



The D-Link Difference

Showcasing our European success stories



Switching



IP Surveillance



Wireless

We build solutions for problems yet to be discovered

Formed in Taiwan in 1986, D-Link is a networking pioneer providing innovative hardware to both business and consumers clients.

This collection of case studies illustrates the range of networking and surveillance solutions we have delivered to European business sectors including education, hospitality, healthcare, logistics and commercial.

Driving innovation

D-Link builds innovative network solutions that meet all business networking needs with complete solutions, from switching to surveillance. We provide one of the most comprehensive ranges of smart switches available and continue to develop new technologies.

The shift towards Industry 4.0, the IIoT, M2M, smart cities and autonomous vehicles is driving our investment. Smart city solutions will require comprehensive tech and we are working to ensure that we have the solutions to cover the needs of this new world!

We were one of the first networking vendors to enter the smart home market in 2010 and our mydlink platform is now one of the world's largest cloud surveillance platforms, providing the connectivity and intelligence to enable the ideal smart home.





Scan to read



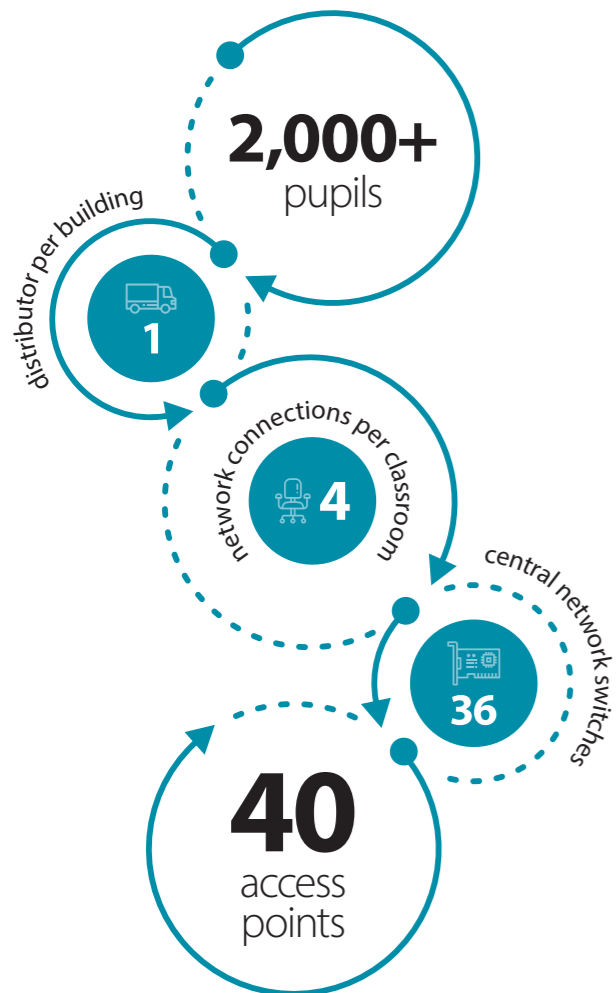
Switching



Wireless

Key Insight

In a location where there are a high number of people needing wifi access and a lot of access points are required, the positioning of those access points is critical. At Gottlieb Daimler Schule 1, we were able to provide outstanding Wifi coverage not just by installing the appropriate hardware but by using our knowledge to specify the positioning of that hardware for optimum performance.



Gottlieb Daimler Schule 1



Germany



Education

Preparing for the future of education

Gottlieb Daimler Schule 1 is a vocational secondary school with a progressive determination to embrace tablet-based classroom teaching. D-Link hardware was specified to provide the high-capacity network connectivity that this would require.

D-Link worked with Conetis over the summer holidays to install the hardware to provide uninterrupted, high-speed network operation, accessible from any personal device, including continuous usage in classrooms that might be using 32 tablets at a time. The network was ready for pupils to enjoy when they returned for the start of the school term.

Thanks to D-Link components and our collaboration, we succeeded wonderfully.

