



# Game Developer Case Study

(Hardware Sourcing)

## Summary

A US-based video game developer was searching for the latest Cisco Catalyst 9300 Series switches to upgrade their network. However, due to consistent supply chain issues in the aftermath of the Covid-19 pandemic, the equipment had a lead time of over 400 days. Having

worked with PivIT before on several professional services projects, the customer reached out to PivIT to help them procure 88 units of the 9300 switches. Because of strong partner relationships, PivIT procured all the required units within three weeks.

## Facts About Customer



Over 2,200 employees  
worldwide



\$6 billion+ in revenue



Powers leading  
game engine

## Customer's Key Challenges

The customer wanted to upgrade to the Cisco 9300 Series switches, which are the latest from the networking giant and help significantly reduce the risk of downtime. However, due to shortages in the market and supply chain issues with critical components of the switches,

the customer was unable to find them. Additionally, they required a bulk of these switches simultaneously to upgrade their infrastructure. The lead times for this particular OEM were over 400 days.

## Customer's Needs

The customer required assistance procuring the network equipment. Their senior network engineer reached out to PivIT, having used some of the professional services of PivIT before, and asked if the required switches could be sourced. They did not want to wait over a year to receive the equipment, which was the lead time other VARs were quoting.

# PIVIT

## PivIT's Solution

PivIT used its multiple channels to procure all 88 units of the 9300 switches for the client. Despite the incredibly long lead times for these particular switch models, PivIT's inventory specialists were able to source all of them within three weeks. The equipment received white treatment in order to be safely delivered to the client, who then used these cutting-edge switches to power their network and business.

- Lead time reduced by nearly 95%
- 88 units delivered
- Latest equipment from market-leading OEM

## PivIT Strategy

PivIT has the expertise and strong partnerships in the market to procure critical hardware faster than other VARs. With massive buying power, in-stock inventory, and a global network of manufacturers and suppliers, PivIT is able to source hardware when no one else can.

Using three different channels, PivIT secured new, highly sought-after Cisco network hardware for the video game company and shipped the devices much faster than the client had anticipated.

**Tell us about your project!**  
Reach out to [hello@pivitglobal.com](mailto:hello@pivitglobal.com)