



Let's Solve

TCO reduction via network infrastructure transformation with SD-WAN

To deliver improved WAN performance for Enterprises of all sizes by improving visibility and measurability of application traffic flows using the best-of-breed SD-WAN solutions in the market while making the most of available WAN bandwidth and diversity.



A Larsen & Toubro
Group Company

Client

A leading Insurance provider with combined assets of over \$24.5 billion based out of North America. They have over 12 insurers having 500+ interconnected sales, admin and franchise offices across North America with over 18,000 independent producers.

Business Challenges

High Cost, Non-responsive WAN solution

Standard WAN offering with no flexibility from a major carrier leading to high TCO



Static WAN configuration with zero visibility into performance

Static WAN configuration with legacy approach to connectivity and management with no data or insights into problem areas in WAN



High dependency on incumbent managed services provider

Poor management of the network infrastructure by the incumbent services provider with no access provided to network equipment leading to poor user experience for voice, video and data traffic



Solution Highlights

- ✓ WAN transport transformation- MPLS, internet and direct connects to AWS supported from Day 1
 - Bridged MPLS and Internet circuits into one converged SDWAN
 - Underlay technology-agnostic solution allowing for bandwidth bursting using low cost Broadband internet
 - Multiple SaaS connectivity requirements (Office 365, Symantec, Okta etc.) met over the SDWAN cloud in a seamless manner
- ✓ Removal of dependency on incumbent through deployment of smart SDWAN and LAN solutions
 - Designed an Intelligent, application aware WAN and performed a successful proof of concept to demonstrate the solution and subsequently scaled up to enterprise
 - Deployed a model branch office with overlay SDWAN using existing WAN circuits with no additional provider costs
 - Model office LAN is an integrated wired and wireless network with 802.1X authentication



- ✓ Increased security and performance through smart monitoring and self-healing
 - Cloud dashboard with role based access control (RBAC) allowing authorized administrators to manage the WAN from anywhere
 - Totally encrypted WAN traffic improving security manifold
 - Granular insights with full visibility on user/application/site behavior over WAN
 - Self-healing solution with closed loop feedback

Business Benefits

Elimination of the need for high-cost MPLS bandwidth

Guaranteed carrier agnostic WAN performance

50%

Reduced incidents through self-healing and proactive monitoring

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