



# NIMPEE

## CASE STUDY

# CONSULTING SERVICES

### **A consulting company identifies additional business opportunities**

#### **OVERVIEW**

The company provides consulting services to clients worldwide and maintains operations on four continents. This company focuses on consulting services, which includes network integration, security, and IT processes.

# CHALLENGE

As a consulting company, we often reach out to new customers and provide them with guidance on how to optimize of their existing environment. However, these activities require a deep knowledge of what is running on the network. “When we start working with the customer, we need to get overall view of what is happening on the network,” explains Senior Consulting Engineer. He continues, stating

“With IP Fabric’s **NIMPEE**, we just run the discovery and get all the information about the pain points that the client is asking us to solve and much more - our consultants are even able to up-sell additional services based on IP Fabric’s **NIMPEE** findings. It is almost like having list of opportunities with the given customer, we just need to bring subject matter expert to the next meeting to open the topic”.

# SOLUTION

The network consulting team became aware of IP Fabric’s Network Infrastructure Management Platform - Engineering Edition (**NIMPEE**) and appreciated the many built-in features that IP Fabric’s platform had to offer. They particularly enjoyed the ability to identify capacity issues and

previously hidden risk scenarios present on their network. The consulting team conducted an evaluation on one of their clients and, within an hour, IP Fabric’s **NIMPEE** solution presented tasks in need of immediate attention by the team.

***“We always identify new business opportunities when we use IP Fabric’s NIMPEE to assess and verify the network environment.”***

# RESULTS

Now, the company is implementing IP Fabric's **NIMPEE** as a go-to tool for verification and documentation of the current network state. These consultants are using **NIMPEE** to identify new

clients, offering services ranging from lifecycle hardware renewals to verification and fixing configuration of network parts that are not functioning as intended.

## IP Fabric's **NIMPEE** software has had a positive impact on service delivery in several areas:

### POWERFUL KNOWLEDGE BASE ABOUT CURRENT ISSUES ON THE NETWORK

IP Fabric's **NIMPEE** software instantly provides project teams with a database of configured technologies and helps them determine if they're functioning properly.

### NEW BUSINESS OPPORTUNITIES IDENTIFICATION

Using **NIMPEE**, the team can quickly identify any number of issues in the network configuration, which can convert into new business opportunities that range from consulting for specific technologies to overall design consulting.

### HARDWARE RENEWAL AND FIX OPPORTUNITIES IDENTIFICATION

IP Fabric's **NIMPEE** solution provides this company with a global inventory of their clients' networking equipment, including power supplies, SFP modules, and their health. Using this knowledge, the company can identify issues before they cause a significant outage.

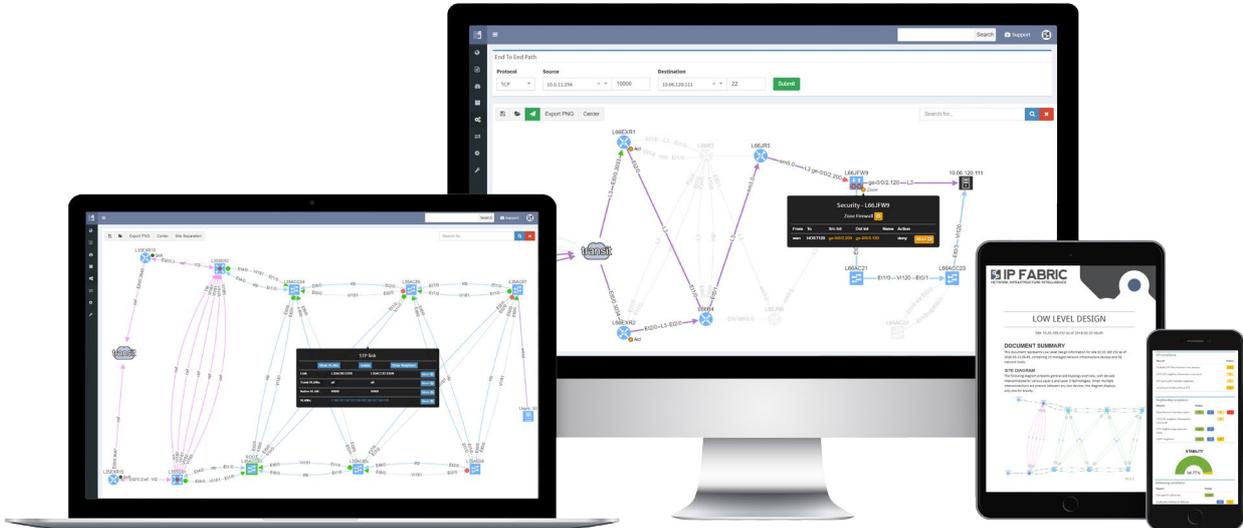
### INCREASED SECURITY

Clients of the company appreciate the increased stability that **NIMPEE** brings to their network.

### TEAM FOCUS

**NIMPEE** increases the efficiency of consulting firms, freeing up more time for them to not only handle more clients but grant them the ability to give (what the client feels like is) individual attention to each of their existing clients.

# IP FABRIC NIMPEE



**DISCOVERY | MAPPING | VERIFICATION | HISTORY | DOCUMENTATION**

## ABOUT IP FABRIC

**IP FABRIC** was founded by industry experts to address specific engineering challenges when managing large scale networks. **IP FABRIC** makes network infrastructure intelligence more accessible for network engineers and managers so that they can tackle the challenges of digital transformation. International customers and Fortune 500 enterprises use **IP FABRIC's** platform for end-to-end visibility, documentation automation, risk analysis, technology verification, and to carry out mergers and transformation projects.

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