Customer Success

Revolutionising Connectivity

How Proactive Enabled Axtria Inc. to Streamline Network Operations with Cisco Meraki

Meet the Client

Axtria, a global leader in award-winning cloud software and data analytics for the Life Sciences industry, integrates information, analytics, and technology to enhance patient outcomes and drive business growth for organizations. By leveraging cloud-based platforms, artificial intelligence (AI), and machine learning (ML), Axtria delivers innovative solutions that effectively address real-world challenges in the healthcare and life sciences sectors. The company serves clients in over 75 countries.

Business Situation

In a phase of rapid expansion, Axtria sought to extend its network infrastructure across multiple locations in India, having expanded to 3 offices in Gurgaon, 2 in Noida, 1 in Bangalore, Pune, and Hyderabad in a matter of 3 years.

The objective encompassed managing scalability in analytics, reporting, centralized management, and network security. There was a critical imperative to establish seamless networking across the eight locations to enhance service experience for life sciences clients. Simultaneously, Axtria was making substantial investments in human resources and in ensuring connectivity, management, and regular updates.

Axtria's fast pace of growth necessitated a significant reevaluation of its existing technology infrastructure, which lagged in meeting their future needs. The legacy system appeared inadequate in agility to adapt to the dynamic demands of Axtria's growth trajectory. Recognizing this area for development, Axtria sought a forward-looking solution to enhance network capabilities and support expanding operations and client services while optimizing the IT team for cost efficiency.

Axtria also foresaw potential security challenges and the need for real-time threat intelligence. Acknowledging the critical importance of a robust security solution, the company pursued an upgrade to an advanced solution to fortify its defenses, proactively respond to threats, and ensure the integrity of its data.

> **“Cisco Meraki’s centralized control, advanced security, and scalability have enabled us to manage our network across diverse locations easily,”** - *Vishwajeet Singh, Director IT, Axtria Inc.*

Customer Success

The Solution

To address these challenges, Axtria adopted a comprehensive solution recommended by Proactive Data Systems following a thorough analysis of the issues. This strategic initiative involved transitioning to Full Stack Meraki, deploying Meraki's firewall, access points, and switches to tackle analytics, reporting, centralized management, and network security challenges.

By embracing the Full Stack Meraki solution, Axtria aimed to enhance its network capabilities, improve service delivery to healthcare clients, and strengthen its security infrastructure.

Result

As a result of transitioning to Full Stack Meraki, Axtria now manages a much more efficient network across its eight locations, achieving improved performance, heightened security, and increased operational efficiency.

The deployment of Meraki's firewall, access points, and switches has successfully addressed challenges in analytics, reporting, centralized management, and network security. Meraki's advanced security protocols enabled Axtria to acquire real-time threat intelligence and robust encryption standards.

Moreover, Axtria leverages the centralized Meraki dashboard to streamline its daily network operations. Incorporating Meraki Systems Manager for mobile device management (MDM) in the dashboard was pivotal, allowing the IT team to have complete visibility and control over the entire stack.

The implementation of Full Stack Meraki has not only enhanced network capabilities but has also led to more efficient service delivery. Furthermore, the transition has enabled Axtria to manage a much more efficient network through a lean IT team, significantly reducing human resource investment.

What’s Next?

Axtria is actively planning to upgrade to a Software-Defined Wide Area Network (SD-WAN) to reinforce its network capabilities and fully harness the power of Meraki. This strategic move aligns with Axtria's ongoing commitment to staying at the forefront of technological advancements, ensuring a robust and future-ready network that delivers superior services to healthcare clients.

About Proactive

Proactive Data Systems is an enterprise IT infrastructure and services company. For more than three decades, Proactive has designed, deployed, and operated the technology foundations behind some of India's most demanding enterprise environments. A Cisco Preferred Partner under the Cisco 360 Partner Program and a Cisco Advanced Customer Experience Specialised Partner, the company serves more than 1,500 customers across banking and financial services, manufacturing, healthcare, public sector, IT and ITES, retail, education, and global capability centres.

Headquartered in Delhi NCR, with offices in Mumbai, Bengaluru, Pune, Hyderabad, Chennai, Indore, and Singapore.

pro@proactive.co.in
www.proactive.co.in

PROACTIVE™
Enhancing Digital Experience