

How standardization keeps a nationwide freight carrier connected



The Challenge

Inconsistent infrastructure across national locations

A major logistics and shipping company needed to standardize IT rack infrastructure across hundreds of retail shipping locations throughout the U.S., where inconsistent setups were creating challenges in maintenance, procurement, and scalability.

The Solution

A validated, scalable rack standard

Collaborating closely with the customer's store design, IT, and supply chain teams, StarTech designed a complete configuration based on their requirements and went a step further by providing a full physical sample for validation, ensuring confidence before rollout.

The Result

Faster rollouts with simplified support and procurement

This approach simplified technician support by ensuring consistency across sites, streamlined procurement through a repeatable purchasing model, and accelerated rollout timelines. As a result, the customer gained a more efficient, predictable, and scalable infrastructure strategy that supported ongoing growth.

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By helping define and validate a complete rack solution upfront, we made it easy for the customer to standardize across locations and scale deployment with confidence.



Cristian Vergara
Solutions Engineer



Ready to simplify your next rollout? Our Customer Success team is ready to ensure fast, reliable deployment, even at scale.

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