

Gates is propelled into the manufacturing plant of the future through purpose-built network infrastructure.

Gates Corporation is the world's leading manufacturer of power transmission belts, and a premier global manufacturer of fluid power products. Recognised by distributors as the premium brand for quality and technological innovation since 1911, Gates has worked with Insight for close to 15 years.



The Challenge

In 2015, Gates was well underway in the development of a new manufacturing plant in Izmir, Turkey, to replace the Gates offices in the adjacent building. The Head of Infrastructure for Gates EMEA approached Insight with the requirement for a complete IT network solution for the new site – one that could incorporate established services that Gates had found to be successful in another factory.

Gates knew the standard of work produced by Insight was high and all-encompassing – Gates did not have the in-house capabilities to handle the installation. Through their early project involvement, Insight could confidently bring all the technical resources and knowledge necessary to manage and execute the project from start to finish.

Initial discussions around the project commenced in May 2015, and were immediately met with a challenge. The factory was still under construction, making an onsite survey (something Insight usually considers a requirement for this kind of solution) impossible. But Insight's experience, and the support of factory plan layouts, enabled technical measurements to be made as normal, over a more considered timeframe.



Quick Overview

Gates required the design, procurement and implementation of a reliable network infrastructure, for a migration to a new manufacturing plant based in Izmir, Turkey. Insight, in collaboration with Gates, planned and executed the implementation from start to finish.

The impact has been tremendous. The new plant is stable, high performing and has not experienced any network issues.

"The fact that Insight put a focus team together to manage this project is key, because it's like having resource of my own. I think that's what's pleased me – and continued to please me – about Insight. They're such a high standard."

Matthew Newcomb, Head of Infrastructure, Gates EMEA



The Solution

After Insight provided a general overview to Gates of the LAN/WLAN architecture solutions, Insight identified the Cisco portfolio as the ideal foundation for the new infrastructure. This met Gates' requirement for a 1/10Gbps backbone capacity that could support modern features (like voice, wireless and data centre virtualisation) and provide a future-proof infrastructure.

Insight delivered the plan for a comprehensive solution – assisting in the provisioning of equipment, high-level and low level design, and pre-staging the full solution within Insight's Distribution Centre in Sheffield. Support was also provided to the local Gates System Administrator in Turkey for the physical installation and testing.

Future-proof technology was chosen to support voice, wireless and server traffic. Fast, reliable Cisco Catalyst switches ensure a high performance, support for the latest features and protocols, and guaranteed power redundancy. This helps to deliver a high available network with no single point of failure. A dedicated Cisco wireless network also delivers an industry-leading performance – and support for smartphones, tablets and traditional business devices with the most recent protocol for wireless bandwidth.

Finally, the Cisco telephony system enables the next phase of branch-office evolution. It brings rich media collaboration and virtualisation, accompanied by several new IP and conference phones.



The Benefits

The project was planned, procured and executed in two months – meeting the completion of the plant in January 2016. Since then, Gates has gone from a system that would frequently suffer outage and performance issues, to a new plant that runs uninterrupted and without glitches. Downtime is non-existent, made possible by Insight's high standard of technical skills and the reliability of Cisco's networking hardware.

Today, Gates benefits from a future-proof infrastructure, which includes switching, wireless and voice. A complete guide was also provided to the Gates team, which enabled a smooth transition from the legacy infrastructure to the new one.

"With projects like this, where you don't necessarily have the design and technical skills in-house, you really do rely on the resources available."

Matthew Newcomb, Head of Infrastructure, Gates EMEA

The Results Highlights



Eliminated network downtime for uninterrupted productivity



The project was completed on time and to a high standard



Future-proof infrastructure, including compute, switching, wireless and voice



Complete guide for Gates team to enable smooth transition from legacy to new infrastructure

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