

Modernizing the Network for a Growing Financial Services Firm

Client Profile

Industry: Financial Services

Company Size: ~350 employees

Environment: Headquarters + 4 regional offices + remote workforce

Business Requirements: High availability, secure connectivity, reliable applications, scalable infrastructure

The company had grown through new employees, additional offices, cloud applications, and increased digital collaboration. Its network infrastructure, however, had evolved through several individual upgrades rather than through a unified architecture.

The result was an environment that was functional—but increasingly difficult to manage, secure, and scale.

Why the Client Needed a Refresh

Several core switches and network components were approaching the end of their practical lifecycle. The company was also operating different generations of infrastructure across locations.

At the same time, network traffic had increased significantly due to:

- Cloud applications
- Video collaboration
- Remote users
- Larger data volumes
- Increased wireless usage
- New security requirements
- Additional business applications

The IT team recognized that replacing aging switches one at a time would simply postpone the problem.

They needed a network modernization strategy—not a hardware replacement exercise.

What They Wanted to Achieve

The leadership team wanted to:

Modernize aging network infrastructure

Standardize networking across offices

Improve availability and performance

Strengthen security and access controls

Simplify network management

Optimize Cisco licensing and support

Increase visibility into network health

Create additional capacity for growth

Reduce the operational burden on internal IT

The objective

Build a **secure, scalable, manageable infrastructure foundation** capable of supporting the company's next phase of growth.

The Challenges

Aging Core Infrastructure

Several critical network devices were approaching lifecycle replacement, creating increased support and availability concerns.

Fragmented Architecture

Different offices had different generations of equipment and configurations.

Licensing Complexity

The organization had accumulated Cisco licenses and support agreements over multiple purchasing cycles, making it difficult to determine what was being used, what was needed, and what should be renewed.

Cisco's current Catalyst licensing model provides centralized license visibility and management through Cisco License Central, while Catalyst 9000 platforms use Smart Licensing models.

Limited Network Visibility

The IT team lacked a consistent centralized view of network health, client experience, capacity, and application performance.

Security Requirements

The company needed stronger segmentation and access controls as more employees, devices, and cloud services connected to the environment.

Limited IT Resources

A small infrastructure team was spending too much time on routine troubleshooting and device administration.

How OJASVI Approached the Problem

We Started With an Assessment—Not a Quote.

OJASVI performed an infrastructure and licensing assessment covering:

Network topology

Switching capacity

Port utilization

Wireless requirements

WAN connectivity

Device lifecycle

Security architecture

Licensing & support

Redundancy

Growth projections

We then mapped the existing environment against the client's **3–5 year business and technology requirements.**

The goal was to determine:

What should be replaced? What should be retained? What should be upgraded? And what should be redesigned?

The Recommended Cisco Solution

A Phased Infrastructure Modernization

Rather than replacing everything at once, OJASVI recommended a phased Cisco architecture.

Cisco Catalyst Switching

Modern Catalyst switching was recommended for the core and access layers based on port density, PoE requirements, performance, redundancy, and growth.

Cisco Wireless

The wireless environment was standardized to improve coverage, capacity, roaming, and manageability.

Cisco Catalyst Center

Catalyst Center provided centralized management, automation, network assurance, and visibility. Cisco describes Catalyst Center as supporting centralized management, provisioning automation, assurance, and AI-assisted diagnostics.

Security & Segmentation

The architecture incorporated appropriate segmentation and access controls to better separate users, devices, guest traffic, and sensitive business resources.

High Availability

Critical network components were designed with redundancy appropriate to the business's availability requirements.

Cisco Licensing Optimization

This became an important part of the project.

Instead of simply adding new subscriptions, OJASVI reviewed:

Existing entitlements → Actual utilization → New requirements → Support → Future expansion

The objective was to align licensing with the architecture and avoid paying for capabilities that weren't required.

Cisco's licensing model provides centralized visibility into purchased licenses and deployed usage, supporting license management and purchasing decisions.

The result:

A more predictable licensing strategy aligned with the client's infrastructure roadmap.

What OJASVI Was Able to Solve

Aging Infrastructure

→ Replaced critical infrastructure approaching lifecycle limits.

Fragmented Architecture

→ Standardized networking across locations.

Limited Visibility

→ Introduced centralized management and network assurance.

Licensing Complexity

→ Consolidated and aligned licensing with actual requirements.

Security Gaps

→ Created a stronger foundation for segmentation and access control.

Limited Capacity

→ Added scalable infrastructure for additional users, devices, applications, and locations.

Manual Administration

→ Introduced greater automation and centralized management.

The Operational Impact

The biggest improvement wasn't simply network speed.

It was **how much less time the IT team needed to spend figuring out what was happening.**

Catalyst Center's assurance capabilities can correlate network, client, and application information to provide actionable insights and support guided troubleshooting.

Illustrative Annual Time Savings

IT Activity	Estimated Time Before	Estimated After	Annual Time Recovered
Routine network administration	12 hrs/month	5 hrs/month	84 hrs
Troubleshooting & investigation	30 hrs/month	15 hrs/month	180 hrs
Configuration & health reviews	10 hrs/month	4 hrs/month	72 hrs
Licensing & asset management	6 hrs/month	2 hrs/month	48 hrs
Total	58 hrs/month	26 hrs/month	384 hrs/year

Potential time recovered: ~384 hours per year

That's approximately **48 eight-hour workdays** redirected away from repetitive infrastructure administration.

Illustrative scenario; actual savings depend on network size, incident volume, automation maturity, and the customer's existing operational processes.

What Did Those 384 Hours Become?

This is where the ROI becomes more interesting.

Instead of spending those hours troubleshooting switches and investigating recurring network issues, the IT team could redirect capacity toward:

Cybersecurity initiatives

Cloud modernization

Application improvements

Data & AI projects

Business continuity

Infrastructure planning

Employee technology experience

The infrastructure refresh effectively created additional IT capacity without adding another full-time employee.

Illustrative ROI

Assume the recovered **384 hours/year** represent an internal IT labor value of approximately **\$75/hour**.

$384 \times \$75 = \$28,800$ of annual labor capacity recovered.

If the infrastructure modernization generated an additional **\$12,000/year** in avoided support, emergency replacement, and operational costs:

Illustrative annual benefit: ~\$40,800

Against an illustrative **\$150,000 infrastructure modernization investment:**

Simple annual benefit / investment = ~27%

And the broader value extends beyond the direct financial calculation:

- Lower operational risk
- Better network visibility
- Greater scalability
- Improved employee experience
- Better licensing governance
- Reduced infrastructure complexity
- Increased IT capacity

These are illustrative calculations, not claimed customer results. Actual ROI should be calculated using the customer's investment, labor rates, avoided costs, and measured operational improvements.

The Bigger Outcome

From Infrastructure Expense to Growth Platform

The Cisco refresh gave the organization more than newer hardware.

It created a technology foundation capable of supporting:

More users

More locations

More cloud applications

More connected devices

More data

More security requirements

More business growth

The company moved from a fragmented, aging environment toward a **standardized, visible, scalable infrastructure platform.**

The OJASVI Difference

We Don't Recommend What You Don't Need.

OJASVI looks at the entire infrastructure picture:

Business requirements

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Infrastructure assessment

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Architecture

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Cisco hardware

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Licensing optimization

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Implementation

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Management & visibility

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Continuous optimization

The result: A smarter infrastructure investment today—and a stronger platform for tomorrow's growth.