



INSIGHT CASE STUDY

Villa Maria



In the heart of Montreal, lies a prominent private high school for girls, Villa Maria. Opening its doors in 1854, Villa Maria provides secondary education to over 1000 girls in both French and English.

When Guy Galouchko, the Director of Operations of the school realized the need for an improved network and increased connectivity, he turned to Insight. He immediately contacted his account executive, to modify the LAN switching in one building and ensure the security of the school. Insight's account executive and networking specialist worked together to come up with a comprehensive networking solution that would respond to the client's needs. After an Initial consultative design session with Villa Maria, the Insight team engaged Cisco's account manager for Education in Quebec, to further expand the proposal that would deliver value to the client.

Insight, through Cisco, also engaged a third party consultant to refine the proposal and supply appropriate implementation services.

Insight Wins the Bid

The final proposal offered by Insight was not only an immediate resolution to the client's needs but a more elaborate plan to revamp the school's entire network.

The Insight/Cisco team would create a robust network architecture consisting of internet connectivity for all students with wireless capabilities, in addition to Voice Over IP and a secure unified network. Galouchko was presented with a plan that surpassed his expectations. Following the meeting, he decided to commit to a more extensive networking solution and hired Cisco's recommended consultant to run with the project.

Other companies placed similar bids on the table, but Insight secured the deal.

"Insight provided a comprehensive solution that was more functional and future thinking. Crucial factors for the success of their bid were the credibility of the Insight team, the stability of the Cisco brand and the positive synergy among the members working together on the project," said Galouchko.



An Elaborate Solution

It started out as a small scale project to improve the school's network, but transformed into a huge network overhaul of the school's system, worth close to \$1million in an IT investment. The collaboration between Insight and Cisco offered the client amazing value.

"The Insight Team proved to be very skilled at considering our needs and providing extra recommendations to ensure the efficiency of the system, while working hand in hand with our school's consultant to guarantee the success of the project," said Galouchko.

The project places Villa Maria among technological leaders for their internal network services across high schools in Quebec and Canada.

"In working with Insight and Cisco, Villa Maria now has a network with wireless access points spread throughout the establishment with Voice Over IP services, a fully redundant WAN connection and security as well as additional services to ensure a robust secure network solution," said Galouchko.



The Insight Value Proposition

The Villa Maria project is a prime example of how in tune Insight is with their clients' needs and how the collaboration of a team translates into superior service for the client. The Solutions offering encompasses almost the entire Insight suite with software, hardware and warranties.

"The proposal was completed with care, precision and in a very timely manner to ensure complete success," said account executive Pascal Toron. "At Insight, we are always searching for ways to bring value to our client and are committed to going that extra step in delivering excellence. 'That's a winning solution!'"



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