



## Success Story

Zyxel's Wireless Solution Invigorates and Modernizes Belarusian Manufacturer's Network



Manufactory

INDUSTRY



MZBN

CUSTOMER



Belarus

COUNTRY



Zyxel  
Wireless  
Solution

SOLUTION

## Overview

### Challenges

- Replace old network switches that were overloaded and unable to provide efficient network connections with a capped budget
- Ensure the new system can support multiple servers, workstations, and computers as well as connecting with remote employees over multiple sites
- Deliver a high-speed and future-proof network supporting 10G connectivity

### Results

- Exceeded the customer's expectations while falling within the customer's budget, saving them money
- Installed a high-performance system with 10G connectivity support and strong WiFi signals
- Enabled stable and fast network connectivity to servers and storage systems, as well as remote employees
- Created a more modern, easy-to-manage and efficient network system
- Future-proof solution, available for future expansion

### Solution

- Zyxel Wireless Solution

"There were no serious difficulties in setting up and operating the equipment. During the operation, the equipment performed well during operation. I will recommend Zyxel to my colleagues."

Sergey Berdygan

Head of Administration Sector, IT Department, MZBN

## Background

The Minsk soft drink factory MZBN is one of the largest Belarusian producers of beverages, providing carbonated and non-carbonated mineral water, as well as alcohol-free and low-alcohol beverages. The company has been growing and now has nine branches and a total of 550 employees. At present, the company's branches are networked with the head office via VPN. The previous local network was

composed of managed switches and interconnected by optical lines. In the actual factory there were 27 servers, over 150 workstations and 20 laptops installed in the offices and on the production sites. Remote employees have constant access to the enterprise network through tablets and smartphones.

## Challenges

As the company has actively expanded, the existing network infrastructure could not cope with the fast-growing connectivity needs. The growing beverage manufacturer was looking for a way to overhaul their business network, which was quickly becoming obsolete. The company found it necessary to replace the old, overloaded network switches with new and more efficient ones. After contacting its SI partner Datastream DEP, they decided to use a cutting-edge Zyxel wireless solution which could tick each of these boxes for the upgrade and prepare their company for future growth.



## Solutions and Benefits

Arthur Leontyev, Head of Active Network Equipment at Datastream DEP, was responsible for this project. He indicated, "MZBN is a large-sized company with branches and mobile workers. They needed to purchase high-performance stackable switches with 10G ports for connecting to servers and storage systems with a limited project budget."

After reviewing proposals from various manufacturers, the manufacturer decided to choose Zyxel's products because of their excellent performance at an affordable price and quick delivery time, essential requirements for any manufacturing company.

Zyxel's solution featuring easy deployment helped the SI and manufacturer accomplish the goal within one month by utilizing two IT specialists. "No additional work on setting up and starting up the equipment was required unless upgrading the firmware on all devices to current ones," Leontyev said. "I was pleased with the performance of the access points which delivered strong wireless signals. This helps to reduce the installation number of access points."

The Zyxel wireless solution combines the power of dual-radio access points WAC6103D-I and an array of switches with 10GbE connectivity, such as XGS1930-28HP, XS3700-24, XGS3700-48HP, and XGS2210 Series that are the ideal choice for high-bandwidth applications. The customer chose the smart managed switches for their affordability and ease of use. The switches were used to power up and coordinate peripheral devices, such as wireless access points. All switches in the line feature

Gigabit connectivity and multiple deployment methods to ensure high-speed connectivity and facilitate installation as well as more effective traffic management.

The WAC6103D-I is a high-performance 802.11ac access point that offers a high data transfer rate of up to 1.75 Gbps. The APs were designed with switchable signal patterns and with advanced WiFi features such as load balancing and smart-client steering to offer the best possible signal coverage and the ideal wireless experience—no matter the location.

MZBN was highly satisfied with the overall performance of its new network carried out by Zyxel. Because the factory saw an immediate increase in wireless speed and reliability, they proceeded to give the okay to a full overhaul. Sergey Berdygan, Head of Administration Sector, IT Department at MZBN said, "There were no serious difficulties in setting up and operating the equipment. During the operation, the equipment performed well during operation. I will recommend Zyxel to my colleagues."

Now armed with Zyxel top-notch switches and access points, the Belarusian beverage company has fast and future-proof connectivity. The success seems to forecast more positive cooperation between MZBN and Zyxel in the future. In their next phase of growth, MZBN plans to replace obsolete gateways with state-of-the-art firewalls from Zyxel and implement seamless WiFi coverage in all the company's remaining warehouses.

## Products Used

### XS3700-24 • 10G L2 Plus Managed Switch



- Flexible 10-GbE connectivity with 12 SFP+ ports, eight 10-G BASE-T ports, and four 10G combo (RJ-45/SFP+) ports
- Layer 2 Plus feature set equipped with static routing, policy-based routing, and VRRP
- No-single-point-of-failure hardware and software design
- Future-proofed with IPv6 support
- Comprehensive security features to ensure network availability

### XGS3700-48HP • 48-port GbE L2+ Switch with 10GbE Uplink



- Physical stacking up to 8 units and 384 Gigabit ports
- Four 10GbE SFP+ uplink flexibility
- Internal and hot-swappable power supply design
- PoE model supports IEEE 802.3at with high PoE power budget up to 1000W

### XGS2210 Series • 24/48-port GbE L2 Switch with 10GbE Uplink



- Physical stacking up to 2 units and 96 Gigabit ports
- Gigabit connectivity plus four (4) SFP+ ports
- VLAN communication through access switch by static routing feature
- Supports sFlow that analyzes client behavior
- PoE models comply with IEEE 802.3at PoE Plus with high power budget up to 375 W

## Products Used

### XGS1930-28HP • 24-port GbE Smart Managed Switch with 4 SFP+Uplink



- Four high-speed 10G fiber slots
- Up and running in minutes — supports NebulaFlex™ Technology to shift between standalone and License Free Nebula cloud flexibly
- User-friendly wizard support
- Smart fan design offers silent operations in your office
- PoE models comply with IEEE 802.3at PoE Plus with high power budget

### WAC6103D-I • 802.11ac Dual-Radio Dual-Optimized Antenna 3x3 Access Point



- Dual-optimized antenna allows pattern optimization adapting to wall- or ceiling-mounted installation
- 3x3 802.11ac supports combined data rates of up to 1.75 Gbps
- NebulaFlex Pro allows users to switch among standalone, on-premises controller managed or intuitive Nebula cloud managed modes as needed
- Dual-image support for reliable WiFi connectivity
- ZyXel ONE Network for standalone AP management

## About ZyXel Networks

Focused on innovation and customer-centricity, ZyXel has been connecting people to the Internet for over 30 years. Our ability to adapt and innovate with networking technology places us at the forefront of creating connectivity for business and home users. We're 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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