

# Success Stories

eBook 2024 1H

Powerful, effortless, and scalable  
network connectivity



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## Reliable network connections

### Unstable WiFi can affect work productivity

Installing the access point on the ceiling can minimize interference, enhance signal distribution, reduce dead zones to ensure consistent connectivity.

Access points in the lobby enable users to maintain the same SSID when moving between zones, while those in the conference room act as failovers and feature auto-healing, together ensuring uninterrupted WiFi in the office.





## Reliable network connections

### 5G ensures high performance and reliability

5G technology offers advantages over wired networking for suburban accommodations, offices, construction sites without high-speed copper or fiber cables, and buses needing uninterrupted connectivity, especially in tunnels or mountainous terrain.

Zyxel Networks' 5G routers offer high bandwidth for rapid data transfer and serve as a reliable network backup, ensuring operational continuity and reliability in critical situations.

## Seamless wireless experience

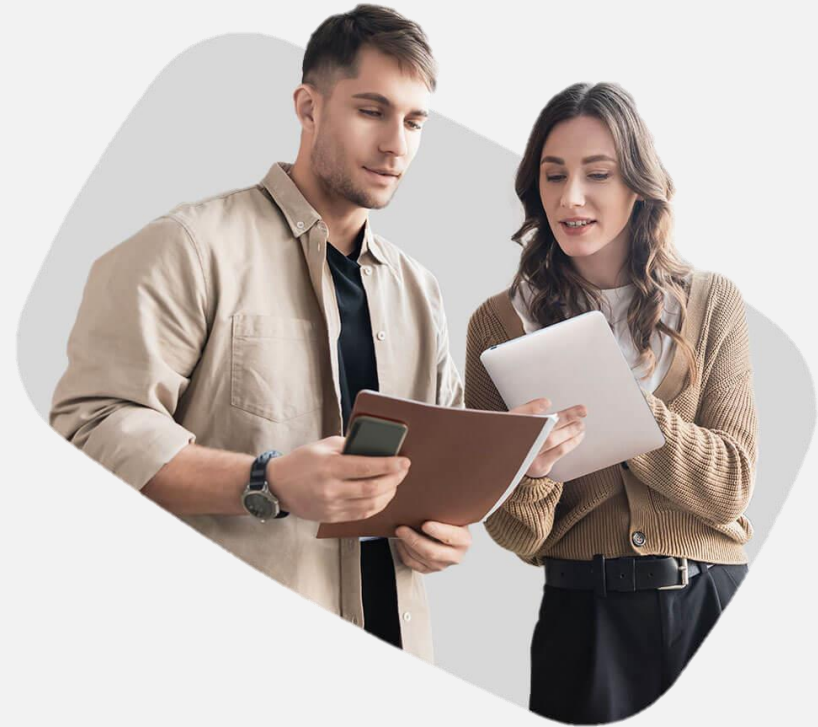
How do you ensure **robust and reliable connections** when thousands of users are vying for bandwidth simultaneously?



Ensure your APs and routers can handle heavy loads and provide uninterrupted connectivity to ensure **smooth business operations** and **high user satisfaction**.

## Effortless network management

Setting up and managing wireless networks should be **simple** and **efficient**, enabling you to focus on your business.



The **Nebula cloud networking solution** provides a user-friendly experience that requires **minimal IT expertise**, allowing you to fully control your networks.



## Intelligent security protection

### AI-powered cloud cybersecurity

strengthens data and network protection, simplifies VPN setup, and ensures high-performance connectivity.



**Speed**, **protection**, and **simplicity** should not be compromised.



# HOSPITALITY

Although offering free WiFi is now a non-negotiable for hotels, the large number of users invariably affects network performance and cybersecurity. But it doesn't have to. Learn how Zyxel Networks is helping hotels simplify guest network management and security.





