



#### Industry

Food industry - Manufacturing

#### Daily use

- Calls between all locations
- Staff communications

#### Solution

- Flexible, enterprise-grade KIRK solution of the wireless telephony implemented in all facilities of the plant (workshops, sewage plant, boiler house, office part and refrigerator) operating seamlessly and efficiently in the heavy environmental conditions

#### Benefits

- Reduction of telecom invoices
- Increased responsiveness
- Improved communications
- Improved employees efficiency
- Improved customer respond time
- Greater system flexibility and scalability
- Improved work quality

## JBB, the leading Polish manufacturer of meat products, uses the Polycom® KIRK® solutions to optimise and improve operations and communications

### An ambitious Polish company selling into the European market

JBB Zakład Przetwórstwa Mięsnego (Meat processing plant) is one of the leading manufacturers of cold meat products in Poland. JBB uses the Polycom® KIRK® solutions to optimize and improve operations and communications and increase the employees' productivity.

Everyone in Poland knows the taste of a Polish „kielbasa” (a sausage), ham and hundreds of other delicious products from JBB. The meat processing plant is located in Łyse, in the Mazowieckie province and was founded by Mr. Józef Bałdyga in 1992. He started his business with just 16 employees who were able to produce a few hundreds kilos of sausages per day. The company met an incredible success and quickly became a household favourite. Dynamic development required more people to be employed and more machines to be purchased. Nowadays, the company is over 1,000 employees strong and the daily production exceeds 250,000 kilos of meat product.

JBB has the latest technology production lines for manufacturing meat products in Poland and perhaps in Europe. This very modern and effective production technology, based on strict quality control and high hygienic standards, enabled the company to obtain a certificate to sell their product within the European Union in 2004.

In 2009, JBB produced 400 tonnes of meat products daily, out of which 100 tonnes were exported to other EU markets. The rest was sold in over 100,000 shops all over Poland through a network of 400 distributors.

After a terrible fire in June 2009, which damaged the entire plant, and put a stop to further expansion projects, it took a lot of determination from the management and personal involvement of the company owner, to rebuilding quickly. By November 2009, the first phase of production was initiated, and started at 100 tonnes of cold meats daily. The second phase of reconstruction was in May 2010, increased the production to 250 tones. The success of the JBB famous sausages in shops mobilised everybody to work more, better and faster.

The new JBB is a state-of-the-art production plant which controls microbiological, physical and chemical standards. The noise level, gas emission, water consumption, sewage and waste production meets the highest EU environmental requirements. The company has its own sewage treatment and water purification plant. JBB plant is spread on 5 hectares.

### The company's communications system

The decision to deploy KIRK wireless telephony was made early on in 2005 following the development and modernization of the plant. At this time the Polycom® KIRK® Wireless Server 1500 solution was installed, which after some time was further extended to its maximum capacity. After the plant reconstruction in 2009, a decision was made to migrate to the latest KIRK Wireless Server 8000 solution along with existing infrastructure and DECT terminals, which had surprisingly survived the fire. The KIRK Wireless Server 1500 system survived in fact two fires. The first, was contained to the server room, and the second damaged most of the plant.

### Challenge

Prior to deployment of the KIRK solution, the employees relied on mobile phone system. However, composite panels used in plant construction significantly reduced the GSM network coverage. Unsatisfactory quality of calls, no coverage in vital production departments and poor resilience of handsets to moisture or falls, let alone high bills forced the management to search for the newest solution which could survive heavy duties.

