



ZINUS, INC. PARTNERS WITH BLUETOWNE TO DESIGN, CONFIGURE AND DEPLOY WIRELESS INFRASTRUCTURE FOR NEW 460K SQ. FT. US DISTRIBUTION CENTER

CASE STUDY

ZINUS, INC.

“One of the reasons I chose Bluetowne is because they spent a lot of time on site understanding our infrastructure prior to winning the project. I wanted to partner with a company that actually cares about what they do—and with Bluetowne it was clear that they’re not just about selling services and moving on. I greatly value our ongoing relationship and the high level of responsiveness, and cannot tell you how much peace it gives me knowing Bluetowne will handle anything that comes along.”

Jerrin James
Head of Logistics and Supply
Chain Operations
Zinus, Inc.



THE CLIENT

As the pioneers in comfort innovation, Zinus’ patented compressed and rolled mattresses were one of the first on the market, over 20 years ago. They have shipped millions of mattresses and beds through their major distributors that include Amazon, Wayfair, Target, Sam’s Club and Wal-Mart. With production in their own factory in Xiamen, China, corporate offices are located in Seoul, Korea with the US corporate office and distribution center in Northern California. Rapidly expanding and in need of an additional US distribution center, Zinus locked in 460K sq. ft. of warehouse and office space in Summerville, SC.

THE CHALLENGE

Zinus had a timeframe of two weeks to design, configure and deploy a wireless infrastructure across the 460K sq. ft. of high-volume warehouse and office space, and needed a partner that could execute swiftly and accurately. It was imperative that the wireless infrastructure could immediately support full operations on the specified go live date without any hiccups.

THE SOLUTION

Bluetowne meticulously conducted a wireless survey of the entire warehouse over multiple site visits, and delivered a design using best-in-class technologies that would support Zinus’ critical performance requirements. As part of the solution Bluetowne configured and installed 47 Cisco Meraki ruggedized dual-band wireless access points, strategically placed for optimum performance and coverage both inside the facility and extending outside the loading dock area to cover the freight containers. 5 Cisco Meraki PoE network switches were installed to power the wireless access points, provide L3 routing for multiple networks, cloud managed visibility and control down to the port level, and data collection and monitoring of the end-points connected to each switch. The solution also required 5,800 ft. of copper and fiber optic cabling that was run throughout the warehouse. Bluetowne provides Zinus with ongoing infrastructure managed services to support the solution and ensure optimal performance through proactive monitoring, maintenance and remediation.

THE RESULT

Zinus has a solid, high functioning wireless infrastructure that supports the high demands of its daily operations, including the continuous connectivity of 100 handheld scanners throughout the facility campus. With Bluetowne’s infrastructure managed service offering, Zinus enjoys peace of mind knowing any issues will be taken care of before they impact operations. The solution achieved such desirable results, Zinus is planning to partner with Bluetowne to deploy a similar wireless infrastructure in its Northern California distribution center.