

## D-Link Helps AlarmPro Build High-Performance Network to Increase Reliability and Ensure Long-Term Efficiency for Food Processing Company

Highly affordable enterprise-level managed switches eliminate network downtime and enable round-the-clock efficiency for busy fruit processor in Washington.

### Background:

Located in Wanatchee, Washington, AlarmPro is a leading-edge systems integrator supporting a wide variety of clients throughout the Pacific Northwest. For more than seven years, this technology expert has been a trusted source for IT services, network design/installation services, managed access control, network administration and other security systems and equipment.

### The Vision: Design and build a new and improved network for a multisite fruit processing company in time for the busy harvest season.

One of AlarmPro's customers is Blue Bird Pears, a company that packs and processes a variety of tree fruit, including apples, pears and cherries. With multiple processing facilities located throughout the state of Washington, Blue Bird Pears processes a large volume of fruit each year, with increased demand during the annual harvest season.

When one of Blue Bird's main processing facilities was destroyed by a large fire in Fall 2015, they turned to AlarmPro to help rebuild their network and incorporate some much-needed upgrades.

"It was a massive undertaking to get this facility rebuilt and operational in less than a year," said Jon Herrera, AlarmPro owner. "It was critical to have Blue Bird's new processing facility ready in time for the cherry harvest, which represents the bulk of their annual revenue."

In fact, every single hour of fruit packing is highly dependent on the network. If the network goes down, the entire operation stalls, with lost productivity and spoilage, resulting in a dramatic impact on revenue.

Since AlarmPro was building a new network from scratch, they took advantage of the opportunity to incorporate some important network upgrades. Blue Bird's former network was a patchwork of aging equipment, which delivered super-slow performance, often taking hours for file transfers between local servers and off-site locations.

"We decided to build a network that was faster and much more robust and fault-tolerant than the previous one," added Herrera. "Blue Bird simply can't afford unexpected downtime - especially during high production - and yet it's something that had plagued them in the past. It was time to fix some of their former network errors and do it right. We put our heads together and came up with great network design and implemented it in a very short timeframe."

AlarmPro's long history with D-Link networking gear made the proposal a no-brainer.

"We proposed D-Link because we've always been big fans of their networking gear," said Herrera. "It always works. You simply put it in, and rarely - if ever - has any issues. That's really important when you're supporting a facility that needs the best and most reliable equipment they can get at an affordable price."

### The Solution: Compact, high-performance Gigabit L2/L3 managed switches that provide 10-Gigabit Ethernet switching, routine and very low latency

When designing the new network, AlarmPro concentrated on speed and performance, but also network security. Blue Bird's former network had very limited security, with only a tiny firewall in place. Consequently, the company was not able to segregate network traffic through VLANs. Limited

### Key D-Link Purchase Drivers

#### Performance

Gigabit Smart managed switches from D-Link help large network operator ensure solid internet and TV connections for thousands of residents in apartment buildings and student housing properties.

#### Value

D-Link's affordable pricing, excellent performance and time-tested reliability help Pavlov Media extend business reach and accommodate rapid growth.

#### Innovation

D-Link's DGS-1510 Series switches support 10G capability, physical stacking, advanced security, Power over Ethernet (PoE) functionality and Layer 3 traffic management.

## case study

network functionality was also a challenge.

To address these issues, AlarmPro designed a strong network based on Layer 3 switches at the core and Layer 2 Plus for the LAN and all edge switches. This would enable Blue Bird to segment and prioritize their network traffic on VLANs for greater performance and security. Plus, a more robust network could not support new capabilities like wireless, an IP-based phone system (a smart upgrade from their analog phones) and network-based print services - a real efficiency-booster for a company that prints thousands of labels for crating and shipping.

Once the proposal got the green light, the real challenge began. With the cherry harvest and production about to begin, AlarmPro had less than two weeks to build out the entire network.

Fortunately, AlarmPro had a strong ally in D-Link.

"We had very little time to install this network, so the D-Link team was a tremendous support," said Herrera. "They did everything from ensuring our products arrived on time - even shipping most of it overnight - to making themselves available by phone anytime we needed, and offering suggestions about the fastest and best ways to get things done. I can't say enough about how much they helped us. Without them, this project would not have been completed on time."

Toward the end of the installation, six network technicians were working on-site nearly 22 hours a day to make sure it was done on time. With no time to spare, AlarmPro finished getting the network up and running just 90 minutes before production began.

"The new network literally runs everything in Blue Bird's new facility now," said Herrera. "Plus, it interconnects all of their other campus locations as well."

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### D-Link in Action: A new high-performance network eliminates downtime, increases reliability and lacks in long-term efficiency.

Today, Blue Bird's operations are running more smoothly than ever - a direct result of their improved network.

"Everything works beautifully, and they have had absolutely zero network induced downtime during the cherry season - a first in company history," said Herrera. "Blue Bird also appreciates having such a fast network. Everything is 10-gigabit now, with 10-gigabit uplinks from every single switch to the core."

At the end of the day, Blue Bird's new and improved network is

helping to keep Blue Bird's fruit moving and business booming.

To help Blue Bird Pears achieve its goals, AlarmPro installed the following D-Link solutions:

#### Alarm Pro's preferred D-Link solutions include:

Part Number	Description
DXS-3600	24-Port 10 Gigabit L2/L3 Managed Aggregation Switch
DXS-3600-EM-STACK	Stacking Module for Aggregation Switch
DXS-3600-PWR-FB	Redundant Power Supply for Aggregation Switch
DGS-3420-52P	xStack Gigabit L2+ Stackable Managed Switches
DGS-3420-28PC	xStack Gigabit L2+ Stackable Managed Switches

Call or visit the web address below for more information on D-Link networking solutions.

[www.dlink.com](http://www.dlink.com) | 888.331.8686 | Email: [getmore@dlink.com](mailto:getmore@dlink.com)

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