Dirk Riebesell
Head of IT, Gottfried Daimler Schule 1



Switching



IP Surveillance

Institute Nicolas Barré



Scan to read



France



Education

Two objectives, **one solution**

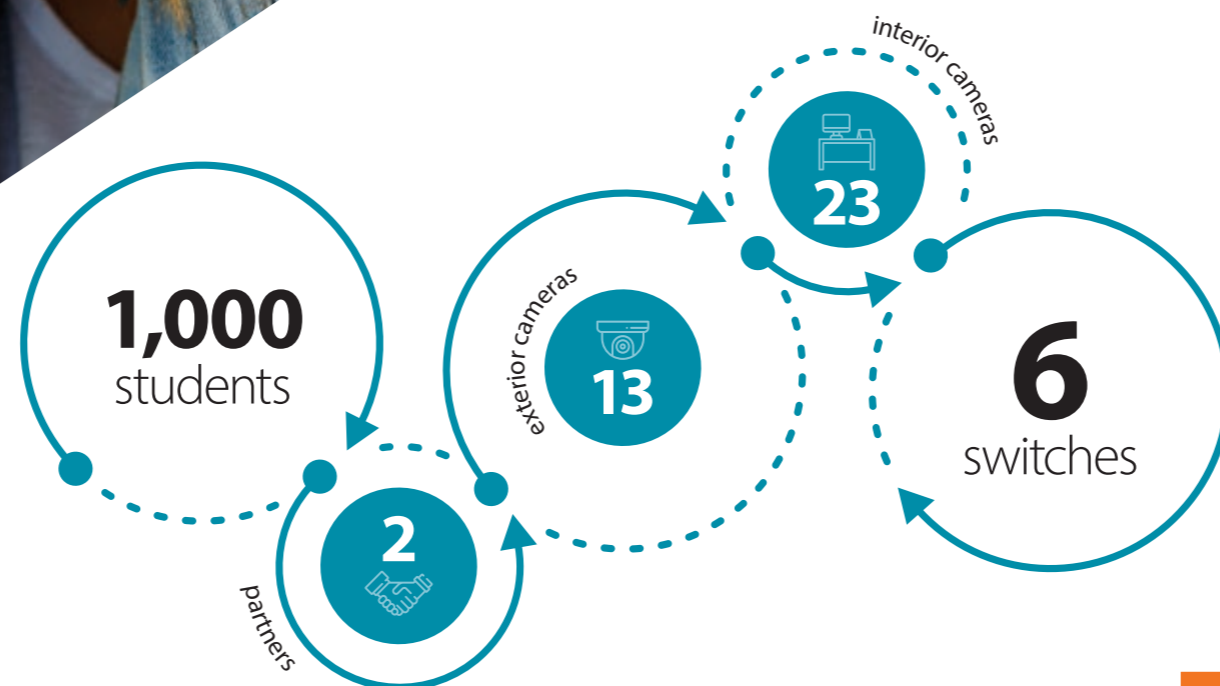
The Institute Nicolas Barré is a technical college in Armentières, which offers professional qualifications in practical skills including car mechanics, public works, engineering and security.

The Institute had grown significantly in size and numbers and had two needs: it required some professional surveillance equipment for students to use in their training towards the CAP security officer qualification; and it needed to improve security inside and outside the high school buildings due to a number of incidents, including thefts from the building.

D-Link worked with ISYNUX (now esi4u) to install an integrated surveillance system that provides high security for the school and hands-on surveillance training for students. Security students are now using the system for their training and the number of incidents reported has fallen considerably.

Key Insight

Surveillance systems provide a twofold purpose: as well as capturing evidence, the visible presence of security cameras acts as a highly effective deterrent to any sort of criminal activity. This case introduced a third purpose – the use of a real-life D-Link surveillance system for training students in security.



D-Link has solutions which allow us to go to our clients with complete solutions, while still have genuine dialogue with D-Link. We're not simply selling products, we can draw on technical support as well.

Frédéric Widehem
Gérant Isynux

Hotel Mayfair****



France



Hospitality



Switching



IP Surveillance

Watching over hotel guests and staff

Hotel Mayfair is a beautiful, historic four-star establishment in Paris, with 40 rooms and 7 junior suites. Its exclusive clientele expect a high level of security, as well as discretion and finesse. With hotel security monitored by the reception staff, it was important to provide them with the support of a video surveillance system to ensure 24/7 vigilance.

Working with Advancedge, we provided the hotel with the capability of unlimited camera recording, meaning any security incident can be identified rapidly and neutralised by the hotel's authorised personnel.

Key Insight

When working for establishments like Hotel Mayfair, the provision of security requires a high level of trust and consistency. For Advancedge, which has the confidence of the client, the ability to specify a full suite of surveillance hardware from one supplier was a significant benefit. Our ongoing technical and sales support contributes further to this confident relationship.

