improve connectivity, security, and day-to-day management. The new network delivers more reliable performance, while the Nebula cloud networking solution gives the IT team centralized visibility.

Challenges

PATIRIS was facing frequent network disconnections, causing applications to become slow or unresponsive. These issues were affecting productivity across the business. The existing infrastructure also lacked adequate security and segmentation, with departments, devices, and services sharing the same network. The company needed a more secure and reliable foundation that could better manage network access while supporting consistent performance across its three branches.

Solutions

Equipment was evaluated against PATIRIS's requirements. As IP Integrators project manager Antonis Chalkitis explained, "According to the customer's requirements, we compiled a list of the customer's requirements: the equipment should be fully manageable, reliable, and high-quality while being competitively priced. We had a successful experience with Zyxel Networks, so this brand became the only choice: it offers an excellent price-to-quality ratio, outstanding performance, and reliability."

Customer

PATIRIS

Industry

Retail

Location

Athens, Greece

Partner

IP Integrators

Organization Size

3 branches; 30 employees

Customer Background

PATIRIS is a Greek company primarily engaged in the retail of ceramic sanitaryware, with additional activities spanning tiles, kitchen furniture, decorative items, sanitaryware wholesale, and interior design.



We are very satisfied with the new network infrastructure. We now have a modern, structured network environment that allows us to quickly identify and monitor potential issues through Nebula. In addition, the firewall security policies give us better control and visibility over employees' internet access and usage."

Antonis Galeos, General Manager
PATIRIS

A mix of smart managed switches was deployed, including PoE models to power the access points. One NWA55AXE outdoor access point and seven NWA50AX access points were implemented across the three locations to provide seamless, high-speed connectivity.

Two USG FLEX 100H firewalls were installed to anchor network security. With centralized management through Nebula, the network can easily scale across multiple locations. Administrators can apply unified policies, monitor security risks, and gain actionable insights from a single cloud-based interface.

VLANs were configured to separate departments, devices, and services into distinct network zones, while firewall policies strengthened access control and prevented unauthorized connections.

Results

The rollout took just two days with a two-person team. Chalkitis noted, "There were no difficulties during project implementation, and the customer was very impressed with the implementation speed and the immediate improvements in network speed and quality." Centralized management through Nebula has also simplified ongoing operations. PATIRIS and IP Integrators now can monitor the deployment from a single view, identify issues in real time, and respond remotely without needing to visit each location.

- Modern, structured network environment across all three PATIRIS branches
- Secure separation of departments, devices, and services through VLANs
- Stronger access control and internet-usage oversight through firewall policies
- Faster issue identification and remote management through Nebula
- Two-day rollout with immediate improvements in network speed and quality

Product List



- NWA50AX WiFi 6 Access Point
- NWA55AXE WiFi 6 Outdoor Access Point



- XGS1930-28/28HP Lite-L3 Smart Managed Switch
- GS1920-24HPv2 Smart Managed PoE Switch
- XMG1915-10E Smart Managed Switch



- USG FLEX 100H Firewall

