

# Insurance Industry Case Study

## Large Multi-National Property Insurance Company Saves \$11 Million with AireSpring

### AT A GLANCE

#### Company Profile:

One of the largest U.S. commercial property and casualty insurance companies, providing a broad range of standard and specialized insurance products and services for businesses in the U.S., Canada, and Europe, with 6,000 employees and over fifty-nine locations, forty-two domestic and seventeen international, and nine datacenters.

#### Challenges:

Customer needed to migrate away from their expensive and IT labor intensive, MPLS network. Many of the circuits were legacy TDM and needed to be upgraded. The customer also required redundancy at every location for a more resilient network.

### Objectives:

- Needed to migrate away from expensive MPLS network
- Legacy TDM circuits needed upgrading
- Customer required redundancy at every location for a more resilient network

### Solution:

- AireSpring replaced the expensive MPLS network with a new Global Private Network (GPN) comprised of DIA and point-to-point circuits and SD-WAN
- Sourced DIA circuits for forty-two sites in the USA and seventeen international locations
- Installed point-to-point circuits from each site to one of nine global data centers using diverse carrier networks from the DIA circuits
- Configured and installed VMware SD-WAN domestically and globally in a High Availability (HA) deployment with switches

### Benefits

- AireSpring deployed 182 circuits in 1 year
- Seventy sites were smoothly implemented without any disruption
- The customer saved \$11 million a year by moving from MPLS to SD-WAN



**Cost savings**  
of \$11 million dollars



**Deployed 182 circuits**  
in one year



**Seventy sites**  
implemented with no  
downtime