



## Success Story

### Zyxel Simplifies Scaling for Russian Logistics Heavyweight



Transportation

INDUSTRY



CUSTOMER

Eurosib



COUNTRY

Russia



SOLUTIONS

Zyxel wired  
& wireless  
solution

## Overview

### Challenges

- Devise and deploy a network solution for office use, guests, and advanced garage equipment
- Ensure network can be easily expanded and bolstered in the future

### Benefits

- ‘Pay as you grow’ licensing makes scaling up affordable and practical
- Access points can operate autonomously or be centrally managed
- Excellent ROI and price-performance ratio

### Solution

- Zyxel wired and wireless solution

“We now have a convenient and scalable system in place—it’s a great result. Overall, I can say I’d recommend that my colleagues take a close look at Zyxel solutions for their own projects.”

Stanislav Khomov,  
IT manager, Eurosib

## Background

Founded in 1992, Eurosib is a Russian group of logistics-adjacent companies, including in the rail, infrastructure, and auto sectors. Its activities include warehousing, customs clearance, and rolling stock leasing. The group has grown rapidly in the past few years, currently employing some 2,000 people. As part of this growth, Eurosib recently opened a high-end dealership in St. Petersburg, selling vehicles from two companies.



## Challenges

The dealership needed a wired network capable of handling not only more than 200 computers and mobile devices and 100 pieces of office tech but also various specialized car repair equipment. Furthermore, it required a WLAN network able to securely handle staff as well as guest users. All connections had to be united within a single, centrally controllable network.

Complicating matters was that the network infrastructure was being installed at the same time that the dealership building was being constructed.

## Solutions and Benefits

A five-person team carried out the installation. The star of the show was Zyxel's **NWA5123-AC 802.11ac dual-radio access point**. The power over Ethernet-equipped AP can be effortlessly converted from a standalone AP to being centrally managed, while its compatibility with the latest 802.11ac standard lets it deliver an ultra-fast Gigabit WiFi experience. 17 of the APs are installed around the premises to ensure wide coverage, with three additional **NWA5121-N APs** also deployed.

Looking at the several tender bids it had received, Eurosib's top criteria for choosing a network solution provider were "the reliability of the equipment, the ease of implementation, the support, and the ability to scale the entire system in the future," according to Stanislav Khomov, the group's IT manager.

Impressed by the quality of its wares, Eurosib went with Zyxel. Stanislav explained: "The main reason for choosing Zyxel was the price-to-quality ratio."

Eurosib's traffic is managed using two of Zyxel's **NXC2500 wireless LAN controller**. Each controller supports 8 APs as standard and, with Zyxel's "pay as you grow" approach, can support up to 64 APs.

With the network now up and running, Stanislav said he was greatly satisfied with the end result, particularly its scalability. Indeed, he said that looking ahead, additional investments in Zyxel APs would be made to expand WiFi coverage even farther across the vast dealership.

## Products Used

### NXC2500 • Wireless LAN Controller



- Auto provisioning and centralized management of up to 64\* APs
- ZyXel Wireless Optimizer for easily planning, deployment, and maintenance
- Advanced ZyMesh technology for simplified AP deployment and WLAN extension
- Enhanced RF management with auto healing
- Flexible traffic forwarding with tunnel and distributed modes
- Comprehensive guest network management and granular access control

\*Management of 64 APs is supported with firmware version V4.10 and above

### NWA5120 Series • 802.11n/ac Unified Access Point



- Ceiling- and wall-mountable design with optimized RF performance
- 2-in-1 standalone/managed AP design
- CAPWAP management supported
- Enterprise-class 2x2 802.11ac AP supports combined data rates of up to 1,200 Mbps (with the NWA5123-AC)
- Simple, speedy deployment with APFlex™ and ZyXel One Network utilities

### About ZyXel Communications

Focused on innovation and customer-centricity, ZyXel Communications has been connecting people to the Internet for nearly 30 years. Our ability to adapt and innovate with networking technology places us at the forefront of creating connectivity for telcos and service providers, business and home users. ZyXel is building the networks of tomorrow, unlocking potential, and meeting the needs of the modern workplace — powering people at work, life, and play. ZyXel, Your Networking Ally.

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