The installation of a video surveillance system not only enabled us to protect our clients but also our employees

Fayna Ait-Said
President and General Manager, Hotel Mayfair



Scan to read



Scan to read



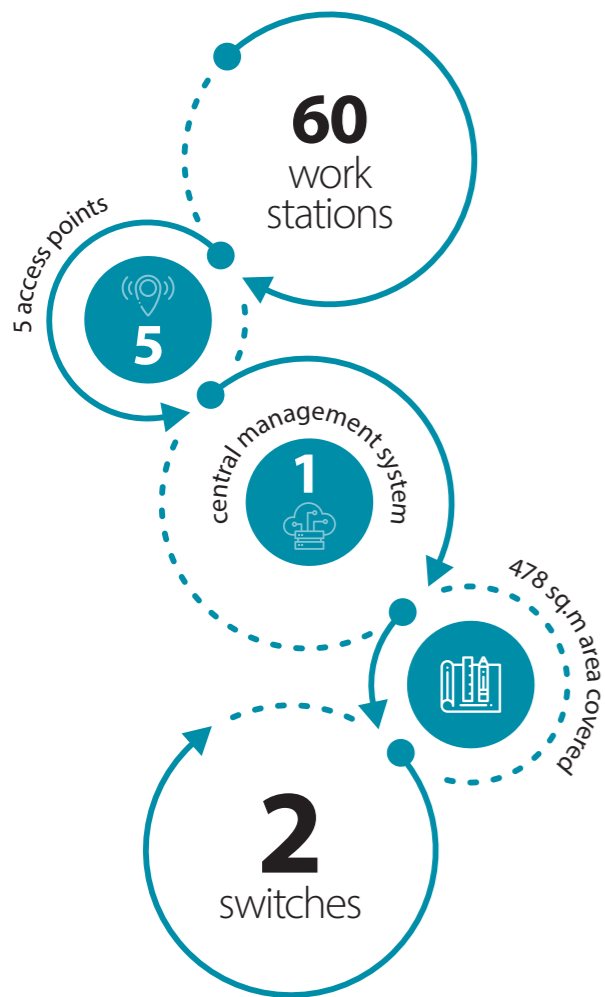
Switching



Wireless

Key Insight

Site surveys are crucial before specifying wireless equipment. For an organisation like Impact Hub, which needs to provide reliable, high-capacity wireless access and is located in amongst other organisations doing the same thing, the likelihood of interference is high. Without the expertise to identify issues like this and know how to eradicate them, new hardware alone will not provide the level of service required.



Impact Hub



Sweden



Commercial

Seamless wifi access for **connected entrepreneurs**

Impact Hub is a network of co-working centres in 70 cities worldwide. At the Stockholm site, a number of wireless solutions had proven unsatisfactory. We were given a simple brief: install a wireless solution that is easy to connect and manage and, in the absence of an in-house IT department, totally reliable.

We conducted a site survey, which revealed that Impact Hub's existing wireless network was conflicting with 12 other networks in the same building. We provided a system that rectified this and provides seamless wireless access, 6.5 times faster than before, with a central management system that enables Impact Hub administrators to manage the entire system remotely.

D-Link's network solution gave us a wireless network that was nearly seven times faster. That gives me a competitive advantage, satisfied tenants and peace of mind.

Jesper Kjellerås
Founder, Impact Hub
Stockholm



Switching



Wireless

Bielanski Hospital



Scan to read



Poland



Healthcare

Facilitating the providers of a healthier future

Bielanski Hospital in Warsaw relies on fast, reliable technology to carry out its work at the cutting edge of medical treatment and research. The backbone network operating in the hospital was based on four fibre-optic connections and was exposed to failures, resulting in occasional interruptions in network operation.

In order to achieve faster, more reliable transmission of medical data and to provide mobile access to it throughout the hospital complex, the decision was taken to rebuild the hospital's entire IT infrastructure. Atende was awarded the contract and D-Link was chosen to supply the switches and access points.

The new network allows staff to share medical documents and access records quickly and reliably via tablets at patients' bedsides, gives patients stable WiFi access and has also enabled the implementation of WiFi trolleys.