## Howard Johnson Hotel and Convention Center Madariaga Cariló



### Industry

Hospitality



### Location

Cariló, Argentina



### Products

- Access Point
- Switch

"We chose Zyxel Networks' solutions because of the brand's long-standing market presence and positive customer feedback on their devices. The favorable price-to-performance ratio, compared to other brands, also played a crucial role in our decision."

**Ing Martin Pagano, General Manager**  
Telpin

## Enhancing Wireless Connectivity and Guest Experiences

### Challenges

Wireless connectivity has emerged as a crucial amenity, particularly when hotel guests seek internet access or when the hotel hosts large events. To enhance the guest experience, the Argentine hotel aimed to improve network coverage across all rooms and common areas, ensuring seamless access. Additionally, it needed to improve network management efficiency to maintain robust connectivity and support hotel operations.

### Results

- ✓ Optimal user experiences through seamless wireless connectivity and improved signal distribution
- ✓ Easy-to-use remote monitoring interface without installing additional software

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## Lady Hill Sapa Resort



### Industry

Hospitality



### Location

Sapa, Lào Cai, Vietnam



### Products

- Access Point
- Switch
- Firewall

“We’ve effortlessly configured switches and access points to accommodate various areas within the hotel. We can meet the specific needs of different hotel zones while also meeting cybersecurity requirements.”

Pham Ly Huu Tri, IT Manager  
Lady Hill Sapa Resort

## Delivering Top-tier Network Security and WiFi to Five-Star Resort

### Challenges

Lady Hill Sapa Resort prioritizes hotel operations and acknowledges the significant impact of WiFi on guest satisfaction. To meet these demands, it aimed to establish a reliable and user-friendly network capable of handling high-density and fast wireless connections. Additionally, the resort needed to ensure robust cybersecurity measures without compromising network performance.

### Results

- ✓ Seamless and secure network connectivity throughout the resort
- ✓ Efficient network management for quick issue resolution and easy maintenance

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## L'Olinda - L'Agriturismo



### Industry

Hospitality



### Location

San Marcello, Italy



### Products

- Access Point
- Switch
- Firewall
- Mobile Router

"Thanks to Zyxel Networks' solutions, we tackled connectivity and cybersecurity challenges for the farmhouse resort while ensuring GDPR compliance."

**Stefano Toffano, Technical Manager**  
ETA srl

## Enhancing Guest Experience at Treebones Resort in Nepal

### Challenges

L'Olinda-L'Agriturismo found it challenging to achieve comprehensive wireless coverage for accommodations and private areas. Besides, they lacked a strong, secure structure for future growth and managing their current home automation system. Security-wise, they had to comply with GDPR standards for data protection while maintaining fast data transmission speeds. Also, they required a reliable solution for backup data lines and VoIP services.

### Results

- ✓ Secure and reliable wireless coverage through WiFi 6 technology
- ✓ Improved network security with VLANs, providing guest and data protection
- ✓ Convenient management of home automation systems and fiscal registers
- ✓ Reliable network backup, ensuring the system remains operational even in critical situations

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## Treebones Resort



### Industry

Hospitality



### Location

Lalitpur, Nepal



### Products

- Access Point
- Switch

"Thanks to Zyxel Networks' solution and Nebula's effortless management, guests rave about the reliable connection and strong signal, while our IT staff save time and hassle through Nebula's intuitive controls."

Amogh Manandhar, Technical Support  
IT Office Care

## Enhancing Guest Experience at Treebones Resort in Nepal

### Challenges

Treebones Resort faced the daunting task of balancing quality with cost-effectiveness. The resort desired a top-notch solution that could meet its needs without draining its financial resources. Moreover, it yearned for a seamless experience, where guests could enjoy uninterrupted connectivity and efficient services. The existing infrastructure lacked scalability and reliability, causing frequent WiFi disruptions and hindering operational efficiency.

