

CASE STUDY

Multi-state fitness chain improves voice and data performance, while reducing secure access administration hassle and expense

MPLS VPN



We were looking to reduce the number of services providers from three to one for reduced management complexity and lower costs.



A fitness center chain with 13 with locations in California and one in Texas was receiving services from multiple providers because its locations spanned multiple ILEC and Cable MSO territories. The company was using a mix of T1 Internet access from a California CLEC and voice from two national ILECs. The company also self-managed a WAN data network using IPsec-encrypted VPN tunnels across the public Internet. This solution required setting up and configuring the VPN tunnels from CPE devices installed at every location. The company was looking to reduce the number of services providers from three to one for reduced management complexity and lower costs.

PROFILE

- Fitness chain
- 14 locations in California and Texas

CHALLENGE

Reduce business services providers from three to one and simplify network security administration

SOLUTION

High bandwidth MPLS access to all locations with voice/data over a single circuit with dual-stream redundancy

BENEFITS

- Integrated services from a single provider
- Higher bandwidth than previously, with pooled voice minutes across all locations
- Added redundancy for voice/data to ensure critical call traffic and data streams are uninterrupted
- Lower VPN costs and complexity

RESULTS

The company was able to lessen the management overhead devoted to communications



The solution also included analog POTS lines for redundant phone service and MPLS Continuity over 3G wireless to provide managed data VPN redundancy.

THE SOLUTION

After an extensive evaluation of alternative suppliers, the company selected TPx for its ability to provide high bandwidth access to all of its locations in California and Texas while consolidating voice and data services over a single access circuit with redundancy for both voice and data. In addition, TPx's managed MPLS VPN solution was more secure and scalable than the CPE-based IP-VPN

The TPx solution provided services via a range of access types including Ethernet over T1, Copper and Fiber, and a mix of bandwidths from 3Mbps to 50Mbps. The California fitness centers were able to consolidate most voice and data services, with SmartVoice SIP Trunking and the MPLS VPN sharing the same access link. The solution also included analog POTS lines for redundant phone service and MPLS Continuity over 3G wireless to provide managed data VPN redundancy. The company datacenter collocation facility in Texas was linked to the California VPN over a high-bandwidth 50Mbps Net Extended Reach connection.

Thanks to TPx's ability to provide integrated voice and data services over a wide range of high bandwidth access types, the company was able to lessen the management overhead devoted to communications, so it could allocate more time and attention to running the core fitness business.