



TEAMWORK WINS A TOUGH TENDER

DTP, with help from Westcoast, improves a client's complex and failing IT infrastructure, replacing it with a dependable networking solution.

When Ineos, one of the world's largest chemical producers, needed to simplify their IT infrastructure, they invited the team at DTP to join the tender list. Their existing infrastructure had become too difficult to manage, and maintenance problems were rising. Ineos needed a company that could meet the demanding project requirements on time and within budget. There was a lot at stake and the competition was intense, so DTP naturally turned to Westcoast to help with the project.

Alongside Westcoast's Aruba specialist team, DTP dedicated a week of solid planning and conversations, culminating in a fully-formed solution that included ClearPass, Mobility Master, Aruba access points and wireless controllers. Due to the level of involvement they'd had and the quality of solution offered, Westcoast were invited to present to Ineos alongside DTP, heading up to Scotland to deliver the proposal.

After the presentation, Ineos weren't just convinced; they were exuberant about replacing all of their difficult EOL equipment with an Aruba solution. The end-user was clearly passionate about what was being discussed, so the decision was made there and then to start building the networking solution together. The tender was won on the spot, Ineos were delighted, and DTP had renewed a solid partnership with Westcoast.

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