Key Insight

As medical treatment responds to the demands and opportunities of the digital age, the provision of blanket WiFi coverage in hospitals is becoming an expectation, enabling doctors to access records and research at the bedside, leading to more accurate diagnoses and more timely interventions. Having a fast, reliable network with total coverage can literally be the difference between life and death.



Staff can now share medical documents and access records quickly and reliably via tablets at patients' beds, meaning they can provide better treatment.



Switching

Wireless

University Hospital Zielona Góra



Poland



Healthcare

Bringing **speed and reliability** to the bedside

The University Hospital in Zielona Góra, Poland, is a 12 hectare complex with close ties to the local university and its Faculty of Medicine and Health Sciences. For the provision of medical training, as well as the treatment of patients, the hospital contracted Serwkom to upgrade its network. Serwkom specified more than 100 items of D-Link hardware.

A fast and reliable wireless network is now available to medical staff anywhere in the hospital, enabling them to access information about patients' medical history and medical research at the bedside. The network is also used by patients, both in the wards and in the outpatient clinic, and can connect to the Internet. It is now planned to open another building in the complex, which will be connected with the extension of a wired and wireless network.

Key Insight

The top priorities in the construction of hospital networks are reliability, high throughput and an appropriate level of security to maintain the confidentiality of the transmitted data. By specifying hardware from a single supplier, you ensure network homogeneity and avoid potential conflicts with the cooperation of devices from different manufacturers.



Scan to read

A fast and reliable wireless network is now available to medical staff anywhere in the hospital, enabling them to access information about patients' medical history





