

How a regional wholesaler improved WAN reliability and bandwidth while lowering costs

Challenges

- Order processing and inventory management required reliable connectivity between branch locations and headquarters
- AT&T local loop component of MPLS network was unreliable, repeated weather-related issues caused extensive downtime
- Incumbent provider of MPLS network did not deliver high availability and time to repair was long
- Without backup access circuits, MPLS or local loop failures dropped locations from the network
- Increasing data requirements taxed existing bandwidth; limited bandwidth at data center impacted ability to access information and quickly complete transactions
- Security, QoS and star network topology important to network operations

Granite Solution

- Meraki SD-WAN solution based on MX64 with Advanced Security deployed at HQ and branch locations
- Expensive MPLS circuits replaced with higher bandwidth, lower cost cable broadband access
- Cradlepoint IBR600 fixed wireless solution deployed at all locations to deliver redundant access circuits
- SD-WAN automatic failover configured to fixed wireless if primary broadband circuit fails; minimized wireless data costs while delivering high availability
- Existing voice circuits replaced with less expensive hosted PBX trunks using Adtran gateway for 66-block handoff to existing PBX
- Granite Guardian deployed for real-time monitoring of access, SD-WAN and Cradlepoint devices

Customer Profile

Industry

Industrial distribution and wholesaling

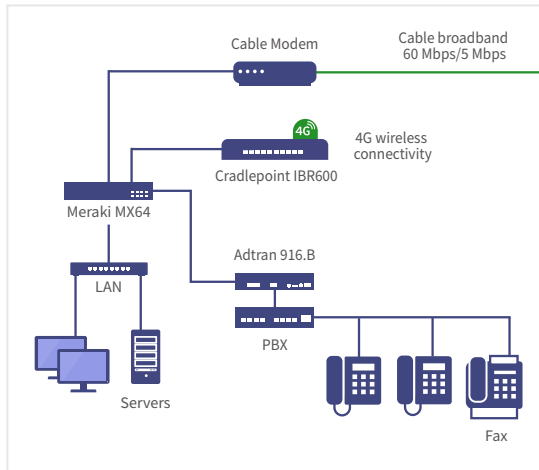
About

- Regional wholesaler servicing commercial HVAC contractors
- 8 regional distribution centers
- Differentiates on superior responsiveness
- Highly trained staff

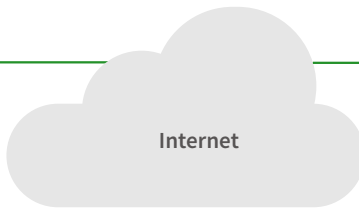
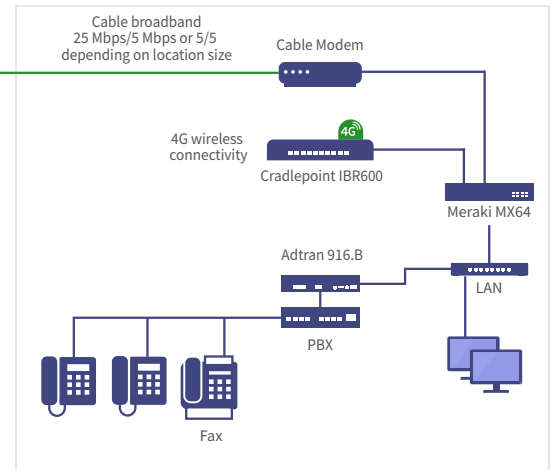


Granite Solution *(continued)*

Headquarters location



Branch location



Granite Guardian monitoring & control

Meraki SD-WAN orchestration

Results

- Annual cost savings of nearly \$10,000 while providing increased network bandwidth
- Automatic failover virtually eliminates network downtime; smart access selection, mobile data pooling minimizes cost of wireless data
- Granular controls, advanced analytics enable automatic prioritization of critical applications, improving transaction responsiveness
- Meraki next-gen layer 7 firewall, content filtering, advanced malware protection and IDS/IPS deliver improved network security and increased visibility of security events
- Hosted PBX solution eliminates need for separate voice circuits while retaining value in existing on-site PBX
- Granite Guardian monitoring automates alerting, trouble ticketing and repairs