CISCO | inflow Information Integrity

accutest

Accutest Global Collaborates with Cisco
For a Future-Ready IT Infrastructure

About the Customer

Disti Led 1 Mil Deal
(850K Product | 157k Services)

Accutest Global, a leader in India's clinical research landscape, is known for its **regulatory precision, biosimilar expertise, and global clientele.** With operations spread across **Mumbai, Vadodara, and Ahmedabad**, the organization is expanding its digital backbone to power faster, safer, and smarter clinical trials.

To support this vision, Accutest has partnered with **Cisco, ANBH, and Inflow Technologies** for a complete infrastructure overhaul

With growing demands in **virtualization, data analytics, and secure collaboration,** the transformation laid the foundation for Accutest's **future-ready operations** in India's high-growth healthcare and pharmaceutical sector.

Business Requirements

Strategically overhaul the IT backbone for Accutest to eliminate performance bottlenecks, reduce operational costs, and enable seamless connectivity across geographically distributed sites.

Accutest sought a secure, scalable, and cost-efficient IT refresh to support future growth, analytics adoption, and advanced data workflows.

Why Cisco

Accutest chose Cisco for its **technical superiority & reliable** enterprise-grade architecture. Backed by **Inflow's solutioning expertise** and **ANBH's executional rigour,** Cisco's offering clearly outperformed competitor proposals in technical capabilities, total cost of ownership, and strategic fit.

Cisco's Solution

In partnership with ANBH and distributor Inflow Technologies, Cisco delivered a robust, enterprise-grade transformation powered by:

Inflow's Technical Value-Add

- Designed high-performance DC architecture with capacity planning
- Interoperability validation across Nexus, Catalyst & MDS platforms
- Solution Design/POC simulations for throughput, failover, and policy enforcement
- Security framework integration & lifecycle scalability planning

Switching & Data Center Modernization

Cisco Nexus N9K-C93180YC-FX3 and N9K-C9364C-GX: High-performance, 100G-ready switches with VXLAN support for next-gen data center fabric.

Cisco Catalyst C9500-32QC-A and C9200-24-A: Enterprise-grade switching platforms offering scalable performance at core and access layers.

Cisco MDS DS-X9748-3072-K9: High-speed SAN module enabling seamless storage integration across data workloads.

QSFP-40/100-SRBD Modules: Backbone connectivity modules to establish 40G/100G links between data centers for high-speed performance.

Security Infrastructure

Cisco Firepower 4145 NGFW (FRI4145-NGFW-K9): Next-generation firewall solution delivering deep traffic visibility, intelligent segmentation, and advanced threat protection across the network perimeter.

BUSINESS OUTCOMES

GOAL	DELIVERED
Refresh legacy	Modern Cisco Nexus & Catalyst deployment across
Infrastructure	Sites
Reduce IT costs	Lower AMC + op-ex with efficient hardware
Boost branch connectivity	High-speed 40/100G QSFP backbone
Fortify cybersecurity	Enterprise-grade Firepower NGFW
Ensure future readiness	Cloud, virtualization, and analytics-ready framework

Key Contributors

Account team
Sales Specialist : **Mayuresh Mehta**
Account Executive : **Dhaval Prajapati**
Regional Manager : **Pratik Pawar**

Channel team
DPAM – Simson Samuel
DSE – Suchit Suvarna

Finance
Shriram Jayaraman
Kalyan Kumar B G

Leadership
Navaneeth Radhakrishnan
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Warm Regards,
Team Cisco

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