



SD-WAN Use Case Example

DataSpan

AWF- Manufacture wood pellets, livestock & pet bedding, wood flour

10 Manufacturing sites + HQ/DC

Existing MPLS 1.5M-3.0M at each branch

Problem: Couldn't roll out new ERP platform

Requirements:

- Budget \$11k/mo
- Integrate with existing MPLS
- FW/Security
- Fully Managed WAN/Security
- Visibility into the network

Engagement/Process:

- CNSG SE & Channel Mgr ran initial discovery call, spec'd out solution, sent to providers for quotes
- CNSG SE reviewed 6 SD-WAN options with the customer – down selected to 3
- Arranged demos with the final 3
- CNSG uncovered opportunities for managed Wifi as a service and HPBX

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- Arranged demos with the final 3
- CNSG Channel Mgr – obtained all the bandwidth options and helped customer with the selection process to get best price at each site

Solution:

- Fully managed SD-WAN via Entelegrit using Meraki iWAN with Advanced Security: \$1,900/mo
- 5M-100M Fiber at each site via 5 different carriers: \$7,900/mo