# How a leading telecom provider successfully managed an *impossible* network upgrade

## The Challenge

### Standardizing network hardware across thousands of locations

A major telecom provider was facing challenges with mixed hardware deployments in their network environment. Attempts to refresh the environment were unsuccessful because vendors couldn't meet their large-scale needs within the necessary timeframe.

**Key Products:**
4U 19in. Steel Vertical Wall Mount and Cat6 Ethernet Cables

## The Solution

### Managing supply and just-in-time delivery

After in-depth collaboration, StarTech.com developed a tailored manufacturing and delivery schedule. This approach aligned shipments directly with deployment timelines, eliminating excess storage and ensuring infrastructure arrived exactly when needed.

## The Result

### A rapid, successful deployment

By working closely together, the telecom provider and StarTech.com achieved what other vendors had called *impossible*. In just a matter of weeks, infrastructure deliveries rolled out across thousands of locations, resulting in a successful deployment with an impressively short turnaround time.

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> Through close collaboration with the client, our global supply chain ensured the tight delivery timelines were met to ensure a successful deployment.
>
> **Chris Allain**
> *Solutions Engineer*

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