



NETWORKS

P O W E R I N G Y O U

Growing Business Leverages
Internet to Achieve Enterprise
Class Wide Area Network

CASE SUMMARY



Who was the client

- One of North America's largest integrated manufacturer of recycled paperboard.



The Problem

- High costs for their network system due to the head office being connected to several branches and employees.
- Several complicated systems and processes that weren't running smoothly.
- Security issues with their existing network due to multiple users.



How do we solve it

- Our product provided security, redundancy, and optimal network performance.
- We combined multiple readily available low-cost internet connections to reduce the overall cost, making it effectively cheaper.



How did they benefit

- **INCREASED PERFORMANCE**
 - Network consistency that met corporate WAN targets such as security, speed and scalability.
- **CUSTOMER SATISFACTION**
 - Feature rich smart network that provided all Quality of Service benefits.
- **COST SAVINGS**
 - A staggering reduction in overall network costs of \$21,000 per month (\$405 per site/month) or \$252,000 per year.

GROWING BUSINESS LEVERAGES INTERNET TO ACHIEVE ENTERPRISE CLASS WAN

A growing company, striving to be one of North America's largest integrated manufacturer of recycled paperboard products finds an alternative to its costly MPLS network.

The Challenge : Find a better way to control costs



Slow



Expensive



No Agility

The Company was at a crossroads regarding their network infrastructure. Many years earlier, like most multi-branch enterprises, the Company decided to build a private network using a Multi-Protocol Label Switching (MPLS) data service. Their MPLS Wide Area Network (WAN) needed to connect more than 2,500 employees at 50+ manufacturing branches and Corporate HQs .

The Company's MPLS network, while tolerable, struggled to keep up with the Company. For instance, when new branch facilities were added, getting the branch's MPLS network operational took months due to coverage issues at remote sites. Adding to the frustration, MPLS was cost prohibitive: the price to connect some sites was up to ten times the price of typical internet connections .

As a result, four of the branch facilities weren't actually MPLS – they were connected over the public internet. Thus, these sites didn't adhere to corporate WAN policies. It was clear they had to find a different approach to connect the organization .

Why 247 Networks SD WAN?

Today, savvy network administrators are looking for creative ways to get all the benefits of MPLS, but control costs and maintain uniformity across the WAN. To satisfy these requirements, we offer a technology used to create a consistent network platform that enhances communication and coordination and to include the troublesome sites that are left out of their private network .

247 Networks' cutting edge technology allows enterprises to combine multiple low-cost internet connections into a single, faster and more reliable connection onto which we layer a centralized firewall, end-to-end Quality of Service (QoS), along with WAN monitoring, security and management .



Slow



Fast

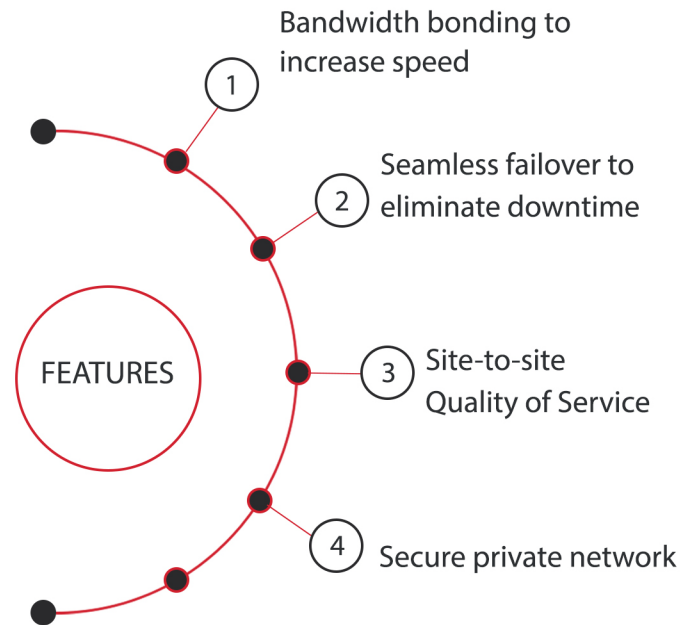
"247 Networks' cutting edge technology allows enterprises to combine multiple low-cost internet connections into a single, faster and more reliable connection"

The Result

Find a better way to control costs

The new private WAN leverages the internet to deliver a robust feature-rich WAN while also reducing costs – a key driving force for change. By combining low-cost ADSL and cable connections from different providers, the company cut the total WAN spend by more than 53 per cent and gained the following features:

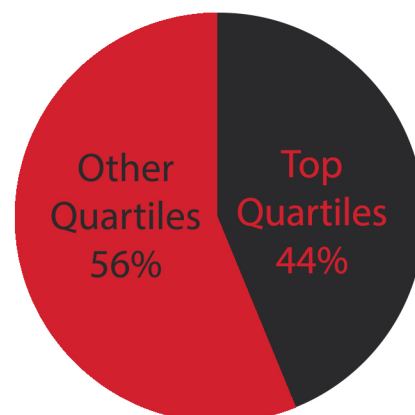
- Bandwidth bonding to increase speed by simultaneously using multiple connections.
- Seamless failover to eliminate downtime.
- Site-to-site Quality of Service, allowing for crystal-clear voice, video and web calls.
- Secure private network ensuring protection of valuable digital information.



Bandwidth Comparison		Cost Comparison: Average monthly cost per site	
Before	Average MPLS down and up speed per site - 5Mbps	Before	MPLS - \$755.42
After	Average Bonded Internet down speed per site - 24Mbps	After	Bonded Internet - \$350.81 Overall Annual Savings - \$252,477
	Average Bonded Internet down (compressed) per site - 32Mbps		

Additional Cost Benefit

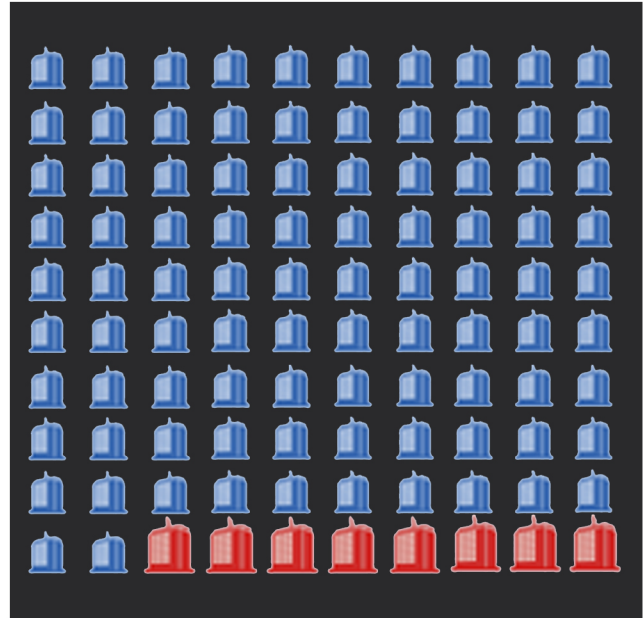
In addition to the cost savings of over \$250K per year, the company eliminated the cost disparity that existed between sites. Previously, the company's branches with the highest WAN costs, significantly ate-into the overall WAN expenditure. For example, the top quartile of branches accounted for over 44 per cent of total WAN spend: Now, the WAN cost-per-site is the same without sacrificing performance.





Benefits 1- Speed

Getting a faster WAN was a clear win for the company. Bonded Internet outperforms a T1-based MPLS in terms of download speed by more than 330 per cent, while matching the minimum upload requirements of each site. For sites requiring significant increases in upload bandwidth, Bonded Internet scaled to meet those needs as well – either through the addition of more connections, or by turning on Bonded Internet’s compression feature



Benefits 2- Lower Cost

Previously, the company increasingly expended valuable resources on MPLS. Now, Bonded Internet eases a lot of management headaches by providing a new cost-effective solution that cut overall WAN cost by 53 per cent

Next Steps

Having in place a speedy, scalable and secure WAN allows the company to align their WAN with their business strategy for growth. With no dependence on carrier limitations, the company can reap the benefits of having an easily adaptable WAN that they can scale up or down on-the-fly. Furthermore, the move to Bonded Internet prepares the company for migration to the Cloud by having a consistent network enterprise-wide that adheres to corporate WAN policies, and easily scales to meet changing bandwidth requirements



Benefits 3- Network Consistency

MPLS has been around for twenty years – a long time in the technology world. During this time, MPLS has not evolved to meet the growing connectivity needs of businesses. We conducted a survey to understand the prevalence of this problem for enterprises. We found that the average MPLS WAN had only 92% of branch sites linked to the MPLS network meaning 8% were left out. Bonded Internet addresses the lack of uniformity by giving the company a more versatile and cost-effective way to connect all their branches while still providing fully dedicated and secure links over which they can comfortably send mission-critical data. Now, the company has a consistent network platform that enhances communication and coordination – across 100% of the sites



247 Networks was founded in order to bring network technology to the global marketplace and provide improved MPLS alternatives. We are committed to building strong partner relationships that actualizes the distribution of our technology