Scan to read



Switching



IP Surveillance



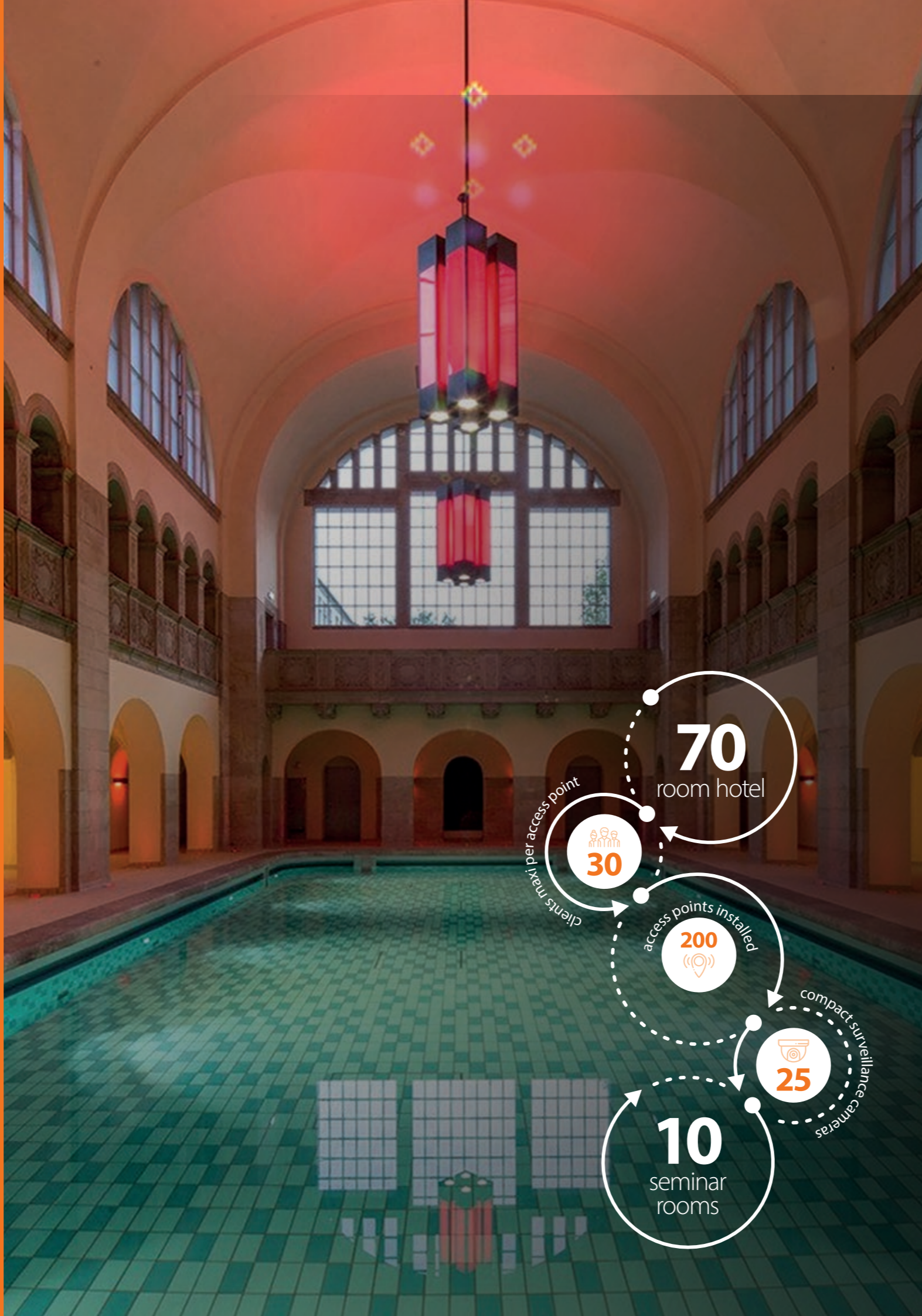
Wireless

Key Insight

The value of central planning and implementation were shown throughout this project. ITS managed the smooth cooperation between suppliers and performed the approval process, saving valuable time. By working closely with ITS, we were able to meet some stiff challenges, such as the provision of seamless WiFi under tight constraints.

Thanks to the low installation and maintenance requirements of the D-Link products, our costs have been kept to a minimum

Barbara Jaeschke
Co-owner of Hotel Oderberger



Hotel Oderberger



Germany



Hospitality

Protecting a classic with future technology

Hotel Oderberger is a historic, 70 room boutique hotel in the heart of Berlin, famous for its turn-of-the-century swimming pool. The hotel was reopened in 2016 after extensive renovations. In order to meet the various functions of the hotel, the owners commissioned Information Technology Services (ITS) to plan and install a new IT system.

ITS agreed a usage concept that included all office admin tasks, VoIP telephony for guests and staff, Internet access for hotel and conference guests, video security surveillance, building technology, eg room locking systems and window sensors, central control of light and sound via tablets or laptops and ordering and payment systems in the restaurant area.

All these applications required a reliable, stable network with a future-proof capacity. ITS specified D-Link components for the entire system, from the backbone switch to the video surveillance camera. The hotel now has a future-proof and scalable infrastructure, with a high-performance WiFi network available in all areas for hotel and event guests.



Switching



Wireless

Cinema 8



Scan to read



Switzerland



Entertainment

Connecting a hi-tech world of **entertainment**

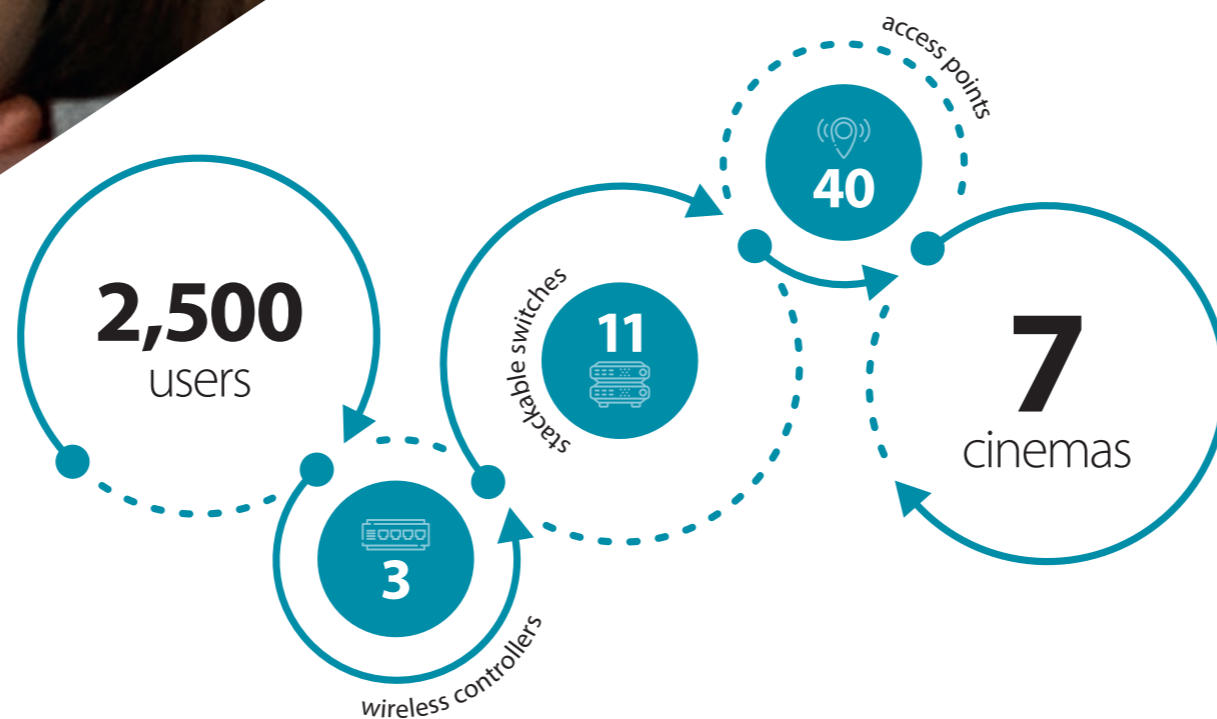
Cinema 8 in Switzerland is a large entertainment complex offering a luxury hotel, restaurants, bowling and seven cinemas under one roof. A reliable and stable network is essential to ensure uninterrupted interaction between all components and provide WiFi access for up to 2,500 guests at peak times.

