



Empowering the Organization

Unified network architecture helps Al Husam achieve new levels of productivity and employee effectiveness.

Case Study



Customer Name: **Al Husam General Contracting Est**
 Industry: **Manufacturing**
 Location: **United Arab Emirates**
 Number of Employees: **4000+**

Business Impact

- Improved access to information
- Better, faster decision-making
- Future path to IP telephony and resulting cost savings

Business Challenge

Al Husam Group provides a wide range of turnkey industrial solutions for customers operating in the United Arab Emirates, Qatar, Bahrain, Lebanon, and the Arabian Peninsula. Its impressive client list includes many leading companies working in the construction, oil and gas, and energy sectors. The group also has diversified business interests in transportation and trading.

The availability of real-time information is critical to Al Husam's success. The organization relies upon Microsoft Exchange Servers and Enterprise Resource Planning (ERP), as well as business systems for accounting, procurement, payroll, human resources, quality management, and document control.

However, a fragmented IT infrastructure had effectively created different isolated environments, making it difficult to access and share information between project sites, workshops, engineering partners, suppliers, and clients.

To remove these barriers and improve productivity and communications, Al Husam wanted to put in place a borderless platform capable of offering anytime, anywhere connectivity and management. The solution needed to provide all the advantages of a fully integrated wired, wireless, and remote access network.

Solution and Results

Cisco has provided an end-to-end unified network architecture, comprising Cisco Catalyst® 4500, 3560, and 2960 Switches, and Cisco® 2800 Series Integrated Services Routers. This core infrastructure connects the Al Husam Group head office in Abu Dhabi with operations based at multiple sites in the United Arab Emirates.

It also works smoothly with a Cisco wireless network, allowing employees and contractors to roam around the office or to work remotely on site. The network is protected externally by Cisco firewalls, and internally by Cisco's Network Admission Control appliance, which only allows compliant and trusted endpoint devices such as PCs, servers, and PDAs onto the network.

As well as making data stored on ERP more widely available, the unified network has also made it easier for employees to access essential information that they need to do their jobs such as plans, work instructions, and safety guidelines. In addition to increasing productivity, improved connectivity between branches is also expected to help enable better, faster decision-making. And because the network is naturally voice ready, Al Husam can implement IP telephony in the future with minimal investment.



“To be a leader in innovation you have to work with other leaders. Instead of trying to sell us boxes, Cisco spent time listening to our vision and then went away and designed a complete solution. We knew then that we were in safe hands.”

Joseph Abi Kheir
Operations Director, Al Husam Group

For more information on Cisco Borderless Networks please [click here](#)