



Case Study

World Leader in Heavy Equipment Accelerates Network Integration with SD-WAN

The client

The client is one of the world's largest dealers of heavy equipment. Founded more than 60 years ago in Oregon, the family-owned company later relocated to the southwestern U.S. and has more than 2,000 employees in its two-state territory.

The challenge: Efficiently integrate newly acquired businesses into the corporate network without using high-cost MPLS links

The company had recently acquired new businesses that had network setups that were very different from the corporate network. They wanted a way to quickly and efficiently integrate the new entities into the corporate environment. However, they wanted to do so without using expensive MPLS links.

Insight suggested that the client consider SD-WAN. It would not only allow for fast deployment, but offer long-term benefits in cost savings and scalability. To demonstrate how SD-WAN would work for the client, Insight delivered Proofs of Concept (POCs) using technologies from two different companies for the sake of comparison. Ultimately, the client chose Silver Peak® networking technologies and asked Insight to help them deploy and implement the solution.

Industry:
Equipment sales

Insight provided:

- Proofs of Concept (POCs)
- Vendor selection guidance
- Advanced network integration solution using SD-WAN
- Network deployment

Insight services:

- System architecture/design
- Solution deployment

The solution: Expert implementation of Silver Peak's SD-WAN overlay plus Meraki

We began the engagement by assisting the client with the vendor selection process and the POCs. Once the best solution for their environment was determined, we produced a customized SD-WAN design to meet their specific needs. This included developing a private overlay that made integrating new networks easy and intuitive and, in most cases, eliminated the need to send an engineer to new sites.

In addition to the two sites addressed in the POC, we helped the client implement pre-configured boxes at three more sites. With that experience and the templates and playbooks we provided, they were able to perform additional integrations unassisted. Today, 12 sites have been brought into the corporate network environment with a total of 30 locations that will eventually be integrated. Both from our perspective and theirs, the process is fast and cost-effective. Their direct internet access is secured using Meraki for content filtering and next-generation firewall.

The benefits: Standardized network deployments and affordable broadband access

The client selected us for our breadth of SD-WAN design and deployment experience. That decision paid off with an innovative solution that has streamlined the integration of newly acquired companies into the corporate network.

Now, the company has the flexibility to use commodity broadband at its smaller locations rather than MPLS links, significantly reducing its costs. With a comprehensive SD-WAN architecture, the client can also expect increased uptime and better system reliability. It is now easier to see what's happening on the network and make policy changes to improve its performance or security. In the future, the client may opt to leverage segmentation capabilities as well.

If the client continues on its trajectory, more acquisitions and organizational change may lie ahead. No matter what, Insight and the solution we delivered gives the client the flexibility and agility they need to succeed.

Benefits:



Rapid integration of new businesses into corporate network



Templates and playbooks for future reference



Long-term cost savings



Faster, easier deployments



Increased uptime and reliability



Circuit flexibility at a lower cost



Centralized visibility and control

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CS-E-1.0.02.22

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