

CASE STUDY — SD-WAN SOLUTIONS

THE BENEFIT / RESULTS

“TEC’s SD-WAN solution has been a critical investment for our company — one that pays dividends every single day,” boasted the Customer’s Information Technology Director. “We can now monitor and detect performance issues and outages with our network immediately, manage our devices from a central location, and have saved a ton of money on our Wide Area Network (WAN) costs. We have not regretted our decision for one second.”

TEC’s Cisco Meraki-powered SD-WAN solution has yielded additional benefits to the Customer, such as more efficient bandwidth, unmatched control over its network, and robust analytics. “We’re able to take advantage of lower-cost WAN links like broadband and fiber, and get better application performance than we’ve ever had,” added the Customer. “We know that the visibility into our cloud technology (either through VPN tunnels or via the Internet) is unequalled, and its security is air-tight.”

CUSTOMER PROFILE

Our Customer is a leading manufacturer of multi-line compounding products for use in the rubber industry across the world.

THE SITUATIONAL ANALYSIS

The Customer’s technology setup was hampered by a number of issues: depleted performance levels, expensive circuit costs, and a single point of failure. “If our circuits encountered an issue, our WAN resources, Internet and phones all went down simultaneously,” said the Customer’s Information Technology Director. “As you can imagine, whenever this happened, our workers’ productivity levels plummeted. Add that company-wide productivity loss and compound it with the typical costs associated with remedying the technology itself, and we had frequent and noticeable revenue losses.”

THE NEED

An existing Meraki switch client, the Customer was already in the TEC-Cisco family. However, it did not have the expanded power of multi-layer security on all devices, maximum visibility and control, and operational cost reduction that Meraki SD-WAN provides. Meraki SD-WAN and security appliances are the easiest way to significantly reduce total WAN costs while delivering peak performance for cloud applications. With business traffic and app usage soaring, remote locations (of which the Customer has four) are demanding more bandwidth than ever before — and as a result, WAN links such as MPLS are rapidly exceeding the capacity for which they were designed.

THE SOLUTION

After identifying the challenge, TEC provided an SD-WAN solution that took the Customer from an MPLS circuit with routers at each of their remote locations — with only a single Internet connection, located at its headquarters — to a setup featuring two redundant MX100 broadband Internet circuit routers and two redundant DIA (Direct Internet Access) circuits, all utilizing Meraki Auto-VPN and SD-WAN Policies, at all five sites. The MX100 routers come equipped with Fault Tolerance, acting as a warm failover to ensure service reliability in the event of a failure. Additionally, Meraki provides a site-to-site VPN that keeps locations, cloud services and Internet securely connected — even in the event of an Internet circuit failure. The set policies and thresholds define bandwidth and performance levels for critical applications. If the thresholds aren’t met on the uplink path, traffic migrates to a secondary path to ensure continued optimal performance. Finally, since the Meraki MX appliances are fully-featured Next Generation Firewalls, the customer has advanced security features like IPS/IDS, Malware Protection, and Web Content Filtering to every site in their network.

THE OBJECTIVES / INTENDED OUTCOMES

TEC’s recommended solution centered on improving the Customer’s overall business productivity. The combination of cost savings, streamlined deployment and management, consistent app experience, reduced downtime and enhanced security all worked together to achieve exactly what the Customer intended.

Want to learn more about TEC’s SD-WAN & Managed Network solutions so YOUR business can save money, improve security, eliminate downtime, and work faster? Go to www.tec4it.com/enterprise-infrastructure, or we’re just a phone call away at (440) 333-5903!