While the fabric of the building was under construction, it became apparent that the network infrastructure had not been sufficiently taken into account. Cinema 8 commissioned Netree to plan and realise the whole network in double-quick time, with D-Link providing high-performance D-Link components.

We provided all the hardware for telephony, advertising and information systems, restaurant and cinema operation and seamless WiFi for payment systems and guest usage. A range of security functions ensure continuous availability of the WiFi network and protect it from unauthorised access.

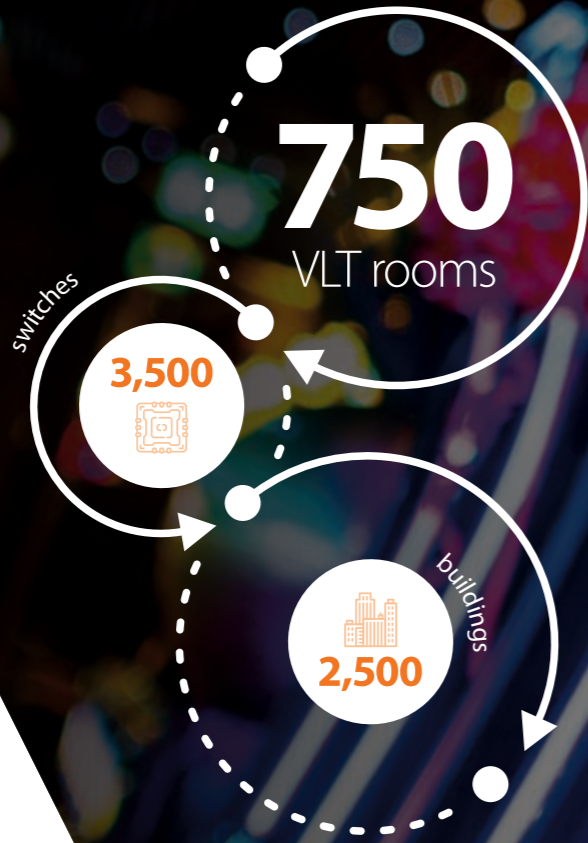
Key Insight

Construction work presents an ideal opportunity to carry out any major upgrades to your networking infrastructure and futureproof it. For Cinema 8, seamless WiFi access was key to the value proposition and it was essential that they installed a network that could deliver against a very high demand, right from the start. This case showed the importance of an expert service provider – in this case Netree – and a range of hardware with proven performance and reliability.



We can really count on Netree as our service provider and on the D-Link components. They will continue to support us with our planned expansion of Cinema 8.

Rolf Häfeli
Managing Director,
Cinema 8 AG



Lottomatica is able to remotely check the status of all its VLTs and monitor the earnings of each terminal.

Lottomatica



Remote machine management

Lottomatica is one of the main video lottery terminal (VLT) rooms in Italy, covering the whole territory with about 750 rooms. The company was faced with the challenge of connecting all its VLT machines with the central system, located at its central office.

