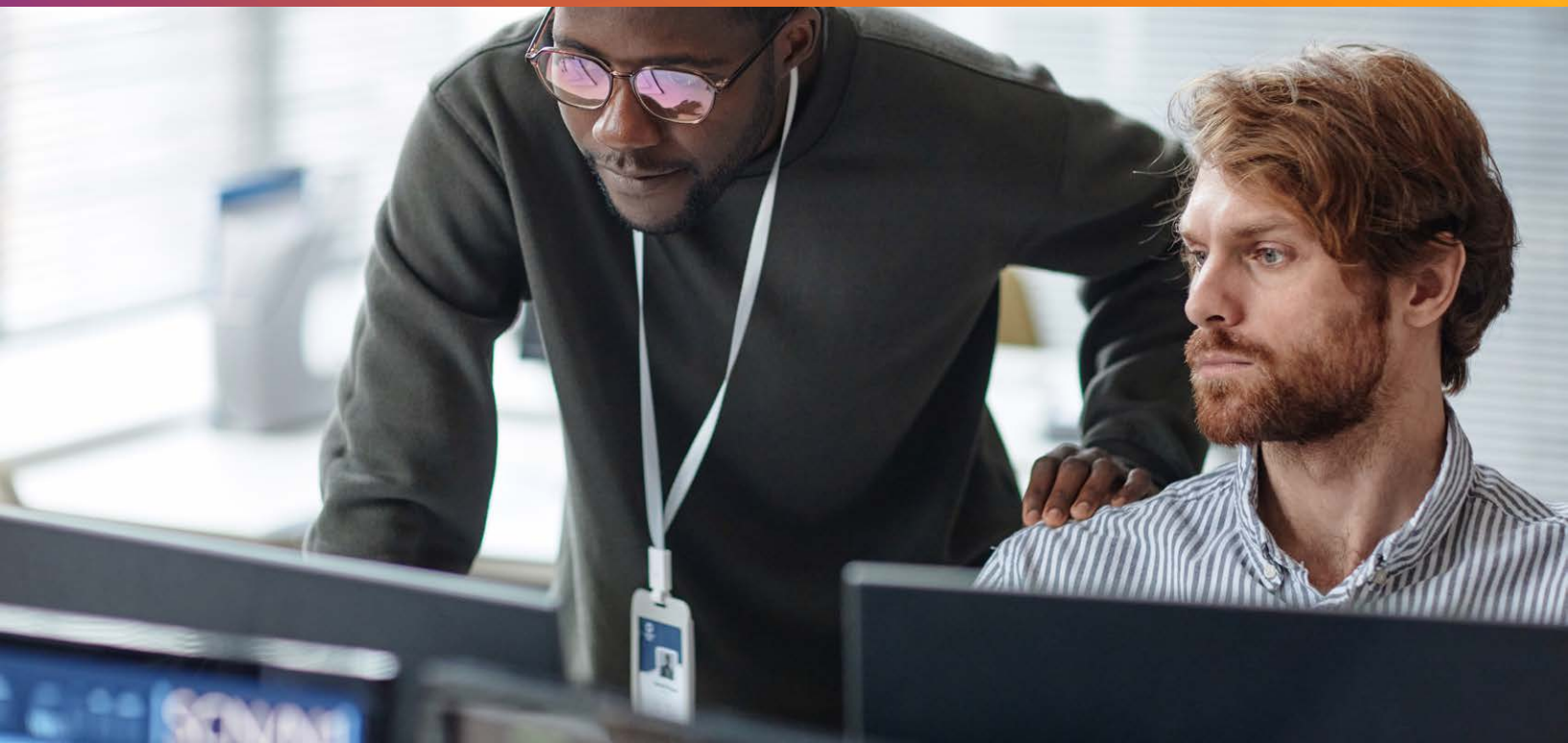


Leading Telecom Provider in a Central European Country Optimized Remote IT System Management With Serial Console and Software



A Vertiv Case Study



Background

A leading telecommunications provider in a country in Central Europe is trusted by millions of customers. It offers digital TV with an extensive selection of channels, high-speed internet, cybersecurity solutions, and telecommunication services.



Challenge

Overseeing the telecommunications provider's extensive IT infrastructure requiring 24x7 availability entails substantial costs and personnel demands. In response to these challenges, the company focused on enhancing its remote data center management and upgrading more than 100 serial consoles while maintaining a cost-effective approach.

The leading cable television operator was able to register for the Vertiv™ Trade-In Program after it collaborated with IT consultancy firm [Artha Media Group](#), which reached out to Vertiv partner [Stovaris](#). This program allowed the operator to receive Vertiv's solutions at a significantly reduced cost and execute this transformation successfully, fostering maximum operational efficiency and scalability for its business.

