

SUCCESS STORY —

International company specializing in home retail

Transformation of the connectivity
infrastructure of a leading
multinational furniture and home
goods company.

International company specializing in home retail

A renowned Swedish multinational and global leader in the furniture and home décor sector, the company operates in numerous countries and maintains an extensive international network of stores.

Its business model relies primarily on large-format retail outlets characterized by their vast size and high customer traffic. This scale necessitates the management of a distributed technology infrastructure, comprising locations with varying physical and operational characteristics that must nonetheless be integrated into a unified technological environment.

Managing a network of this nature requires infrastructure that is standardized, scalable, and capable of evolving in step with business needs.



The challenge

Preparing a multi-site infrastructure for a new generation of Wi-Fi

The project aimed to **modernize the Wi-Fi infrastructure across the multinational's various locations in Spain and Portugal.**

The existing wireless network relied on legacy technology that was no longer sufficient to meet evolving connectivity needs. The company needed to **improve Wi-Fi capacity and signal quality while preparing the infrastructure for a transition to the next generation of technology**, including Wi-Fi 7.

Furthermore, **the new environment had to enable centralized cloud-based management**, facilitating the monitoring and administration of an infrastructure distributed across multiple sites.

The challenge went beyond simply replacing access points. Before defining the specific measures to be taken, **it was necessary to assess the actual condition of each site** and determine which infrastructure could be reused and where intervention was required.

Consequently, the project required combining a standardized methodology for a multi-site environment with the ability to technically tailor the implementation to the specific conditions of each location.

The solution

From technical analysis to deployment: an infrastructure ready to evolve

Technical analysis: a tailored assessment of each site

The project began with a **tailored technical analysis of each site**.

Instel's technical teams visited the facilities to analyze the existing infrastructure and determine the specific requirements of each location.

The technical analysis covered the following:

- Distribution of access points and network outlets
- Existing cabling and distribution components
- Cable pathways and requirements for new connection points

The goal was to determine, for each site, which infrastructure could be retained, which elements required modification, and where new infrastructure needed to be installed.

This analysis made it possible to scale the work for each location based on its actual conditions, maintaining a consistent methodology across the entire project while retaining the flexibility needed to adapt to the specific characteristics of each facility.

The solution

From technical analysis to deployment: an infrastructure ready to evolve

Upgrading cabling and physical infrastructure

Based on the results of the technical analysis, Instel carried out the necessary work to adapt the physical infrastructure to the new wireless environment.

The project included the deployment and adaptation of **CommScope NETCONNECT® Cat 6A structured cabling**, as well as new connection points, patch panels, cable management components, and cable pathways.

Depending on the needs of each site, new cabling runs were combined with the reuse of existing infrastructure wherever technical conditions allowed.

Specific measures were also taken to install the access points, including working at heights and mounting solutions tailored to the characteristics of each location.

A new Wi-Fi architecture with centralized management

New access points were deployed across the **upgraded infrastructure within the HPE Aruba Networking ecosystem, shifting to a cloud-based centralized management model.**

The new architecture provides a comprehensive view of the wireless environment across the various locations and facilitates administration, monitoring, and scalability.

Benefits

IT Department

- **Centralized management:** A single administration environment enables centralized operation of the Wi-Fi network distributed across various locations, reducing the complexity associated with multi-site infrastructure.
- **Global visibility:** A unified view of the Wi-Fi infrastructure distributed across multiple locations.
- **Ease of expansion:** An up-to-date physical foundation that facilitates future expansions and new installations, adapting to the connectivity needs of each site.
- **Model scalability:** An architecture that allows for the progressive extension and expansion of connectivity within a multi-site network.

Corporation

- **Business continuity:** wireless connectivity better suited to the digital needs of the facilities and their daily operations.
- **Scalability:** infrastructure ready to support the adoption of new technologies and digital services.
- **Standardization:** a common technology foundation across different facilities, facilitating coordinated infrastructure evolution.



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