

CASE STUDY | ENTERPRISE INFRASTRUCTURE SOLUTIONS

Modernizing the Foundation for the Next Stage of Growth

Client Profile

Industry: Professional Services

Company Size: ~250 employees

Environment: 2 offices + remote workforce

Infrastructure: Switching, wireless, routing, security, servers, business applications, cloud connectivity

The company had grown steadily over several years, adding employees, applications, cloud services, and connected devices.

Its infrastructure, however, had evolved incrementally.

What once worked well was now becoming a constraint.

The Need for an Infrastructure Refresh

The client's core network infrastructure was approaching the end of its useful lifecycle.

Several switches were aging, wireless infrastructure was inconsistent across locations, and the organization was operating with a mixture of older and newer equipment.

At the same time, the company was:

- Adding employees
- Increasing cloud application usage
- Supporting more wireless devices
- Expanding collaboration and video usage
- Increasing security requirements
- Planning additional business growth

The leadership team recognized that simply replacing individual devices would not solve the bigger problem.

They needed an infrastructure strategy—not just new hardware.

What They Wanted to Achieve

The organization wanted to:

Modernize its aging infrastructure

Improve network performance and reliability

Standardize technology across locations

Strengthen security and network visibility

Simplify management and troubleshooting

Optimize licensing and technology spend

Create capacity for future growth

Reduce the risk associated with aging infrastructure

The objective was clear:

Build an infrastructure foundation that could support the business for the next several years—not simply replace what was already there.

The Challenges

Aging Infrastructure

Several network devices were approaching or had exceeded their intended lifecycle, increasing operational and support risks.

Inconsistent Environment

Different generations of equipment created inconsistencies in configuration, capabilities, management, and support.

Licensing Complexity

The client had multiple licensing arrangements and wasn't certain whether it was fully utilizing the licenses and capabilities it was paying for.

Limited Visibility

The IT team had limited centralized visibility into network health, utilization, and device performance.

Growing Capacity Requirements

More employees, wireless devices, cloud applications, video collaboration, and data traffic were putting additional pressure on the existing network.

Budget Constraints

As a mid-sized organization, the client needed modernization without overengineering the environment or purchasing capabilities it didn't need.

How OJASVI Advised the Client

We Started With the Environment—Not the Product Catalog.

Rather than immediately recommending replacement hardware, OJASVI began with an infrastructure assessment.

We evaluated:

Current equipment

Device age and lifecycle

Network topology

Port utilization

Wireless requirements

Bandwidth requirements

Security requirements

Redundancy

Cloud connectivity

Licensing

Growth projections

This allowed us to separate what actually needed to be replaced from what could continue to be used.

The Recommended Architecture

A Right-Sized Cisco Infrastructure Refresh

Based on the assessment, OJASVI recommended a phased Cisco infrastructure modernization designed around the client's actual requirements.

Cisco Switching

Modern switching infrastructure to provide:

- Higher capacity
- Better reliability
- Improved PoE capabilities
- Increased device density
- Greater visibility
- Room for future expansion

Cisco Wireless

A standardized wireless environment designed to support:

- Employees
- Mobile devices
- Collaboration
- Guest access
- Increased device density

Network Management & Visibility

Centralized management and assurance capabilities to improve:

Visibility → Configuration → Monitoring → Troubleshooting → Optimization

Security

Security capabilities aligned with the organization's risk profile and infrastructure architecture rather than adding unnecessary layers of complexity.

Licensing Optimization

Hardware Is Only Part of the Infrastructure Investment.

OJASVI reviewed the client's Cisco licensing requirements alongside the proposed architecture.

We helped align:

Hardware + Software + Licensing + Support

rather than treating each as a separate purchase.

The licensing review focused on:

- Matching licenses to actual requirements
- Identifying overlapping capabilities
- Aligning licensing terms with the refresh cycle
- Understanding subscription requirements
- Planning future expansion
- Improving budget predictability

The result was a more intentional technology investment—not simply a larger technology purchase.

What OJASVI Solved

The infrastructure initiative addressed several issues simultaneously.

Aging Equipment

→ Replaced critical infrastructure approaching end-of-life.

Inconsistent Technology

→ Standardized the network architecture across locations.

Limited Capacity

→ Added capacity for employees, devices, applications, and future growth.

Poor Visibility

→ Introduced stronger centralized management and network insight.

Licensing Complexity

→ Aligned Cisco licensing with the new architecture and business requirements.

Operational Risk

→ Reduced dependence on aging infrastructure and unsupported technology.

Future Growth

→ Created a scalable foundation for additional users, locations, cloud services, and applications.

The Business Impact

The refresh wasn't simply about getting faster switches.

It gave the organization a stronger technology foundation for the way it wanted to operate.

More Reliable

Modern infrastructure reduced the risks associated with aging equipment.

More Scalable

The network could accommodate additional users, devices, applications, and bandwidth requirements.

More Manageable

Standardization and centralized visibility simplified day-to-day IT operations.

More Secure

The refreshed architecture provided a stronger foundation for access control, segmentation, monitoring, and security initiatives.

More Predictable

A planned refresh and licensing strategy gave leadership greater visibility into future infrastructure requirements and technology costs.

Beyond the Refresh

Infrastructure Became a Platform for Growth

With the infrastructure modernization in place, the company was better positioned to pursue its next initiatives:

Cloud adoption

AI and data initiatives

Unified communications

Workforce mobility

Cybersecurity improvements

Additional locations

Digital applications

Instead of infrastructure being something IT had to constantly work around, it became an **enabler for the business.**