

CASE STUDY

MSx WAN Managed SD-WAN



Atlantic Equipment is a leading distributor of construction equipment, safety equipment, and supplies for the roofing industry with nine locations in New England, New York, and Florida.



We started researching options for SD-WAN and had numerous vendors onsite to discuss their service and features. We chose TPx and we could not be happier with the solution, performance, and support.”

*Eric Rapchuck,
Atlantic Equipment*



Atlantic Equipment is a small East Coast firm in the construction industry. They had previously installed the UCx platform at their nine branches, which was working very well. However, the customer was lacking some core networking features and functionality, most critical being redundancy and failover. TPx provided Atlantic with a fully secure, encrypted connection to all of their locations using our SD-WAN solution while also providing full visibility of their network. Today, the client can easily identify and manage any issues 24/7/365 through the single Orchestrator Portal without having to rely on a local resource at each branch. Furthermore, they know TPx resources are managing and monitoring their network around the clock and proactively engaging with carriers, even when the circuit itself is not with TPx.

PROFILE

- East Coast construction industry sales & rental firm
- Nine locations
- 49 employees

CHALLENGE

The customer lacked some core networking features/functionality, e.g. redundancy/failover

SOLUTION

- MSx WAN using Velocloud SD-WAN in Active-Active mode, with 4G Failover in key locations

BENEFITS

- Active-Active SD-WAN connectivity ensures connections are always available
- More visibility into their network
- Have real-time data about each branch
- Identify circuit issues without relying on non-tech person to solve it on-site — now all remote TPx

RESULTS

With MSx WAN, Atlantic can identify bottlenecks and, with 4G auto-failover, be sure key locations are up all the time