



Pantaleon Sugar Holdings

All our factories are located in geographical zones known for their intense thunder storms. To make it worse, power supplied by companies in these areas has always been considerably unstable.

Five years ago, our IT infrastructure was based on proprietary machines and coaxial cable and supported only some of our financial operations. We used to expend an important part of our maintenance budget on repairing or replacing computers, telephones, communications equipment, fax machines, copiers and others.

Since then we have moved our information systems to a platform based on TCP/IP networks that supports most of the operations in the company. Therefore, our infrastructure is now based on servers, workstations, fiber optics and UTP, routers, switches and hubs. We have grown from a 5-node to a 350-node network. Hadn't we found Panamax, our electrical problems would have grown at the same rate as our network. In these last 5 years, we have suffered several massive power surges as well as the usual small power fluctuations and all Panamax protectors have proven to be very reliable. Whenever a Panamax protector has suffered damage saving our equipment, we have received a new one as a replacement. This life guarantee makes the product much more valuable.

We asked Panamax technicians to help us solve our power protection problems on this new infrastructure. They sent certified people from their headquarters and proposed a plan based on MaxLan2-UTP, PowerMax Lan-UTP, AllPath-6, MaxLan UTP AllPath Modules, CopyMax, FaxMax and GigaByte protectors.

Today, no machine is installed in our network without the required Panamax power protector. Even end-users have acquired Panamax protectors for their personal equipments. Most companies in the area have moved their power protection systems from other technologies to Panamax. Right now, we are in the process of setting up a network for a new plant in Chinandega, Nicaragua. It includes all equipments for both satellite communications to the headquarters in Guatemala and local communications to several facilities at the site. The budget for start-up costs includes also all necessary power protectors from Panamax.

Panamax has become a real business partner for our company.

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