### Results

- ✓ Seamless and hassle-free WiFi for guests while moving in different areas
- ✓ Centralized network management ensures efficient device supervision
- ✓ Fast and scalable wireless solution at a reasonable cost
- ✓ Enhanced guest satisfaction and optimized operational efficiency

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## Fourvière Foundation



### Industry

Hospitality



### Location

Lyon, France



### Products

- Access Point
- Switch

"The project required high-performance network devices and responsive support from the technical team. We have collaborated with Zyxel Networks for over 7 years as they are a reliable partner that can provide the products and services we require. That is why we chose them for this large-scale project."

**Vincent Guilhemperre, Manager**  
Xbline

## Overcoming Historic Building Challenges for New Network Upgrade

### Challenges

The Carré Fourvière is an event venue that required revamping its network to enhance connectivity and performance. However, the historical building's limitations and architectural standards challenged site planning and network equipment installation. Besides, it had to ensure the new network was reliable, easy to manage, and scalable for future expansion across multiple sites.

### Results

- ✓ Seamless experience for event attendees
- ✓ Streamlined network management simplifies monitoring, configuration, and maintenance tasks, improving efficiency and reducing complexities
- ✓ Scalable network for future expansion across multiple sites

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## Houston Livestock Show and Rodeo



### Industry

Events



### Location

Texas, United States



### Products

- Access Point
- Switch
- Firewall

## Improving Guest Experience with WiFi Upgrade

### Challenges

With over 2.5 million annual visitors and thousands of people attending daily, the Houston Livestock Show and Rodeo faced increasing expectations for reliable venue-wide WiFi. Previously limited to employee and committee use, the organization recognized the urgent need to meet public WiFi demands in high-traffic zones. The primary challenge was ensuring consistent and strong WiFi coverage in the Wine Garden, where guests previously experienced unreliable internet access.

### Results

- ✓ Easy network configuration, deployment and administration
- ✓ High-bandwidth WiFi access for multiple users simultaneously
- ✓ Enhanced event experience through reliable WiFi access







# ENTERTAINMENT

Whether transforming an old theater into an esports hub or hosting events, a reliable network with high-speed, uninterrupted connectivity is crucial for exceptional gaming experiences. Similarly, industries like film and advertising require secure, high-bandwidth connections to ensure fast data transfer and protect valuable content.



MP3 Arena



## Industry

Entertainment



## Location

Porto Alegre, Brazil



## Products

- Access Point
- Switch

“Partnering with Zyxel Networks, MP3 Arena has achieved great results in connectivity and technological innovation. Zyxel Networks’ game-changing solutions have elevated our service standards and ensure top-quality experiences for our customers.”

**Gustavo Franco, CEO**  
4eX Solutions

# Elevating Esports Experience with Game-Changing Network

## Challenges

Transforming an old movie theater into a top-notch esports gaming center posed several challenges in the competitive gaming sector, where network reliability was crucial for customer retention. The network needed to be fast, minimize delays, and maintain stability, meeting the high-performance demands of a gaming arena while ensuring cost-effective technology and infrastructure upgrades.

## Results

- ✓ Uninterrupted connectivity ensures a gaming environment free from lag or disruptions
- ✓ An exceptional gaming experience is provided through low latency and high-speed data transmission

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O2 Filmes



## Industry

Entertainment



## Location

Sao Paulo, Brazil



## Products

- Access Point
- Switch
- Firewall

"It was important for us to ensure the WiFi signal remains strong and consistent in the office. With Zyxel Networks' equipment in place, our building has WiFi coverage everywhere, and the service remains uninterrupted at any time."

**Paulo Barcellos, CEO**  
O2 Filmes

# Empowering O2 Filmes' Creativity with Seamless, Secure WiFi

## Challenges

Initially, O2 Filmes faced long-standing connectivity issues that had severely impacted operability and efficiency. With numerous users simultaneously connecting to the network and a high demand for data transmission, improving network performance and stability became a priority. Furthermore, there was an urgent requirement for secure and well-protected network connections.

