



SYNOPSIS

Marvell, a technology leader in the development of extreme broadband communications and storage solutions, planned to consolidate three separate office locations into a new U.S. headquarters in Sunnyvale, California. Searching for a network solutions provider with a proven track record of success, Marvell turned to NextiraOne to design and implement a new converged voice and data network based on a Cisco Systems platform. NextiraOne coordinated the installation of a new converged network as construction of Marvell's new facility proceeded. NextiraOne worked quickly and efficiently, meeting and exceeding deadlines to implement an advanced network designed to streamline administration, ease maintenance and contribute to cost-savings well into the future.

MARVELL® LEVERAGES CONVERGED TECHNOLOGY WITH NEW IP TELEPHONY SOLUTION DESIGNED AND INSTALLED BY NEXTIRAONE

In early 2001, Marvell, a technology leader in the development of extreme broadband communications and storage solutions, began the complex process of consolidating three separate office locations into a new U.S. headquarters in Sunnyvale, California. With the goal of streamlining operations and centralizing the work of approximately 700 employees, Marvell sought to match the technological and logistical advancements of its new facility with an advanced, converged voice and data network.

THE CHALLENGE

By developing a thorough and integrated site plan for the new facility, Marvell worked carefully to coordinate the construction of its new state-of-the-art headquarters with the installation of the new network. Several key challenges were ahead for the communications and storage solutions leader, including:

Need for Scalability: Marvell's existing PBX voice system and separate data network were no longer supported by the manufacturer, and did not allow for future expansion or critical growth needs. In addition, the current technology environment, spread between three separate locations, did not provide the redundancy or capability required for an efficient and seamless operation. With the success of its diverse product portfolio, Marvell placed a premium on implementing a network solution that would be fully scalable, allowing for maximum growth, network security and reliability.

Streamlining Network Operations: With the existing voice and data networks, Marvell faced maintenance and billing issues related to its distinct sites and separate voice and data network platforms. By implementing a converged IP telephony network delivered from a single partner, Marvell sought to simplify administration, maintenance, operations, and billing, while at the same time reducing costs.

Concrete Deadlines for Network Installation: Marvell faced critical challenges in planning the construction of its new U.S. headquarters. With concrete deadlines based on the construction schedule for the new facility, network designers were required to act quickly and efficiently. As a result, network design and installation expertise was a vital concern to Marvell senior management. They needed a network solutions provider with proven experience.

THE SOLUTION

Marvell turned to NextiraOne in August 2001 to begin the tasks of assessing network operation needs and designing the new converged network. NextiraOne presented Marvell with an IP and wireless solution that offered scalability, redundancy and reliability.

Planning and Design: NextiraOne quickly assessed Marvell's existing voice and data network infrastructure and future network needs. Based upon an analysis of network use and potential growth at Marvell, NextiraOne recommended an adaptable and reliable IP telephony solution. NextiraOne's design was geared towards helping Marvell reduce costs for maintenance and upgrades, while allowing for simplified additions of future applications.

“NextiraOne and Cisco Systems combined forces to deliver a comprehensive VoIP solution that made sense for our business.”

— Walter Curd,
Director of IT for Marvell

Installation: NextiraOne began the extensive process of coordinating network installation with the construction of the new Marvell facility. Working closely and directly with the project manager, NextiraOne engineers mapped the detailed strategy for moving more than 600 desktop systems and more than 100 servers, and implementing the new converged network. In addition, NextiraOne implemented a wireless solution that would allow roaming network access from select areas of the facility. Meeting a series of aggressive deadlines, NextiraOne installed and tested the new network in the early part of first quarter 2002.

Training: Ease of transition to the new network was a key concern for Marvell executives. NextiraOne and Cisco Systems conducted training sessions for key employees to assist in a seamless move to the new network environment, helping to reduce confusion and minimize interruptions in workflow.

THE RESULTS

NextiraOne created a design and implementation plan that enabled installation deadlines to be met on time, and in several critical areas, ahead of schedule. In late February, Marvell employees moved from three separate locations to the new corporate headquarters, and a smooth transition to the new converged network was achieved. As a result, Marvell will benefit in the following ways:

Cost-savings: The new VoIP network is expected to yield significant savings for Marvell in the near and long term. Reduced administration, maintenance and upgrade expenses, the elimination of PBX move charges, and reliable network operation are likely to contribute to significant savings for Marvell.

Streamlined Administration: While Marvell has consolidated U.S. operations in its new Sunnyvale, California headquarters, the company is also streamlining administrative operations with a converged network that will simplify and unify billing for voice and data network functions.

Room for Growth: The new network will allow Marvell to add voice and data capacity, install new ports, and implement upgrades with ease. NextiraOne is currently consulting with Marvell on future planning for these initiatives.

NextiraOne is a leading global provider of integrated enterprise network solutions and services that enable effective, reliable business communications. We cover everything from planning and design to the implementation, support and management of voice, data and converged communications networks. We provide best-in-class technologies from industry-leading providers. And we offer consultation and solutions development ranging from contact center applications to network infrastructure outsourcing. **Discover more at www.NextiraOne.com**



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