

Due to extreme growth, Coperion needed to find a solutions provider to help keep up with employee IT needs and business demands.

“The **best team** with the **best experience** for the **best price!**”

**Paul DeConti**  
IT Director, Coperion K-Tron



## ZyEdge Streamlined IT Growth Easily!

**Paul DeConti**, IT Director at Coperion K-tron, is responsible for all infrastructure and all IT related items for 12 locations across the globe. These include infrastructures, applications and all IT related functionalities for their Systems and Equipment, Components, Food and Phamra, and Modular Turnkey business units. Talk about a growing business! Coperion is in the midst of integrating with Ktron (acquired by Hillenbrand)- an IT Director’s nightmare if infrastructure isn’t optimal.

### Why ZyEdge?

During his first few years at Coperion K-tron, Paul DeConti said “everything was in-house, hodge-podge – business was growing *quickly*, so we put out a bid for consultative work at the

LAN/WAN connectivity level. ZyEdge had best pricing, most experienced engineers, they came in, made a proposal and they were the best”. The need for IT running smoothly was key!

“We are a pure Cisco shop and all at the advisement of ZyEdge. Everything has been working very well – we’re current and up-to-date”. ZyEdge is “the **best team** with the **best experience** for the **best price!**”.

The ZyEdge team members who worked with Paul were Ryan West (CTO) and Gary Greenberg (VP, Network Services) who assisted with the US, Europe and Asia infrastructure set up. He worked with Jeremiah Best (Senior Network Engineer) and Gaston Cespedes (Network

## Company Profile

**Company Name**  
Coperion

**Industry/Vertical**  
**International** market and technology leader in compounding systems, feeding technology, bulk materials handling systems and services - as well as a partner for global corporations and small to medium-sized enterprises in the plastics, chemicals, food and aluminium industries

**Headquarters**  
Stuttgart, Germany

**Number of Employees**  
2500 (40 locations worldwide)

**Annual Growth**  
25% per year

**Website**  
[www.coperion.com](http://www.coperion.com)



# Key Takeaways

## Objective

Find a solutions provider that could help Coperion to quickly streamline and implement technology with cutting-edge products to keep up with employee needs and business demands.

## Solution

ZyEdge - smart engineers, extensive knowledge of cutting-edge technology as well as expertise at implementation for a growing business.

## Business Impact and Benefits

- ▶ Quickly came back with a proposal at a better price than their competition.
- ▶ Very responsive engineers that led to an easy relationship saving time and money.
- ▶ Implementation of the WAN from Cisco freed up bandwidth and pipeline to allow offices to share documents and data easier and faster.
- ▶ Saved thousands of dollars per year with ZyEdge's voiceover implementation as well as support.
- ▶ Due to positive ROI, Paul DeConti at Coperion will look to ZyEdge for Coperion's 2015 IT projects.

## For More Information

Visit [www.ZyEdge.com](http://www.ZyEdge.com) to learn more about the SIRIS business continuity solution.

Or call 703.860.1111 to speak with a ZyEdge sales executive today.



## Customers rely on ZyEdge to keep them updated with the latest in IT with experts in all facets of IT.

Engineer) from a core standpoint, and Tien Nguyen (Network Engineer) who supported him with 2<sup>nd</sup> and 3<sup>rd</sup> level needs. "ZyEdge's engineers are good guys, super smart, very responsive, great working relationship – a very easy relationship and beneficial to both sides". He also said "Our current Fiscal year ends at end of Sept – we do have some projects that I'm sure we will have to have ZyEdge involved with".

### Issues for which ZyEdge helped them overcome:

Mr. DeConti said "We did a number of upgrades – the 2 biggest ones ZyEdge assisted with were:

#### 1. The implementation of the WAN optimization solution (the WAZ) from Cisco. "Bandwidth is an extremely

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sought after commodity and it costs money – we're a manufacturing house so do CAD, 3d and 2d drawings, and we have monster files and folders that need to be worked on by different people all across the globe. By implementing the WAN optimization devices, that freed up bandwidth and pipe in between offices and allowed us to share documents and data much easier, simpler and faster".

#### 2. The project of the original implementation of the voiceover implementation. "That was HUGE. It cut down thousands of dollars a year calling across into Europe and Asia – no more waiting on a telecom company to do all these things, they support everything".

Overall, Paul DeConti feels that working with ZyEdge is "a very positive experience - always recommended the best technology, given the best pricing, extremely responsive from a support standpoint – they take care of our 2<sup>nd</sup> and 3<sup>rd</sup> level LAN/WAN needs, they handle our maintenance on all our devices and their professionalism and expertise is top notch!" Paul DeConti has managed the ZyEdge partner relationship for 6 years, and continues to be satisfied. He also said that in fiscal year 2015 "we will have more projects and you can be sure we will look at ZyEdge to help us with those".