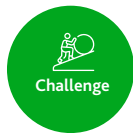


# A Luxury Retail Group Cuts Costs by 10% per year with KEMS Zajil Telecom Managed SD-WAN

Location: Kuwait | Industry: Retail (F&B) | Cluster: Connectivity



**All locations had end-of-life network infrastructure and connectivity issues due to outdated connectivity media.**

The company needed a trusted technology partner to revamp its network across all operational locations. Taking into account the following facts: the customer has EOL routers in all locations, and the allocated budget for this project was limited.



**Deployed SD-WAN in 70 branches, offering full network visibility and centralized management.**

The company trusted us to transform its network by designing a robust network in which KEMS Zajil Telecom delivered within the expected timeline and budget.

#### Key Solution Activities:

- Upgraded all data links and delivered internet to all branches.
- Replacing all outdated existing Cisco routers with new SD-WAN routers.
- Provided 4G connectivity in all restaurants, and fiber/microwave connectivity in all hotels.
- Offered backup connectivity.
- Conducted comprehensive training sessions to ensure knowledge transfer to the customer.

**“We have decided to refresh our network and KEMS Zajil Telecom was very proactive to engage with us in early discussions on how we can achieve this through a managed SD-WAN solution. Eventually the solution offered a noticeable cost saving and gave us full control and visibility on all our connected locations.”**

Customer Testimonial

## Overview

*A well-known retail group enterprise with a focus on food and beverage retail and the hospitality industry. The company is the proud owner of the LeRoyal Hotel group and a collection of locally developed F&B concept restaurants. It has a network of 70 operational locations throughout Kuwait, all interlinked through various communication channels.*

### Benefits



**10%**  
Cost Reduction



**24/7**  
High Availability



**↕**  
Network Redundancy