## Results

- ✓ Significantly increased user satisfaction with fast, seamless connections throughout the office
- ✓ Optimized coverage ensures work stability for employees with over 1500 simultaneously connected devices
- ✓ Secure connections ensure protected operations and data transmission

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## Industry

Entertainment



## Location

Bangkok, Thailand



## Products

- Switch

"Zyxel Networks' switches seamlessly integrate with old and new devices, significantly improving connectivity over traditional switches and upgrading our network to a multi-gigabit environment. We can host esports events without worrying about slow speeds with high-speed 10Gbps connectivity"

**Prasopchoke Chantaramongkol**  
Founder and Managing Director, WASD Cafe

# Enhancing Connectivity and Gaming Experiences at Esports Center

## Challenges

WASD Cafe, one of Thailand's top esports centers, hosts numerous events and requires high-speed, uninterrupted connectivity. It planned to install a robust network to handle multiple high-speed connections, ensuring seamless gaming experiences while being cost-effective. Additionally, it needed to streamline network deployment and make troubleshooting processes easy.

## Results

- ✓ Robust connectivity for multiple users, with sufficient speed for network upgrades exceeding 1 Gigabit
- ✓ Easily and cost-effectively transition from existing Cat 5e cable infrastructure to a multi-gigabit network environment
- ✓ User-friendly interface for stress-free and quick configuration and troubleshooting

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# RETAIL

Retailers handle vast amounts of sensitive customer data, making them prime targets for cybercriminals. Creating secure VPN connections between stores and protecting POS systems is crucial. They also need to manage high-density wireless networks to ensure reliable connectivity across stores to enhance operational efficiency.





DA Retailgroup



## Industry

Retail



## Location

The Netherlands



## Products

- Firewall

"The DA shops' POS systems are now securely connected to our central data center through Zyxel Networks' equipment. It operates consistently across all locations, offering affordability and a clear view of the entire network for our franchised companies."

Monique Romijn, Shop Automation Coordinator  
DA Retailgroup

# Ensuring Secure and Reliable Connectivity for Drugstore Chain

## Challenges

DA Retailgroup faced several challenges, including creating secure and cost-efficient VPN connections between 330 DA stores and the central data center. It also needed to secure connections for narrowcasting on POS system displays and facilitate plug-and-play installation with user-friendly remote network management. Complicating matters, each franchised company operated its DA store with its own network supplier.

## Results

- ✓ Centralized, secure VPN connections for POS systems and narrowcasting across 330 stores
- ✓ High-performance and reliable network connectivity through network redundancy
- ✓ Streamlined network management via cloud network management

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PSB Mrówka



## Industry

Retail



## Location

Wieluń and Zawiercie, Poland



## Products

- Access Point
- Switch
- Firewall
- Mobile Router

“Zyxel Networks’ solution enhances operational efficiency through streamlined processes, resulting in significant time and cost savings.”

**Radosław Maciążek**  
Main Specialist of IT Department  
Format LLC, PSB Mrówka Group

# Creating Efficient, Secure Network for Home Improvement Retailer

## Challenges

The Polish home improvement retailer faced a challenge when modernizing the existing network infrastructure of branches in Wieluń and Zawiercie. The retailer had to establish secure and encrypted access to company data while ensuring seamless connections among its branch stores. Additionally, the new network needed to be scalable and flexible to meet increasing customer needs and facilitate ongoing business development.

## Results

- ✓ Robust data security and transaction protection
- ✓ Enhanced operational efficiency and user experiences
- ✓ Professional support and customer services for seamless problem solving

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## Industry

Retail



## Location

Spain and Portugal



## Products

- Access Point
- Switch

# Enhancing Wireless Connectivity for Cross-Border Auto Centers

## Challenges

With a significant number of customers and employees accessing the network in its auto centers, Feu Vert encountered the challenge of meeting the high network demand with its existing infrastructure. Additionally, it sought enhancements for the performance of PDAs and scanner readers utilized by its staff, aiming to streamline operations and enhance work efficiency. Hence, it required a new WiFi network that is robust, stable, and agile.