The task was trusted to Maticmind Spa, who specified D-Link DES-3200 switches, together with our D-View network management software, to provide the secure connections required.

Now Lottomatica is able to remotely check the status of all its VLTs, instantly identifying when a machine is not working properly and needs attention, and also monitoring the earnings of each terminal. This enables Lottomatica to improve the efficiency of all its VLT rooms and increase profitability.

Key Insight

Our switches were selected because of their affordability for the number of advanced features they provide. Moreover, D-View was an important add-on to Maticmind Spa's proprietary management software, as it allowed a broad and birds-eye view of the whole network. Maticmind Spa had used our products in the past, for other projects, and our know-how and reliability were well known to them.



Scan to read



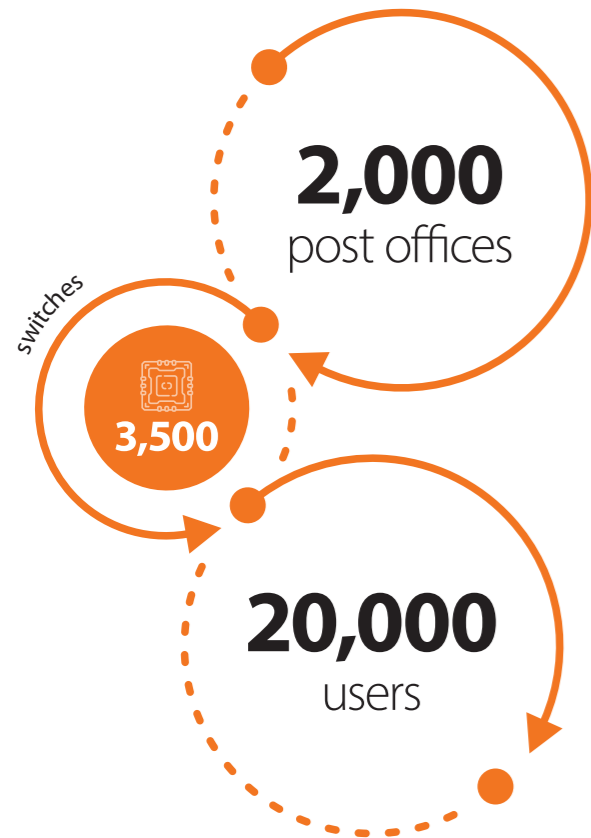
Scan to read



Switching



Wireless



Poste Italiane



Italy



Communications

Delivering secure network integration

Poste Italiane is the national post and delivery service in Italy, numbering more than 12,000 post offices. In order to bring the service into the digital age, Fastweb was contracted to build a system connecting all the post offices to the central network.

Thanks to the infrastructure Fastweb constructed using D-Link DES-3200 switches, all Poste Italiane services are now integrated, both at post office level and at a global network level.

Key Insight

For a nationwide organisation like Poste Italiane, entrusted with a lot of personal information, security is paramount. This is aided by the facility to keep user groups and permissions organised and tidy. D-Link's hardware is designed with these priorities in mind and so was ideal for this large-scale project.

All Poste Italiane services are now integrated, both at post office level and at a global network level.