Company Profile:

A leading cable television operator and internet service provider with millions of customers

Industry:

Telecommunications

Region:

Central Europe

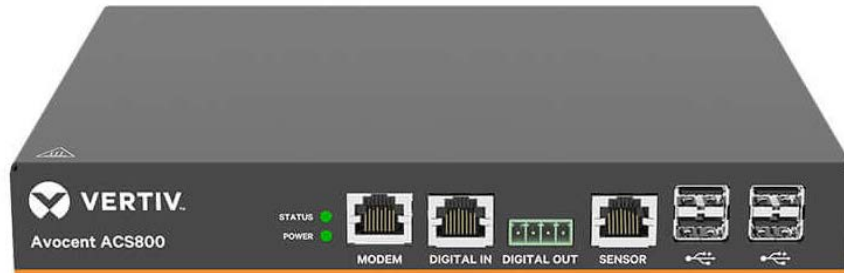
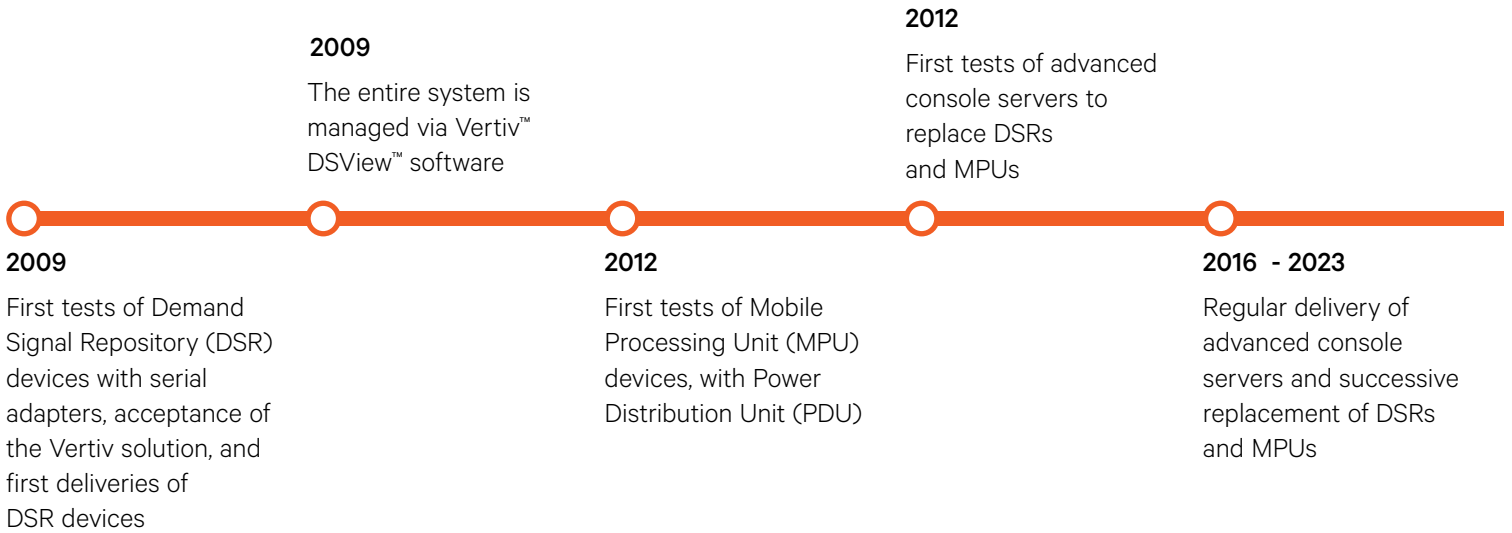
Solution

Working with a Vertiv partner, the leading telecommunications provider was able to seek Vertiv's products and provision of full technical, commercial, and logistical support. In addition, the company's enrollment in the Vertiv™ Trade-In Program reduced serial console replacement costs by up to 50%.

The prominent cable television provider optimized its remote data center management processes by leveraging [Vertiv™ Avocent® ACS 800 Serial Console](#) and [Avocent® DSView™ Management Software](#). This upgrade helped streamline its IT infrastructure management, enabling maximum operational efficiency and scalability for the business. Vertiv's solution allowed the leading provider's IT team to manage their systems effortlessly from a centralized location, which resulted in significant savings in human resource costs.

Outcome

A top provider optimized remote IT management with Vertiv's serial consoles and software, reducing replacement costs by up to 50% through the Vertiv Trade-In Program. Trust with Vertiv partner Stovarix improved by involving them in technical support and logistics. This project also fostered strong partnerships with the telecom operator, as they were satisfied with Vertiv's services during initial testing.



Vertiv™ Avocent® ACS 800 Serial Console