

Publication: Computerscope

Date: June 17<sup>th</sup>, 2013

Author:

Title: Reinventing the IT networking marketplace

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WINNER'S CASE STUDY

## Reinventing the IT networking marketplace

**Agile Networks** (Agile) vision from the beginning has been to build Ireland's leading independent network integrator which is customer focused, rather than manufacturer focused.

Network integration is a specialised task undertaken infrequently by most companies. Every 3-5 years firms upgrade their entire network, usually triggered by a building move or a new corporate initiative such as rolling out wireless or introducing IPT/Unified Comms. The existing ICT team have to reacquire themselves with networking technology and often require a reseller/partner to assist in evaluating the technology choices available.

Agile has disrupted the market with significant customer wins, including some of the best known organisations in Ireland. These customers are highly reliant on networking for their business, they have significant resource challenges to deliver secure and robust networks, and they have businesses that require flexibility to meet the demands driven by Cloud and BYOD market forces.

All of these customers have cited Agile's 'Focal Engineering' model as a clear differentiator, allowing them access to the same engineers throughout the project. Instead of being forced into silos that suit the reseller, they feel they can build trust and confidence as they know that the engineer who makes the promise in the design phase, is the same one who has to keep it post project in support.

### CUSTOMERS:

- **Technology/Media/Telco** – Magnet Networks, Digiveb, Radius Technologies, Ask.com, Host Ireland
- **Public Sector** – HEAnet, HSE, Department of Justice, ESB, OPW, DIT, Galway VEC, Fingal County Council
- **Enterprise** – RDS, IFG Group, PGI, Pepper Group, Boylesports, Abbot Labs/Abbvie, Analog Devices, GE



Siemens: The firm also won the 2012 Best New Business Award at the Fingal Excellence Awards.

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Agile's Partner Portfolio includes some of the most internationally successfully networking companies with whom we have maintained top level accreditations.

