



**GLOBAL NET Commerce, Inc.**  
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**TRANE®**

**Case Study - Failover - Trane**

**SUMMARY**

Trane Technologies is dedicated to bringing sustainable energy and innovative products to your doorstep to create comfortable, energy efficient indoor environments for both commercial and residential applications. They are constantly expanding their business and influencing businesses to create a larger impact against our climate crisis. With visionary leadership and sustainable strategies, they pledge to achieve carbon neutral operations, deliver zero waste to landfills, become net positive with water use, and reach 10 percent absolute reduction in energy consumption.



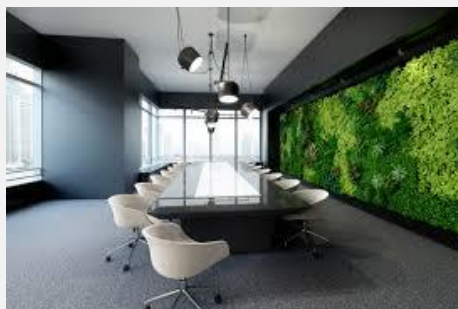
"We are climate innovators with the courage to look at our world's challenges and see endless opportunity. We are not afraid to make bold commitments that set new standards to enhance the health and well-being of our communities, our customers, our employees, and our planet.

Together with our brands, Trane and Thermo King, we bring efficient and sustainable climate innovations to buildings, homes, and transportation."

*-Trane company website*

**SOLUTION**

GNCI assisted Trane with their networking goals, budget, and timeline during design, development, engineering, and deployment of their network solution. GNCI provided an action plan which included client assisted site survey support to identify the preferred cellular carrier at each location. GNCI recommended Cypress Solutions' Oxygen-3 Wireless Gateways which easily integrated into Trane's existing infrastructure and eliminated lengthy start up at their new and existing locations. As a result, Trane was prepared to stay in business and had failover protection to ensure their success.



**CHALLENGE**

With an ever-growing business and plan to recreate the future, Trane needed a reliable and secure network backup they could depend on to carry out business. If their primary network circuit went down due to hardware failure, damage caused by extreme weather, natural disasters, or vandalism, they would suffer losses that would be detrimental to production. Loss of revenue and damage to their responsiveness to customers was a risk they were not willing to take. They needed to secure a plan that would prevent these problems and find a way to create an efficient way to expand business with reliable tools and procedures.



*It's Hard To Stop A Trane.®*

**RESULTS**

GNCI creates solutions that are client specific and are strategically important for their operational success. With a successful failover in place, Trane was able to operate without any disruption at their facilities. GNCI partnered with Trane to expand their business utilizing GNCI's "Fast-Start" program. This service provided an immediate communications network bridge where wired lines were not readily available or pending installation in certain geographic areas. GNCI acknowledges that Trane's pledge to combat climate change is a serious issue and is proud to assist Trane in their efforts to expand a cleaner and more sustainable environment.

