![KubeNet - Your Trusted Technology Partner.]

CASE STUDY
MURRAY STEEL PRODUCTS

Murray Steel Products are a longstanding customer of KubeNet, and as part of adopting best in class technology services were embarking on infrastructure upgrade of Connectivity, Core infrastructure hardware and Teams Direct Routing whilst also moving to a Co Managed IT service.

THE COMPANY

Murray Steel Products are one of the UK & Ireland's largest suppliers of steel plate & profiles and structural steel, with both the stock levels to respond quickly to ad hoc customer demand and the capability to manage long-term large-scale supply agreements. They also have an extensive in-house processing operation that allows them to match their customer's exact requirements, along with the systems and accreditations needed to meet quality standards.

They operate on a large scale, emphasising the need for a robust IT system, with reliable WIFI and telephony.

THE CHALLENGE

A customer since 2009, Murray were looking to fully utilise the Kube Private network we deliver to their sites across the UK. The aim was to embrace the expanding portfolio of technology available to enhance and streamline their business processes and the way they collaborate with Clients, partners and employees and to further strengthen cyber security services and Business Continuity plans.

In addition, a wider company objective was to consolidate suppliers for improved management, cost efficiencies and uniformity across all sites.

THE OBJECTIVE

As Murray's technology partner since their early days, we have been on a journey and worked closey with their in-house IT team. Recently we have worked together migrating telephony to Microsoft Teams Calling, upgrading the bandwidth of Murray's core network, refreshing hardware to the Cisco Meraki ecosystem, and implementing a co-managed solution.
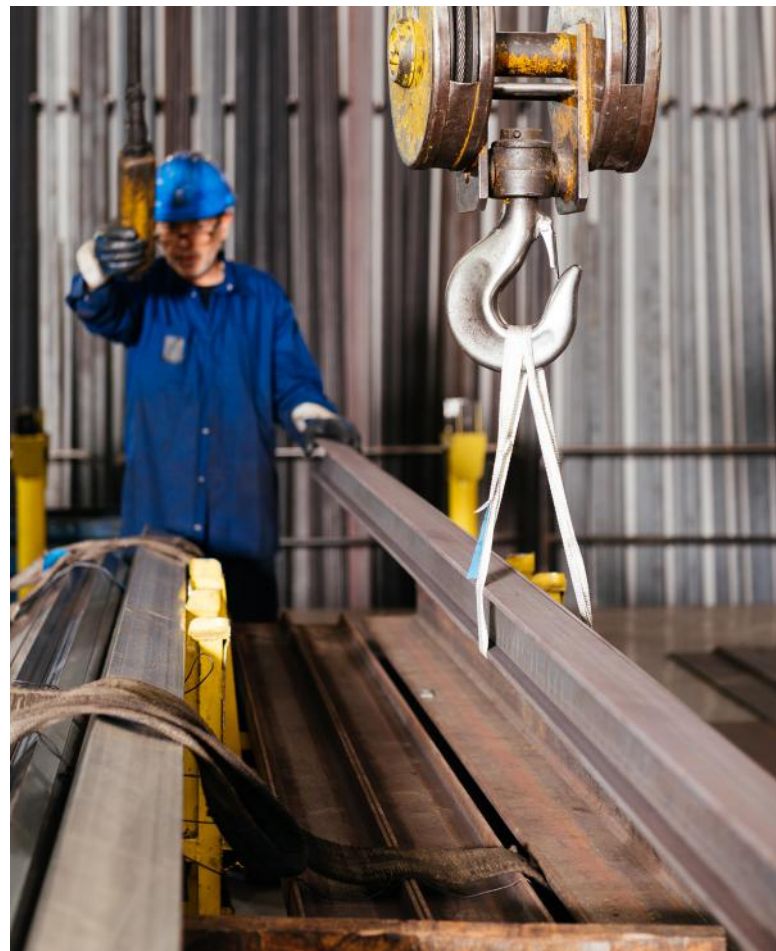
PROJECT DELIVERY

PRE PROJECT INITIATION
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Before the project began, several meetings were held to thoroughly scope out the requirements. These meetings covered important aspects such as deadlines, the specific services needed, and the hardware required for successful implementation. Comprehensive project documentation was developed, including detailed installation documentation to ensure a clear and structured approach for the entire project lifecycle.

PROJECT START-END
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Following sign off of full scope of works, the project timeline was clearly defined, with agreed dates for weekly updates to keep all stakeholders informed. During this phase, Kube engineers carried out onsite installations across all Murray locations, ensuring hands-on support and expertise. Murray had direct access to the Kube Project Manager throughout, ensuring seamless communication and quick decision-making as the project progressed.

POST PROJECT CARE
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After the installations were completed, ongoing managed support was provided to ensure the systems continued to operate efficiently. Once the designated aftercare period was finished, the project was officially signed off, marking the successful completion of both the implementation and the follow-up support.

KEY RESULTS
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- All works were completed on time and in budget.

- Seamless transition to upgraded & resilient telephony, connectivity & core infrastructure.

- Allowed for Murray to push ahead with their cloud migration strategy.

- Co-Managed IT environment.

- Murray's IT team now have access to critical information on their network through Meraki ecosystem with extensive reporting & management capabilities.

- Robust disaster recovery.