Corporate IT Solutions

Z GALLERIE®

Z Gallerie

Z Gallerie, a national retail firm with more than 55 stores, 2 corporate locations and a robust ecommerce business, sells home furnishings, home accessories and framed art. Family owned and operated, Z Gallerie has been in business for more than 35 years. Like all good California startups, the company started in the founders' parents' garage.

Situation

Several years ago Z Gallerie was "ripe for a move" looking for lower costs without all the bells and whistles they didn't really need. What got VP of IT Howard Kolodny's attention originally was the unique aspect of the ICS value proposition—in other words, the ability for Z Gallerie to own their network. This plan mitigated their risk, so they moved forward creating a VPN network.

Challenges

Z Gallerie was looking for a lower-cost broadband network to replace expensive fractional T1's supported by a comprehensive SLA. What began as a pilot eventually resulted in a full network conversion. An industry veteran, Kolodny had experienced a number of network transitions during his career and had worked with multiple vendors. Like Ghostbusters, with multiple vendors in place, when the network went down, "who ya gonna call?"

> *"They are one of my favorite vendors. With CIS, I'm not depending on a hero to take care of me. CIS is a process-driven company so, no matter what the issue, I can count on the entire team. That's what makes them different."*
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> **Howard Kolodny, Z Gallerie's Vice President of IT**

Solutions

Kolodny found that CIS had deep relationships and expertise in Telecom. "Having one vendor has been a benefit; all of the cutovers went very smoothly and project management was great," said Kolodny. "CIS has taken good care of us from the start."

With the network in place, Z Gallerie has generated additional benefits from the relationship. CIS provided expertise in managing firewalls and routers, and applied their expertise with Cisco hardware to address an issue at the company's corporate location. CIS took Z Gallerie in the direction they wanted to go—an accomplishment based on a shared vision from the start.

CIS Professional Services

- Network analysis
- VPN hardware evaluation
- Designed a PCI compliant core and store DMVPN structure

CIS Implementation Services

- Staging and shipping of all hardware
- Broadband qualification and procurement for new stores
- Onsite installation of networking hardware

CIS Management Services

- Break/Fix engineering resources
- Managed networking services