



FOCUS TECHNOLOGY

CASE STUDY | MANUFACTURING

Cisco Refresh Drives Operational Resilience Across Global Manufacturing

CLIENT SNAPSHOT

Company:

Hand, Power & Lawn-care Tools

Location:

New Britain, CT

Industry:

Manufacturing

Company Size:

60,000 Employees

Client Since:

2016

Background

For more than ten years, Focus Technology has been a trusted partner to this global enterprise headquartered in New Britain, CT, with 60,000 employees and over 500 locations worldwide. Our work has centered on modernizing critical factory and distribution center environments, completing refreshes at more than 100 sites. The engagement focuses on standardizing and elevating Cisco networking and wireless infrastructure to support operational resilience and global performance at scale.

Business Challenge

The organization faced mounting pressure to modernize aging infrastructure across three critical sites where operational risk, inconsistent performance, and escalating support demands were beginning to impact productivity. Securing a strategic refresh across all locations requires a partner capable of unifying design, staging, and deployment while minimizing disruption to daily operations. By leading this effort, Focus Technology reinforces its role as a trusted advisor, delivering both hardware and services-led outcomes that strengthened resilience and positioned the business for scalable growth.

Technical Challenge

The organization faced a complex, multi-site network modernization effort requiring a full refresh of all MDF/IDF switching and wireless infrastructure across three locations. Upgrading to the latest Cisco core-and-access architecture was essential to align with current standards, reduce operational risk, and restore performance consistency across critical environments.

Financial Challenge

The organization faced significant budget pressure as it worked to prioritize a multi-site infrastructure to refresh competing timelines. Leadership needed a cost-efficient path to modernize core and access architecture without disrupting operations. Balancing fiscal constraints with urgent technical upgrades requires disciplined planning, phased execution, and a partner capable of maximizing value at every stage.

The Outcome

The engagement strengthened Focus Technology's position as a strategic partner, aligning executives and engineering teams while creating momentum for multi-site and lifecycle opportunities. The team delivered a standardized, scalable Cisco-based network with improved performance and smoother deployments. A repeatable model now provides budget predictability and accelerates refresh timelines, driving continued growth.

Why Focus Technology?

Focus Technology is an award-winning SOC 2 Type II MSP and trusted IT partner for business, technical, and financial leaders. Our engineers evaluate emerging technologies and simplify complex environments, strengthening security and modernizing infrastructure. We deliver clear business, technical, and financial outcomes that help organizations operate confidently and remain competitive. Contact us today at (617) 303-0480 or marketing@focustsi.com for a no-obligation consultation and discover how Focus can add measurable value to your business.