



Case Study

Rapid expansion in advanced cannabis facilities cultivated by NaaS

Client

A Cannabis Cultivation Company

A Great Lakes region grower of high-quality medical cannabis is rapidly expanding into advanced technology facilities designed to mimic nature and create safe and consistent cultivation processes. The company is committed to producing carefully tested products providing the best experiences for patients while ensuring public safety and security.

Challenge	CBTS solution	Results
<ul style="list-style-type: none"> • Rapid expansion has led to a complicated and expensive on-premise network. • With significant investment in cultivation facilities, IT budget became constrained. • Management and upkeep of networking infrastructure detract attention from the company's core mission. 	<ul style="list-style-type: none"> • Fully managed, scalable, and secure Network as a Service (NaaS). • Cloud-based networking solution saved upfront capital investment and reduced monthly operational costs. • 24x7x365 monitoring, maintenance, management, and support with seamless failover and advanced security functions. 	<ul style="list-style-type: none"> • Dynamic resource scaling and consumption to handle the company's expansion to new locations. • Deep visibility into network performance to meet goals for consistent operations and enhanced security. • Decreased focus on day-to-day network management in favor of core strategic initiatives.

Challenge

As the legal medical and recreational marijuana industry continues to grow in North America, cannabis companies vying for market share are rapidly investing in advanced technology facilities to expand their footprint and bring consistency to products. The advanced methods for cultivating marijuana rely on networked technology to carefully control processes designed to mimic nature and maximize yield and quality. And as a highly regulated industry, the network in a fast-growing cannabis company must be continually monitored, managed, and upgraded to ensure public safety and security.

With its extensive “green rush” growth, one Great Lakes region cannabis company deployed on-premise networking equipment with the addition of each new facility. Over time, managing the network became unwieldy, even as the executive team put pressure on IT staff to scale networking resources quickly to accommodate rising traffic and data needs.

With its limited IT budget and technology staff, the company needed to find a better way to address current networking challenges while planning for future growth. Not only did the company have an economic imperative to establish a foothold in this nascent industry, but its customers are patients relying on consistent access to quality products to maintain their quality of life.

CBTS solution

CBTS conducted a thorough assessment of the company's networking environment, carefully examining both corporate and cultivation facility traffic flow and data needs. With the company's requirement to scale network resources easily and quickly, CBTS engineers recommended the deployment of Cisco Meraki technology as a fully managed Network as a Service (NaaS). With the NaaS solution in place, the company can overcome its networking challenges and reap the benefits of:

- Rapid deployment with low upfront capital costs.
- Dynamic scalability to accommodate new data sites and ever-increasing traffic.
- In-depth visibility into network resource utilization, performance, and security.
- Advanced network analytics to help guide business and technology decisions.
- Offloading day-to-day network monitoring and management responsibilities to CBTS, freeing IT staff to focus on the company's strategic initiatives.

Results

Once the cannabis company switched to the CBTS NaaS solution, its management and IT teams immediately began to recognize the benefits. The CBTS Advanced Technology Services Group carefully coordinated the NaaS configuration and implementation process to minimize disruptions and avoid delays. With the installation complete, CBTS trained the company's IT staff on the Meraki centralized cloud, where they could gain a deeper understanding of the network and all of their devices. The entire networking infrastructure — across corporate offices, its cultivation and distribution facilities, along with all gateways and wireless access points (WAPs) — are now managed from one location. And as a cloud-based solution, the network can be customized easily and scale on-demand, allowing for the accelerated growth expected in this budding industry.

Finally, with the extensive experience of CBTS, enhanced network visibility and analytics, proactive management and upgrades, redundancy and disaster recovery capabilities, and exceptional security functions, the company can now stay on top of regulatory requirements and ensure the safety and consistency of its products for both patients and the community.