



At a Glance

hmv were struggling to find a reliable and responsive partner to replace legacy networking infrastructure. hmv were operating on old technology and IT solutions which prevented them from performing to their fullest potential. After showcasing our skills and expertise at our SD-WAN Innovation Centre event, hmv chose Cisilion, leading to a partnership which resulted in the deployment of Cisco Meraki's SD-WAN across hmv's 130+ stores. This transformed the productivity of their staff along with huge cost savings.



INFRASTRUCTURE



SD-WAN



COST SAVINGS



Partner

Who is HMV?

hmv is a leading specialist retailer of music, film, games and technology products, with over 130 stores around the UK, offering a wide selection of new release and catalogue titles.

The hmv brand is synonymous with the very history and development of British popular music and culture. hmv's rich heritage as a retail specialist stretches back over 90 years to 1921 when its first store in London's Oxford Street was opened.

“Cisilion showed a great understanding of our business requirements, they also demonstrated expertise in all areas. That gave us great confidence when working with them going forward.”

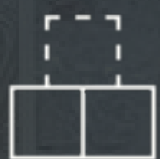
Derek Walklate, Service Delivery Manager, hmv



Challenges

- 1 Specialist resources required to maintain existing legacy network
- 2 No resilience across 130+ stores
- 3 No Wi-Fi solution and limited bandwidth

Solution



The Cisco Meraki cloud networking solution offered by Cisilion combines 100% cloud-managed networking optimised for ease-of-use with secure and scalable infrastructure.



The benefits of the SD-WAN solution include: rapid deployment with self-provisioning hardware, control of applications, users and devices, built-in multisite management, automatic monitoring and alerts, quarterly firmware updates and new features.



hmv attended a series of SD-WAN events hosted and workshopped by Cisilion, before the retailer decided to go with Cisilion and their recommended Cisco Meraki solution. The solution was deployed in October 2017 to be finished ahead of the peak Christmas trading period.

Benefit

[Watch the video](#)



Complete Visibility
Across hmv's 130+ stores



£200,000
In typical savings.



Improved
Resilience & Bandwidth



About Cisilion

Our customer led approach means we work with firms globally to successfully their on-premise IT inventory. By partnering with Cisilion, you can rest easy knowing that your network is in good hands and that you can rely on our expert team to provide top tier support and technical expertise whenever you need it.

With Smart Services, you get the best of both worlds the benefits of manufacturer support and Cisilion’s maintenance services, as well as our partner managed sparing and logistics capabilities This unique combination delivers substantial cost savings and enhanced value added.

Book an infrastructure workshop

