



THE ART OF
IT INFRASTRUCTURE, SECURITY AND IOT DISTRIBUTION



The mission of Excentis is advancing the network of today and paving the way for the network of tomorrow.



CASE STUDY
Excentis

THE CHALLENGE

Excentis specializes in network technologies, offering world-class products and independent expertise in testing and training services, around the planet. This already for more than 2 decades. In the quest for solutions to complement this portfolio of services, they strive to develop high-quality and customized testing. Over the years, Excentis has built up expertise in this field as well as an excellent reputation.

In order to meet these demanding requirements, they have chosen Allied Telesis as one of their technology partners. "Allied Telesis is the perfect match for what we were looking for", Dries Decock, COO at Excentis. "The Allied Telesis solutions are extremely efficient. The high quality products were a big win for us."

ABOUT EXCENTIS

The mission of Excentis is advancing the network of today and paving the way for the network of tomorrow.

Their strong vision is to be a leading partner in access networks by helping our customers to validate quality, measure performance and pinpoint the issues. We organize ourselves towards innovation and long-term relationships with customers, partners and employees. We drive a positive change towards more sustainable connected and collaborative world.

Dries (Excentis): "We like to build long-term relationships with our customers and suppliers. Originally our focus was on cable networks, but we're increasingly focusing on other technologies such as fiber and 5G."

SOLUTIONS

Excentis opted for Allied Telesis to extend their product ByteBlower. This Network Traffic Generator helps you quickly assess performance and stability. Whether you want to optimize your network performance, verify new technologies or monitor units in production: it all starts with a reliable assessment, independent of the underlying technology. ByteBlower helps you assess and measure the real-world performance of every component easily and quickly.

FUTURE OF EXCENTIS

"Our focus is very clearly the testing of the products before they get into the network. The focus is mainly the operators and their suppliers. We focus on the access networks and more different technologies. We've already made that move from just wired networks to Wi-Fi which we've been doing for quite a while now", Dries (Excentis).

EXCENTIS



➤ WHY ALLIED TELESIS?

Excentis used Allied Telesis in their own network, that's where it all started. They were very satisfied with the quality and noticed a stable network, configurable and an uptime of 99.9%.

Dries (Excentis): "Allied Telesis was the perfect match for what we were looking for. They also offered the opportunity to test their products every time. We took advantage of this, but we've never had to return anything. Allied Telesis handles very carefully and makes sure in advance there's a match with the products."

The quality was the big win for Excentis. Reliable products are very important to them. "Besides that, Allied Telesis has a wide range of different combinations of switches with high speeds and all kinds of ports. Also the match with the features like the VLAN translation, that combination made us choose Allied Telesis", Dries (Excentis).

➤ FORECASTING

Because of the good communication and coordination, Allied Telesis was always able to adjust supplies to Excentis' needs. That way, Excentis never had shortages. Forecasting was very important and Allied Telesis checked this frequently.

Patrick van der Zwet (Channel Manager Benelux at Allied Telesis): "We were able to estimate the demand well and it was correct throughout the year. It's great that our forecast we made at the beginning of the year matches the demand. If it deviates a little bit, this would not be a problem for us at all. But it is nice that this allows us to demonstrate that it works and continues to work."

➤ 100 GIG WITH ALLIED TELESIS

Dries Decock (Excentis): "Everything is moving faster these days. For the 100 GIG, we came to Kappa Data and Allied Telesis. At that time, they were one of the few who had that solution. Patrick also always goes the extra mile to see what the possibilities are. For Excentis, the combination of VLAN translation and Q-in-Q was an important part."

To make configurations easy and flexible, it is a key feature to be able to do VLAN translations. Excentis clearly chose a strategy where they can customize each solution for the customer, thanks to the flexibility of the VLAN translations.

Dries (Excentis): "We have grown from a 10Gbit uplink to 40Gbit and 100Gbit. We also changed the home user connection. With the greater speeds of before Wi-Fi access points, 1Gbit at home was no longer sufficient either and we needed Ethernet ports with 2.5 and 5Gbit/s speeds. Fortunately, Allied Telesis had the right solutions for this as well. We now deliver standard solutions with multi-gigabit copper ports (1 / 2.5 / 5 / 10Gbit) or SFP+ interfaces."



Patrick van der Zwet (Allied Telesis) and Dries Decock (Excentis).

➤ WHY KAPPA DATA?

From the beginning, the three parties always worked together indirectly. Initially, there was another party in between, but it was easier for the three of them to work together and to be able to follow up immediately. Dries Decock (Excentis): "We highly appreciate Kappa Data's speed of action and accessibility. Together with Allied Telesis, they are finding the best solutions for us. We greatly appreciate their personal approach."

Francies Reynaerts (Account Manager at Kappa Data): "Because the three of us meet regularly, it is also easy for both Kappa Data and Allied Telesis to forecast very precisely about what is coming up. This also allows us to spread our stock a bit. In this way, our collaboration runs very smoothly."

EXCENTIS

In support of your current and future challenges, Excentis specializes in network technologies, offering world-class products and independent expertise, testing and training services, around the planet. They have been doing this for more than 20 years. Originally their focus was on cable networks, but they are increasingly focusing on other technologies such as fiber and 5G.

Allied Telesis™

Allied Telesis is a Japanese manufacturer of high-end IP Ethernet end to end network solutions. For over 35 years, Allied Telesis has been delivering reliable, intelligent connectivity for everything from enterprise organizations to complex, critical infrastructure projects. Their solutions-based philosophy of producing products that deliver value to our customers, together with high-quality service and support, has resulted in an extensive worldwide customer presence.

Kappa Data

Kappa Data was chosen as distributor for its excellent added value services in technical, sales and pre-sales stages. The relationship between Excentis and Kappa Data has been developed throughout the years and is very constructive. Projects aren't tackled alone, they are best completed with the assistance of a distributor that has the necessary experience.