*“We appreciate the high quality of the handsets and offered services. The improvement made with the Polycom KIRK solutions accelerate information exchange at all stages of our production.”*

*Leszek Młynarczyk, JBB Director*

*"This was the first KIRK Wireless Server 8000 solution deployment in Europe. C & C Partners and GAWREX took great pride in accomplishing this challenge."*

*Lukasz Łukowski, Product Specialist, C&C Partners Telecom Sp. z o.o.*

JBB needed another option and had imposed high requirements imposed for their mobile communication. The handsets had to work everywhere in the plant, be durable, waterproof and shock resistant. An extensive analysis of the competitive solutions was done along with a preliminary survey and tests. Gawrex – a Polish installation company, specialized in telecommunications, selected the Polycom solutions. Kazimierz Gawrys of Gawrex explain their decision "KIRK Wireless Server 8000 solution is tailored to meet the customer needs. It is mobile, flexible and scalable equipped with many advanced features. It ensures communication with employees everywhere at the site. KIRK Handsets are waterproof and they can be used in low temperatures". To enable DECT system's upgrade in line with the company growth, some projects of structural cabling to local distribution points, to which new base station can be quickly connected were prepared. LukaszŁukowski of C & C Partners Telecom, a Polycom Kirk Certified partner in Poland, explains : KIRK Wireless Server 8000 solutions installed at JBB were one of the first deployments in Europe. It was a great challenge for us, and also a great pride. We remotely supported the installation company in the whole process, thus all technical problems were easily solved. Close cooperation between engineers from Implementation Department at C&C Partners and engineers from GAWREX was the key to success."

#### Why Polycom?

The primary benefits of a Polycom KIRK solution are as follows: high quality of voice, flexibility, scalability, easy upgrade to newer, more advanced solutions as the business grows. Additional advantages include: endurance of terminals, adaptation to heavy duty environment. Polycom KIRK Handsets are particularly well suited for JBB; they are resilient to dust, moisture, vibration and shocks. The director of JBB, Leszek Młynarczyk explains their decision: "The choice of Polycom was important for us indeed. We appreciate the high quality of offered services and the improvement made with KIRK solutions to accelerate information exchange at all stages of our production. System reliability and the fact it can easily be upgraded to a larger solution as the business grows were of great value for us."

#### Solution description

The first DECT solution was implemented in JBB in 2005 and it comprised two linked KIRK Wireless Server 1500 servers. It supported 72 subscribers, 32 base stations and

approximately 10 repeaters. After the fire in 2009, KIRK Wireless Server 8000 solution was implemented. Initially, two KIRK Wireless Server 8000 servers were connected. However, the dynamic growth of the plant required more versatile infrastructure, thus another server was put in. JBB plans further development and installation of new base stations once the construction of new production facilities is completed.

Currently, JBB deploys 3 KIRK Wireless Server 8000 servers in LINK option equipped to support 80 KIRK Base Stations and 128 KIRK DECT Handsets, all this guarantees fast upgrade without a need to halt the plant operation. Additionally, 10 KIRK Repeaters and KIRK 4040, KIRK 5020, KIRK 2010 and KIRK 6020 Handsets were used.

The Polycom KIRK solutions are in use in all plant facilities, from workshops, warehouses, laboratories, sewage treatment plants, boiler house to the office building. They are also installed in refrigerators.

Another in view of the dynamic growth of the plant, the solution is flexible and scalable to allow fast extension with additional bases, repeaters and handsets.

#### Key benefits

Both management and employees are very satisfied with the Polycom KIRK solution. Polycom KIRK devices had a positive impact on workers mobility and improved significantly the quality of communications between various departments and managers. Higher work comfort has also been observed.

Cost reduction of telephone bills, increased workers mobility, time saved on searching for people and communicating with other departments also comes as additional benefit of the new communication system. All this reflected in increased productivity and significant improvement of customer care and satisfaction.

#### Learn more

To find out how Polycom solution may improve your organisation, visit our website [www.polycom.co.uk](http://www.polycom.co.uk) or contact our representative.

C&C Partners Telecom



[www.ccpartners.pl](http://www.ccpartners.pl)

#### Product List

##### Wireless telephony solution:

- Polycom® KIRK® 4040 Handsets
- Polycom® KIRK® 5020 Handsets
- Polycom® KIRK® 2010 Handsets-
- Polycom® KIRK® 6020 Handsets

##### Infrastructure

- 3 Polycom KIRK Wireless Server 8000 with LINK option with equipment providing the support of 80 Polycom KIRK Base Stations and 128 Polycom KIRK DECT Handsets.
- 10 Polycom KIRK Repeaters

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