

**Leen Bakker (Homefashion Group)  
chooses Extreme Networks  
for all 153 Benelux stores**



### ▶ ABOUT LEEN BAKKER

Everyone knows Leen Bakker, as the largest omnichannel value discounter of the home furnishing sector in the Netherlands and Belgium. But did you know that Homefashion Group is the company behind Leen Bakker and Kwantum?

Leen Bakker's mission is to enable as many people as possible to enjoy affordable furnishings for their home or garden.

Leen Bakker employs over 2,500 people in its 153 stores, distribution centers, transportation and service office.

### ▶ THE CHALLENGE

With nearly 2 million monthly store visitors, Leen Bakker was looking for a technology partner that could meet their Wi-Fi requirements. Homefashion Group chose Complit and Extreme Networks in the Leen Bakker stores because they had already deployed Extreme Networks Wi-Fi at Kwantum and were very satisfied with the results.

Complit Networks specializes in professional Wi-Fi solutions and has become an established player in the Benelux Wi-Fi market. Over the years, Complit Networks has acquired expertise in this area and built up an excellent reputation. They are very strong in the retail sector, with projects at Colruyt and Spar in their portfolio.

Together with one of their technology partners Extreme Networks, they rolled out a great project at Leen Bakker, installing more than 1,200 APs in all 153 Leen Bakker stores in the Netherlands and Belgium.

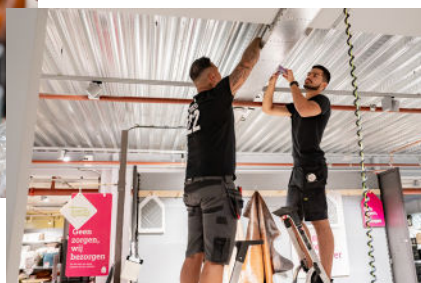
### ▶ SOLUTIONS

Gertjan Pruijm (IT Infrastructure & Operations Manager at Homefashion Group): "We chose the Extreme Networks AP305C-1-WR at Homefashion Group, because our Kwantum and Leen Bakker stores especially need good basic Wi-Fi functions. This entry-level access point was also readily available. All our offices and distribution centers are standardized with Extreme Networks. We are very satisfied with the smooth cooperation."

### ▶ TW SOLUTIONS

TW Solutions provided the installations as a subcontractor. Martin Wit (Commercial Director & Co-owner at TW Solutions b.v.): "We provided the complete Wi-Fi solution together with Complit Networks as well as the full rollout so that our partner only had to configure remotely and check that everything was live."

Martin brought 2 technical installers, Mike and Kelvin. Together with 10 colleagues, they hung all the APs in the 153 Leen Bakker stores in the Netherlands and Belgium. Mike Singh: "The installation and implementation went very smoothly. We covered the stores in about 4 months. Our efficient way of working is one of our greatest strengths. Together we verified that everything was live and this implementation went smoothly."



## ➤ WHY COMPLIT NETWORKS?

Complit Networks is a Benelux company specialized in Wi-Fi solutions. Jonas Dekkers (Pre-Sales at Complit Networks): "We installed and configured more than 1,200 APs at all Leen Bakker stores. In collaboration with TW Solutions, this project went super smoothly."

Complit Networks handled the complete design of all 153 stores. Through automations, they loaded all floor plans and did naming, which ensured that there was no margin for error and everything went flawlessly. They configured most of the APs within a month and a half. So everything was rolled out pretty fast.

Martin Wit (TW Solutions b.v.): "Kwantum was already working with TW Solutions. So I was the linking pin between TW Solutions and Homefashion Group and I also immediately put Complit Networks forward when asked which party they could use at Leen Bakker. Given our good experiences, they had complete confidence in this party for their Wi-Fi solutions."

Homefashion Group is very enthusiastic about the partnership with Complit Networks. Gertjan Pruijm (Homefashion Group): "In addition to the fast service and high-quality products, the price-quality ratio is also excellent. Together with Complit Networks, we rolled out Extreme Networks for the stores in the Netherlands and Belgium. We couldn't

## ➤ ADVANTAGES OF EXTREME NETWORKS

Gertjan Pruijm (Homefashion Group): "We lean very heavily on the Private Pre-Shared Key feature. This effortless Wi-Fi security from Extreme Networks is the killer feature we were looking for. In addition, we also prefer management in the Cloud. We have been using Extreme Networks since 2016. So we have been familiar with their products for several years. The products are stable and have not had any failures of access points. The specifications just fit exactly what we need."

## ➤ SMOOTH ROLLOUT

John Rutgers (Account Manager at Extreme Networks): "One of the solutions that we at Extreme Networks offer these days is Cloud, in which we are a proud frontrunner. Complit Networks makes optimal use of our possibilities. This allowed us to roll out a project like this fairly easily. We can therefore proudly say that we worked out this project, one of the larger European retail projects over the past year, flawlessly."



Martin Wit, John Rutgers, Jonas Dekkers and Gertjan Pruijm.



**TW solutions** bv

TW Solutions is a Dutch company that, as a subcontractor, solves your security, fire alarm and data network installation issues. On behalf of their partners, they provide the installations and final assembly of the components.



Complit Networks is a well-established company within the On IT group and specializes in Wi-Fi networks. They offer a wide range of services including site surveys, configuration, troubleshooting and facility works to provide their clients with reliable and efficient Wi-Fi solutions. As a leading player in Wi-Fi networking, Complit Networks is known for their professional approach, technical expertise and focus on customer satisfaction.



Extreme Networks is an American networking company focused on designing, developing and manufacturing wired and wireless network infrastructure equipment and developing software for network management, policy, analytics, security and access control. Extreme Networks makes networking simple, flexible and scalable.



Kappa Data was chosen as a distributor because of its excellent value-added services in technical, sales and pre-sales phases. The relationship between Complit Networks and Kappa Data has developed over the years and is very constructive. Projects are not tackled alone, they are best completed with the help of a distributor with the necessary experience.