Canute Haulage



Scan to read



UK



Transport

A scalable solution for a **multi-site business**

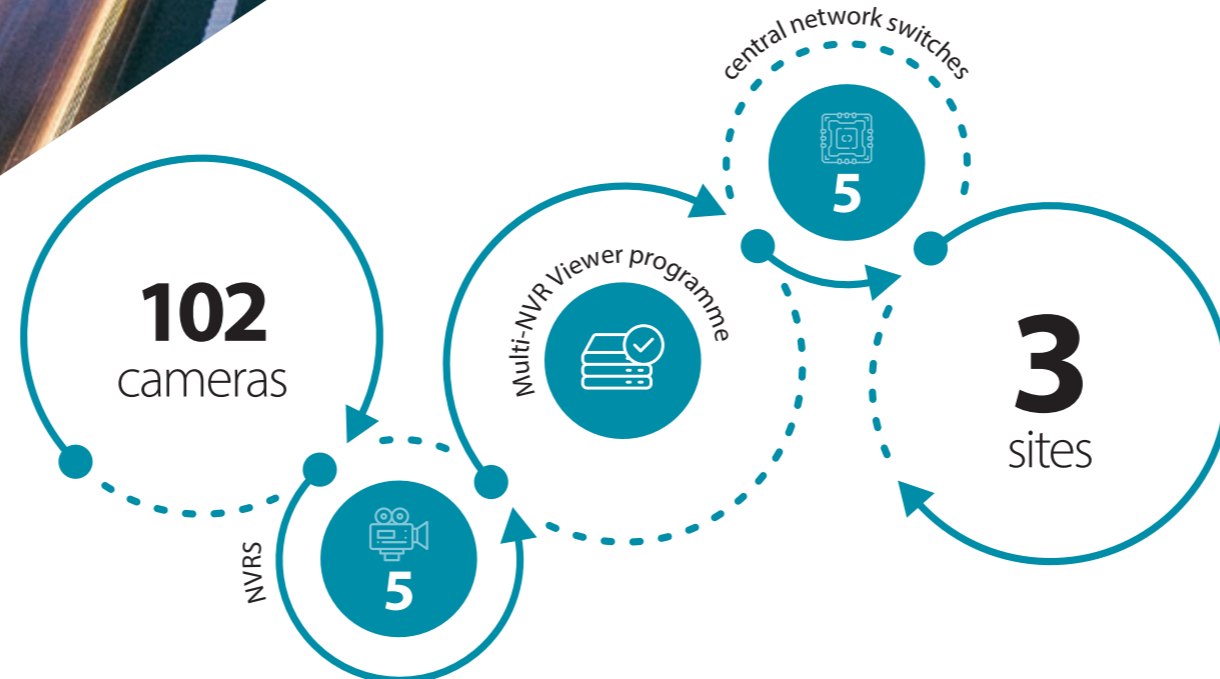
Canute Haulage has grown from a one-truck business in 1977 to a nationwide haulage firm with 1,800 employees. Its clients include the Police, HM Customs and private health companies, so it handles a lot of valuable cargo, including highly expensive medical equipment, which needs to be kept secure.

Canute committed to upgrading its existing analogue CCTV monitoring system and approached long-term supplier Nexus Globalnet to source a cost-effective solution. Nexus Globalnet had recently been introduced to D-Link surveillance products and recommended a gradual implementation of our surveillance systems across three of Canute's sites.

The hardware we provided ensures a reliable and comprehensive video display, storage and management solution. The clarity of images has already been proven in real-life scenarios, impressing Canute's high-value clients. The system is now being rolled out to three more sites, with plans to upgrade every one of Canute's sites within a year.

Key Insight

Canute Haulage needed a very high quality surveillance system but, due to budget, it had to be flexible and scalable so it could be rolled out gradually across Canute's sites. We were able to provide the quality Canute required at a price point that was below expectations by implementing solutions like our Multi-NVR Viewer. This allows specific staff to monitor multiple video recorders at the same time, so that while each NVR can record up to nine channels independently, up to 128 channels can be monitored simultaneously at a central location.



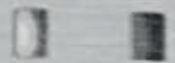
The D-Link surveillance system has saved us 38% in comparison to the cost of upgrading our old system. We're getting full HD images at 1080p for an incredible price, plus it's so flexible.

Mark Longhurst
ICT Manager,
Canute Haulage

D-Link

xStack

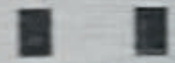
Power S1



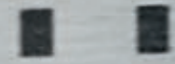
Console S2



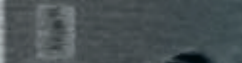
RPS Fan



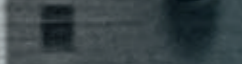
Master SD



Link Mode



PoE



DGS-3120-48PC

Working with different partners across a variety of sectors, D-Link has delivered hardware solutions that are making a tangible difference to the way we communicate, educate, entertain and protect.

Our products have helped to solve large-scale IT challenges and our comprehensive product inventory has enabled our partners to source all the hardware they need from one source, giving them the benefits of compatibility, reliability and simplicity.

Furthermore, our knowledge of networking, surveillance and wireless implementation has enabled us to provide valuable advice in the planning of projects, helping to ensure the maximum performance from our installations, now and in the future.

Discover the benefits of partnering with D-Link.



D-Link (Europe) Ltd

First Floor, Artemis Building
Odyssey Business Park
West End Road
South Ruislip
HA4 6QE
United Kingdom

www.dlink.com

enquiries@dlink.com

D-Link[®]