## Results

- ✓ Centralized, secure customer and employee connections
- ✓ Easier WiFi access for users and employees with their various devices
- ✓ Increased visibility into network logs for real-time insights and potential intrusion detection





YA-LAN



## Industry

Retail



## Location

Taichung, Taiwan



## Products

- Firewall

# Streamlining and Securing Multi-Site Networks for Bubble Tea Stores

## Challenges

For a large drink retail company, it's challenging to establish stable connections to multiple stores to support diverse payment methods while streamlining overall network management. Additionally, ensuring robust network security to prevent threats from spreading across all locations is critical to maintaining the integrity and reliability of the entire network infrastructure.

## Results

- ✓ Streamlined multi-site network management and secure connections
- ✓ Efficient network management with high network visibility, ensuring smooth operations across multiple locations
- ✓ Strengthened network protection across HQ and stores to prevent the spread of threats

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## OTHER INDUSTRIES

From **schools** and **factories** to **hospitals** and **SMB offices**, we overcome connectivity challenges, and deliver secure and uninterrupted user experiences, driving growth and efficiency. Discover how our solutions streamline network management, enhance security, and deliver robust connectivity to unlock the full potential of various industries.





## Industry

Education



## Location

Piracicaba, Brazil



## Products

- Access Point
- Switch
- Firewall

“Beyond addressing connectivity issues, the solution surpassed our expectations, offering the flexibility to create necessary networks to meet the demands of parents, students, and users at large.”

Douglas Bissoli, IT Staff  
CLQ School

# Enhancing Learning Environments Through Network Technology

## Challenges

Keeping up with technological advances was crucial for delivering digital learning, but managing all the components and setting up a functional infrastructure to meet the school's needs was complex. The school experienced frequent connection issues. During peak usage, the radio signal would weaken or navigation speed would slow down, affecting the overall network experience.

## Results

- ✓ Efficient network management and enhanced security
- ✓ Robust wireless network to over 3000 users simultaneously
- ✓ Unlocking student potential through modern digital educational resources

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**Industry**

NGO

**Location**

Singapore

**Products**

- Access Point
- Switch

“Zyxel Networks’ robust network solutions have enhanced our network management efficiency and productivity. We can confidently stay connected with our community and seamlessly share essential resources, making a greater impact on the lives of those we serve.”

**Steve Quek, IT Manager**  
Club HEAL

## Empowering Community Services through Network Transformation

### Challenges

Club HEAL strove to enhance its services, but its current network infrastructure fell short. It faced difficulties in efficiently managing and troubleshooting network issues. The lack of centralized management and real-time insights hindered the IT staff's ability to promptly address network problems. Additionally, it hoped to enhance network scalability to support the organization's growth and adapt to the evolving needs of the broader community.

### Results

- ✓ Enhanced operational efficiency through simplified network management
- ✓ Reliable and fast network connections improve user experiences
- ✓ High scalability allows for growth and adaptation to the changing needs of the broader community





## Workinton Bayraklı Tower



### Industry

Coworking space



### Location

Izmir, Turkey



### Products

- Access Point

“We have successfully strengthened our infrastructure and boosted network capacity. Zyxel Networks’ assistance and patience in renewing our end-to-end network infrastructure were invaluable.”

Gürkan Başar, Manager  
Bayraklı Workinton

## Enhancing WiFi Performance at Turkish Coworking Space

### Challenges

Workinton, a leading coworking space provider, encountered challenges in accommodating the increasing network demands of a growing user base and their intense usage. It had to create a new network that was fast and seamless to maintain users' work productivity. Additionally, it was crucial to simplify complex network management and cabling to enhance maintenance efficiency.

