
Advanced distribution centers need reliable connectivity for operations and worker safety

Challenge

At 420 high-velocity distribution centers, this customer had 3,000 POTS lines connecting fire alarms, security panels and voice service.

To keep pace with operations, this customer's key requirement focused on implementation speed. Also needed on-site auditing of POTS network and deployment of an innovative and scalable solution for future growth.

The customer searched to find a digital, fully-compliant and cost-effective solution backed by high levels of safety protocols and redundancy.

Solution

The VBG account team, working closely with this customer, partnered with MarketSpark to develop a comprehensive POTS replacement solution.

Leading with Verizon LTE Business Internet, MarketSpark proposed POTS replacement with Command Center Management portal.

The solution provided technical support and installation resources required to support urban and rural areas alike. Delivered the required services using highly scalable technology and met an aggressive rollout schedule.



Customer benefits

- Implemented POTS to FWA digital safety/security and voice connectivity at 420 locations
- Realized cost savings with flat-rate predictable billing; disconnected unused lines in a cost-saving measure
- Deployed fully managed network and maintenance with 24x7 support, for in-house simplified IT cost reduction
- Converted analog to digital network for functionality with advanced features for monitoring and repair
- Verizon's expansive footprint was able to deploy at distribution centers in regions not met by competitors

