INS | CISCO Partner

INS + Cisco:
AI-Ready Edge Infrastructure for Industrial Operations

Summary of INS + Cisco

Industrial Networking Solutions (INS) and Cisco deliver proven edge-to-cloud connectivity for organizations operating in demanding industrial environments. As Cisco's first Industrial IoT Advantage Specialized Partner and a Cisco 360 Premier Partner, INS brings nearly three decades of specialized expertise in connecting operational technology to enterprise IT infrastructure. This partnership enables manufacturers, oil and gas operators, and utilities to analyze operational data at the edge in real time, coordinate automated production systems, and maintain secure connectivity across harsh environments.

INS utilizes a comprehensive Discovery-Design-Development methodology and Cisco's AI-ready industrial networking portfolio to help customers transform operational data into valuable insights in production efficiency, equipment uptime, and operational costs.

Networking

Production decisions should happen at the edge, where data is generated, not at distant data centers. Organizations need real-time intelligence from the source, whether its factory floor sensors or field equipment. Successfully connecting industrial equipment to enterprise networks while maintaining performance in harsh environments requires both operational technology expertise and enterprise IT knowledge.

Real-Time Intelligence Where Operations Occur

INS configures Cisco industrial switches and gateways connecting your factory floor, field operations, and control systems to enterprise applications and cloud platforms. This infrastructure enables real-time dashboards, showing production quality, equipment status, and operational metrics exactly where decisions get made, eliminating delays from centralized approaches and improving production responsiveness.

- Cisco's first Industrial IoT Advantage Specialized Partner, deploying proven industrial technology with nearly 30 years experience across oil, gas, manufacturing, and utilities.
- Cisco industrial switches operate reliably through temperature extremes, vibration, and electromagnetic interference in harsh environments.
- Real-time edge computing enables immediate quality adjustments and production optimization at the source, eliminating delays from centralized data centers.

Why INS + Cisco?

Cisco's first Industrial IoT Advantage Specialized Partner brings proven deployment expertise and direct access to Cisco resources for reliable industrial operations.

- Nearly 30 years deploying Cisco industrial networking across demanding environments.
- Discovery-Design-Development methodology with Factory Acceptance Testing minimizes production risk.
- Cisco Powered Services badge, demonstrating customer experience commitment.

Transform Your Industrial Operations

Contact Industrial Networking Solutions to schedule a discovery assessment. Learn how combining Cisco's AI-ready industrial technology with our specialized deployment expertise improves production efficiency, equipment uptime, and operational costs through proven edge-to-cloud connectivity.

Services

Deploying industrial networks requires understanding both your operational environment and enterprise IT requirements. Organizations benefit when implementation teams thoroughly evaluate existing systems before design, follow proven industrial engineering standards during planning, and validate equipment performance in controlled settings before installation, ensuring your Cisco infrastructure operates reliably from day one.

Comprehensive Planning Delivers Reliable Results

Our Discovery-Design-Development approach maximizes your Cisco investment. We evaluate your control systems, communication requirements, and physical constraints, then engineer complete network architecture following industrial standards. Before installation, we preconfigure and test all Cisco equipment in controlled environments, validating performance and resolving issues, so deployment to your production environment happens smoothly during planned maintenance windows.

• Cisco Powered Services badge certification demonstrates commitment to customer experience standards across discovery, implementation, and ongoing support.
• Testing validates Cisco equipment performance before installation, catching configuration issues in controlled settings and reducing commissioning time.
• Decades partnering with Cisco provides direct access to technical expertise and proven solution designs, tested across hundreds of installations.

Security

Industrial operations require security protecting both your operational systems and enterprise data. Different equipment types communicate through diverse protocols, each requiring specialized security at connection points. Protection must guard against cyber threats without introducing delays, disrupting real-time production. Organizations benefit from maintaining direct control over security infrastructure in safety-critical environments.

Comprehensive Protection Maintaining Operational Performance

We deploy Cisco security solutions designed for industrial operations. Cisco Cyber Vision provides continuous visibility into your connected equipment and potential vulnerabilities. Cisco network segmentation protects critical systems while maintaining real-time performance. Your security infrastructure stays on-premises under your control, meeting requirements for operational autonomy and data sovereignty in safety-critical environments.

• Multi-layered Cisco security spans edge devices, network connections, and applications, with protection designed for critical industrial connection points.
• Security follows Cisco Customer Experience best practices, embedding protection throughout infrastructure from day one, for consistent security posture.
• On-premises Cisco security keeps operational data and controls under your direct management, meeting data sovereignty requirements for safety-critical environments.