ZYXEL

Success Story

Cleone Foods Selects Zyxel to Reach Warehouse Dead Spots and Drive Employee Efficiency

INDUSTRY — Food Manufacturing

CUSTOMER — Cleone Foods

COUNTRY — UK

SOLUTIONS — Zyxel Wireless Solution

Overview

Challenges

- Achieving uninterrupted wireless coverage across 1,400 square feet of harsh warehouse environment
- Ensuring high-bandwidth connectivity for a WiFi-dependent phone system
- Building a cost-effective, reliable, and future-proofed network to support growth and digital transformation

Solution

- Zyxel Wireless Solution

Results

- Wall-to-wall coverage for new handsets ensures business continuity
- Cost-effective solution delivers powerful wireless functionality without breaking the bank
- Scalable architecture encourages network expansion and allows for easy transitioning to other digital technologies

"At Cleone Foods, WiFi connectivity is imperative to communications on the factory floor, finding a network provider with hardware that works efficiently in our harsh environment was of utmost importance. To make doubly sure, the Zyxel access points are encased in IP65 clear boxes with drain tubes and the connectivity hasn't suffered as a result. Through the help of Enterprise Data Systems, our staff can now freely work where they need to on the warehouse floor. We can now look forward to phase two of our digital transformation plan to develop greater traceability and stock control via iPads."

Wade Lyn
CBE, Cleone Foods

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Background

Cleone Foods is a leading UK producer and distributor of Jamaican patties to major supermarkets. The food manufacturer, based in Birmingham, recognised the need to bolster the network it so heavily relies upon to run the factory 24/7, all year round. To overcome signal dead spots caused by temperature variances—a natural effect of having countless fridges and ovens—and structural impediments, Cleone Foods needed a comprehensive wireless upgrade. The solution would also have to deliver a VoIP phone system able to handle the constant communications of 70 employees and make dropped calls a thing of the past.

Challenges

Temperature fluctuation isn't the only thing that makes the facility a network nightmare; wiring must be carefully shielded at all times and hardware must be able to withstand the residual effects of occasional factory-wide cleaning. For this reason, the existing CAT 5, server-based WiFi just wasn't suitable for the work environment, in addition to lacking the strength to reach all corners of the facility. The situation was getting so dire, even pricey DECT phones—known for their robustness—needed regular replacing.

Solutions and Benefits

The telecoms service provider had suggested the Cisco Meraki Cloud solution; however, this was too expensive for Cleone Foods. They also didn't feel it offered a flexible, future-proofed system to support further growth and digital transformation. Cleone Foods engaged Andy Bailey MBE of Enterprise Data Systems, which specialises in providing IT solutions for SMEs, to recommend a more powerful, cost-effective WiFi solution. His team suggested deploying Zyxel's suite of access points, switches, and controllers, which has more than enough bandwidth, coverage, and management functions to ensure the production facility runs smoothly.

Cleone Foods now enjoys a secure and stable network- without all the dreaded dead spots. Not only have they more than halved handset replacement costs, they've improved day-to-day staff communications and increased production efficiency as a result. Since the ambitious food manufacturer has plans to expand its business even further, they're grateful to have found a truly dependable network ally in Zyxel.