

KIRLOSKAR MANAGEMENT SERVICES PVT LTD

RUCKUS Networks helps India's engineering leader extend connectivity to power productivity and boost efficiency

India's first iron plough from the Kirloskar Group not only became an instrument of wealth for the entire society but also kick-started an industrial revolution in India. Today, building on its 130-year history and core engineering strengths, the Group encompasses a variety of solutions that have formed the backbone of agriculture, industries, infrastructure, manufacturing, real estate, pharmaceuticals, aviation, aeronautics, and research and development. Kirloskar is committed to leveraging technology to deliver solutions that challenge limitations, create value, and surpass boundaries. Its continued focus on innovation, sustainability, and nation-building empowers progress for generations to come. The group exports to more than 70 countries throughout Africa, Southeast Asia, the Middle East and Europe.

**Customer**

Kirloskar Management Services Pvt Ltd

Location

Pune, Maharashtra, India

Requirements

- Minimize dropped connections and slow data transfer rates at plants
- Protect WLANs from security threats
- Provide seamless connectivity across facilities for workers and staff using mobile devices
- Optimize performance of internet of things (IoT) devices and high-data applications

Solution

- RUCKUS® Wireless Support: RUCKUS One®
- RUCKUS Wi-Fi® access points (APs): R350s, R550s, R650s, H350s, T350s

Benefits

- Secure, reliable, high-performance network enhancing staff productivity and efficiency
- Improved business agility
- Scalable solution can support additional sites

Background

One of India's largest engineering companies, the Kirloskar Group believes it has a responsibility to customers to continually address their changing needs, and they strive to transform as many lives as possible. In the process, the company is continually transforming itself as well. Kirloskar was managing a diverse technology environment across multiple manufacturing facilities, each deployed at different sites. The

organization sought a solution to bring them together under a consolidated management solution, and provide secure, dependable wireless connectivity to employees wherever they are located.

Toward a more connected, secure environment

Kirloskar has depended on wireless connectivity to support its manufacturing operations at multiple facilities across India. The organization continually strives to optimize performance and productivity across its operations.

The organization evaluated its large plant locations to consider how it could consistently deliver maximum signal strength to avoid dropped connections and accelerate data transfer. To keep its wireless LANs (WLANs) safe from security threats such as unauthorized access and data breaches, Kirloskar moved to implement robust security protocols. The organization also sought to enhance planning and management to deliver consistently high bandwidth to IoT devices and high-data applications.

The organization's mobile workforce also introduced new requirements.

"Workers and staff using mobile devices needed seamless connectivity while moving throughout and across the facilities, which can be challenging in a large or complex layout," said the Kirloskar representative.

Meeting demanding requirements

To bring together its multiple siloed environments, people, and machines, Kirloskar sought an advanced wireless connectivity solution backed by consolidated management. The solution would need to support ease of deployment and have a rich set of advanced technical features. Kirloskar also expected robust service support as well as rapid return on its investment.

RUCKUS approached the organization and participated in a proof of concept (POC). After evaluating a variety of vendors, Kirloskar chose a solution based on RUCKUS wireless APs and RUCKUS One support.

"We found RUCKUS to be the superior solution based on the parameters we compared," said the Kirloskar representative. "Our reviewers found other OEMs had connectivity and downtime issues, and mentioned a poor ROI. RUCKUS performed better in all the categories we evaluated."

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Tailoring the solution for distinct environments

Before the deployment, Kirloskar worked closely with its partner—Insight Business Machines Pvt., Ltd.—to plan for its deployment. The Insight team conducted a comprehensive survey to understand the unique challenges and requirements of each campus. Based on the findings, the deployment was meticulously planned and executed for each site.

At the heart of the solution are RUCKUS wireless APs, including RUCKUS R350s, R550s, R650s, H350s, and T350s. Each is designed to fit specific performance and deployment requirements, delivering secure, reliable Wi-Fi & Access in a variety of indoor and outdoor requirements. The RUCKUS One solution is an AI-driven network assurance and business intelligence platform that enables Kirloskar to easily manage its diverse network environments.

The organization's Kirloskar Oil Engines Ltd (KOEL) campuses presented unique challenges because the solution needed to integrate with a third-party network access control (NAC) system. At the plant location, identifying the optimal placement and mounting for equipment was challenging.

