

Arnprior Aerospace Inc.

The Aerospace designer and manufacturer seeks the highest-quality service to connect to sites across North America.

Customer

Arnprior has been designing and manufacturing aerospace components for over 50 years, with satellite sites spread across North America.

Challenges

- Need to connect several sites
- Multiple types of endpoint, including Cisco
- Dissatisfied with Webex
- Require HD content share
- Create a hybrid solution with aging bridging infrastructure

Solution

- Received cold call from Polycom
- Polycom bundled endpoints with a free year-long subscription to RP1Cloud.
- RP1Cloud provided additional infrastructure

Result

Arnprior was able to replace all aging infrastructure, including bridges, with Polycom and RP1Cloud, with minimal disruption. They are in the process of doing to same at other North American sites.

Case Study: Aerospace

The Customer

Arnprior Aerospace Inc. has more than 50 years experience in the design, production and support of structural components for Aerospace and Defense applications. Established in the town of Arnprior, Ontario in 1954, the company put Arnprior on the map for aviation.

They have since expanded across North America, with manufacturing sites in Quebec, the United States and Mexico. They've positioned themselves geographically to support the needs of their extensive customer base.

The plants are engaged in design, close tolerance, fabrication, precision machining, special processing, assembly, kitting, and integration of products.



The Challenge

To facilitate their continued growth, Arnprior needed to outfit six new board rooms with video rooms systems. They have relied on video conferencing to bridge the distance between its satellite facilities for the last two decades. Until recently, they were an all-Cisco shop, including endpoints, switches and routers, and they've used Webex for their webconferencing services.

For these new rooms, Arnprior required a solution that would offer:

- High video quality (bandwidth requirements were not a concern)
- Future scalability
- Interoperability with other sites/systems
- The ability to share HD content

The Solution

They were ready to accept deeply discounted hardware from Cisco, but a Polycom sales rep made a counter-offer: discounts on Polycom gear, with the added value proposition of including a free one-year RP1Cloud license with every Polycom endpoint that they bought.

The virtual bridging that RP1Cloud provides eliminated the need to add any further stress to their aging bridging infrastructure, and provided the flexibility of connecting Cisco endpoints



to Polycom endpoints to Skype for Business users, and any other device that meeting attendees wanted to use. It also eliminated the maintenance costs associated with hosting the bridging hardware themselves.

The Result

After a year of using free RP1Cloud licenses, Arnprior renewed and bought four more, having experienced the simplicity of joining from any device, and the value of the OPEX

model vs CAPEX spending on major hardware deals. They are now in talks to replace all aging infrastructure with RP1Cloud.

“ John Doe, CIO, Arnprior Aerospace:

With a footprint stretched across North America, we have to coordinate initiatives over distance. Contant travel wasn't an option, so we used video conferencing to connect with other locations. We're proud of being on the cutting edge of conferencing technology. RP1Cloud is the next step in that evolution.”

RP1Cloud provides the highest quality audio and visuals in video conferencing today. Its virtual bridge provides an optimized meeting place where users can join from any room system, device, or telephone, as well as Skype for Business. With more ways to manage and customize your experience, RP1Cloud is a simple and affordable way to meet face-to-face over distance.

SOLUTIONZ

Gwynne Sullivan

e: gsullivan@solutionzinc.com

p: 480.407.4599

m: 602.369.6577