### Results

- ✓ Hassle-free network upgrade enhances network capacity and meets high WiFi demand
- ✓ Faster and uninterrupted WiFi experiences for office users
- ✓ Simplified network installation and management that is also scalable for future expansion

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## Chung Shing Bus



### Industry

Transportation



### Location

Keelung and Taipei, Taiwan



### Products

- Mobile Router

## Enhancing Fleet Connectivity and Management with 4G LTE-A Routers

### Challenges

Buses use mobile communication for fleet management and service quality. However, most routers operate independently and lack SNMP compatibility, hindering centralized control and management. Also, bus mobility causes 4G LTE disruptions due to signal interference or base station switches, resulting in unstable connectivity for passengers. Urban and suburban movement worsens this issue, especially in mountainous terrain or tunnels.

### Results

- ✓ Improved operational efficiency for fleet management
- ✓ Efficient network troubleshooting and optimization
- ✓ Enhanced passenger experience with smooth internet access
- ✓ Uninterrupted network connectivity through 4G LTE-A and Gigabit Ethernet dual-WAN connections

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Home Voyage



## Industry

Manufacturing



## Location

Dong Nai, Vietnam



## Products

- Switch
- Firewall

# Enhancing Network Efficiency and Security at Furniture Factory

## Challenges

With many computers and connected devices, especially after introducing a new ERP system, Home Voyage relied on network equipment. The old network infrastructure often led to slow connection speeds and frequent disconnections. Site inspection revealed unmanaged switches without VLAN configurations. It needed to replace its switches with managed ones and implement VLAN segmentation to reduce packet collision issues.

## Results

- ✓ Enhanced network connection speed and stability
- ✓ Centralized network management facilitates quick detection and resolution of network issues, ensuring effective network management

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**Industry**  
Healthcare



**Location**  
Jeju, Korea



**Products**

- Access Point
- Switch
- Firewall

## Delivering Seamless and Secure Networks for Jeju University Hospital

### Challenges

The adoption of EMR services and the rise in online education through platforms have increased demands for WiFi connectivity. Additionally, inpatients, hospitalized patients, and caregivers increasingly rely on streaming services for entertainment. This surge in content consumption has naturally led to increased WiFi traffic. Moreover, with an unspecified number of visitors accessing the hospital network, securing the hospital network is crucial.

### Results

- ✓ Smooth and uninterrupted WiFi usage within the hospital
- ✓ Strengthened cybersecurity through separate networks for staff and visitors
- ✓ Cloud-managed service enables real-time network control and management





Joy Young Information



### Industry

IT service



### Location

Taichung, Taiwan



### Products

- Firewall

## Empowering Digital Transformation for SMBs to Stay Competitive

### Challenges

Small and medium-sized businesses (SMBs) face significant challenges in managing their wireless networks due to high security manpower costs and management expenses. Limited expertise further complicates their ability to deploy and manage these networks effectively. Consequently, SMBs struggle to enhance their digital capabilities and operational efficiency, hindering their overall growth and competitiveness in the market.

### Results

- ✓ Enhanced business operations and cybersecurity protection
- ✓ Wireless network advancement through stable WiFi 6 networks, supporting collaborative office environments
- ✓ Simplified network, device and manpower management, enabling remote IT support and real-time issue resolution

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## Renowned Chemical Company



### Industry

Chemical



### Location

Gujarat, India



### Products

- Access Point
- Switch
- Firewall

## Elevating Productivity and Network Reliability for Chemical Company

### Challenges

The renowned chemical company in India operates nine nearby facilities. Faced with challenges in maintaining a cohesive and reliable network across these multiple locations, it required a robust network to seamlessly connect offices, enhance productivity, and ensure uninterrupted connectivity for over 1200 nodes and phones. Additionally, it needed effective management and monitoring from a centralized system.

### Results

- ✓ Robust and reliable network infrastructure
- ✓ Enhanced productivity through uninterrupted connectivity
- ✓ Streamlined cloud network management and increased network efficiency

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