Since Kirloskar is an early adopter of private 5G wireless connectivity, RUCKUS and its partner had to closely consider interference and coverage. Within the same business unit, all branches, warehouses, and depots required distinct VLAN configurations for both Wi-Fi and switch users, demanding customized setup and configuration adjustments.



Enhancing higher education

The Kirloskar Institute of Management (KIM) is a prestigious educational institution catering to students pursuing higher education. With a horizontally expansive campus, Kirloskar deployed a combination of access points to enable complete coverage. Given the poor mobile connectivity on campus, students rely heavily on Wi-Fi for data, video, and even voice communication (VoWiFi). The RUCKUS deployment provides robust connectivity for all these services.

A unified corporate office

The corporate office consolidated major group companies into one large campus. To keep these diverse environments and users connected, Kirloskar needed support for seamless roaming across all companies without IT intervention. People moving between BUs or branches located in different sites needed uninterrupted connectivity without requiring manual configuration.

To meet this need, RUCKUS and Insight implemented a managed service provider (MSP) cloud deployment, which enabled seamless roaming, centralized management, and control across all companies and its other locations. The solution also enabled companies to manage their networks independently as needed.

"We achieved 100% coverage across the entire building—utilizing Wi-Fi for data, voice, and modern workplace solutions such as collaboration tools," said the Kirloskar representative.

Unleashing the potential of mobility and collaboration

The RUCKUS deployment quickly enabled Kirloskar to achieve impressive business outcomes. End users have said the performance is amazing, the stability is strong, and the solution is very scalable.

"RUCKUS provides stable high-speed Wi-Fi throughout our large manufacturing sites, improving communication and productivity by 20%," said the Kirloskar representative. "It's also easily scalable to support IoT devices, machinery, and employee devices."

The organization found the solution easy to deploy as well as simple and straightforward to manage. With RUCKUS One MSP, Kirloskar can manage sites from a single dashboard.

"The RUCKUS solution simplifies network management through its cloud-based MSP platform, allowing for real-time monitoring and troubleshooting across distributed locations," added the Kirloskar representative. "We're especially impressed with its AI capabilities. The solution offers several benefits, including predictive analytics, optimized performance, automation, and enhanced security."

To help keep critical company data safe, the RUCKUS solution supports advanced security features like network segmentation and access control, protecting sensitive data and operational technologies.

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Service and support for the solution from RUCKUS have also been well received. Overall, Kirloskar has experienced a significant ROI in implementing the new solution.

A solution that's built to grow

With its suite of RUCKUS solutions in place, Kirloskar now has a high-performance, secure, and reliable wireless network that improves user satisfaction and boosts staff productivity as well as efficiency. The solution works smoothly with Kirloskar's diverse processes and environments, enabling the company to easily deploy and integrate external systems.

Building on its initial success, Kirloskar has plans to further expand its partnership with Insight Business Machines Pvt. Ltd. and RUCKUS, aiming to deploy it to the rest of their entities—and upcoming locations in the future.



Insight Business Machines Pvt., Ltd. From assessment and design to deployment and management, Insight undertakes all types of turnkey projects, including on-demand service offerings. Insight Infrastructure Solutions and Services enable businesses to always be available, scalable, and flexible, to meet new age trends and requirements. Its solutions conveniently assist customers in managing the IT infrastructure across all verticals.

With more than 210 employees, a reach that spans India as well as internationally, and a repertoire of clients that include some of the top companies in the Indian industry, Insight has emerged as one of the best success stories in the IT industry.

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RUCKUS Networks. RUCKUS Networks designs and builds truly purpose-driven network infrastructure that meets the strictest requirements of all kinds of enterprise environments. Together with our dedicated go-to-market partners, we enable customers to deliver exceptional network experiences, making RUCKUS Networks one of the most trusted brands in the business—a loyal companion ready to help get the job done, whatever it takes.

RUCKUS Networks is backed by the corporate resources of CommScope, which powers many of the world's most advanced networks.

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www.ruckusnetworks.com

Visit our website or contact your local RUCKUS representative for more information.

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CS-119733-EN (10/25)

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