



COMPLETE IT INFRASTRUCTURE TRANSFORMATION

DATAVIZION IMPLEMENTS STATE-OF-THE-ART NETWORKING SOLUTIONS FOR BALLANTYNE STRONG'S NEW HEADQUARTERS IN JUST 30 DAYS.

CLIENT:

Ballantyne STRONG, Inc., a full-service digital theater systems integrator with a global presence.

INDUSTRY:

Commercial

CHALLENGES

In operation since 1932, Ballantyne STRONG's transition from a manufacturing organization into a service-oriented one posed a huge technological challenge. Nearly every facet of their previous **technology environment was antiquated and non-standardized**.

The company's decision to move its headquarters presented a perfect opportunity to upgrade their technology and implement a **centralized manageable, scalable and reliable** wireless infrastructure — but there was a major challenge. The headquarters move had a firm deadline, so the project would have to be completed within that **pre-determined and aggressive schedule**.

Adding to the challenge, the new headquarters would also house their showcase Network Operations Center (NOC). Since this is where they centrally manage and monitor their customers' systems 24/7, **minimal downtime was essential**.

Ballantyne STRONG also needed to have **insight and significant control over the new infrastructure**, not only to manage the solution set, but also to be able to **service and expand the infrastructure for future user groups and applications**.

On top of all that, Ballantyne STRONG is a publically traded company. While the project needed to be implemented quickly, it was critical that they consider every major manufacturer in the industry to **ensure competitive pricing and preserve shareholder equity**.

SOLUTIONS

DataVizion was the ideal partner, with a **proven track record of deploying comprehensive technology solutions** and the technical and project management talent to accomplish the work.

We worked with Ballantyne STRONG to **design a solution using state-of-the-art IT technologies** such as VoIP, data and wireless networking, contact center tools for managing the NOC, an in-house Exchange system, virtualization of servers and a wholesale reconstruction of the carrier network.

To meet the aggressive deadline, while still providing superior service, DataVizion **fully managed the project**, with weekly and then daily project meetings to aggressively prioritize, track and document all activities. Product was ordered with **expedited delivery** to help meet the aggressive installation time frames and existing telecom circuits and carrier services remained in place as backup in case the new carrier could not provide the services on time.

A specific migration and move plan was devised to minimize the downtime of the NOC, with product pre-staging, employee training and post implementation support services. We even worked with Ballantyne STRONG to help construct the messaging to tell their customers what to expect.

RESULTS

Less than one month after signing the agreement to do business with DataVizion, Ballantyne STRONG was fully operational in their new corporate offices with a **fully reliable, scalable, manageable and financially responsible solution.**

Working with us assured Ballantyne STRONG that the design of the **product solution set is world class.** Most importantly, the project was completed in **record time with minimal downtime and disruption** to customers.

DataVizion made sure Ballantyne STRONG's technology group **has full insight into each and every application purchased** and has been trained to service and support most aspects of the design on a daily basis. Our staff are always available should they need assistance with some of the more comprehensive features and capabilities.

While there are many organizations selling and installing technology wares, few have the **experience, motivation and desire** that DataVizion demonstrated in doing the work necessary to successfully complete a job of this nature in the time frame prescribed.

SOLUTION HIGHLIGHTS

VoIP: Avaya IP Office hosted in the new data center.

CenturyLink: MPLS services as primary with backup Ethernet services.

Aruba Data Network: All switches are triple speed (10/100/1000) with Power over Ethernet (PoE).

Aruba Wireless Data Network: Architecture includes centralized controller with "N" technology access points.

VMWare and Citrix: The server environment was virtualized for economies of scale using VMWare with published applications powered by Citrix XenApp.

Exchange: Configuration and installation of Exchange in the new data center