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CASE STUDY

Nappi Distributors Enhances Network Security and Stability with Managed Blue Mantis Solutions

Overview

Nappi Distributors, established in 1960, is one of Maine's largest beer and wine distributors. The company delivers leading brands such as Miller, Coors, Samuel Adams, Castello Banfi, Chateau Ste. Michelle, and more to a wide range of customers from local corner stores, grocery stores, and fine restaurants. Even with all their success, Nappi Distributors faced significant IT challenges.

Nappi's top concerns included:

- Limited IT budget and resources
- Aging IT hardware nearing or at their end of support terms
- Unmanaged network unable to scale for growth and security

Solution

Indu Gupta, IT Director at Nappi Distributors, connected with Blue Mantis to collaborate on solutions to address the company's issues. Blue Mantis experts replaced Nappi's outdated hardware with flexible and scalable Cisco appliances. The new appliances act as both scalable firewall solutions and managed network switches. Not only did this upgrade help control costs, it also enabled new network segmentations that alleviated IP address conflicts while identifying potential cybersecurity issues.

In addition, Gupta also leveraged Blue Mantis Managed Services to deploy a robust alert monitoring system with a monthly patching cadence for Nappi's servers and network devices—including new IoT sensors. This comprehensive approach ensured that Nappi Distributors' network is secure, stable, and primed for strategic growth.

Business Outcomes

- Improved IT efficiency with lower operational costs.
- Enhanced business performance with a scalable and secure network infrastructure.
- Shifted business focus to revenue-generating rather than maintenance tasks.

Nappi Distributors

== YOUR MAINE SOURCE FOR BEER & WINE ==

Benefits

- Strengthened the company's overall cybersecurity posture
- Increased visibility and control over network
- Enabled strategic business growth with scalable and managed IT

"Blue Mantis is a valued managed services partner for Nappi Distributors. Since partnering with Blue Mantis, we have upgraded and secured our network and servers. Our network has never been in a more stable and secure state than now."

— **Indu Gupta**,
IT Director
Nappi Distributors