



AIRESPRING PARTNER SUCCESS SPOTLIGHT



100% Channel AireSpring is Excited to Announce Our Recent Partner Multi-Million Dollar Global Customer Win

Customer:

Multi-national, multi-location company in the global metals, metal fabrication, and supply industry with 125 worldwide manufacturing, distribution, and service facilities across five continents, and a total of 75 international locations, with 7,000 employees.

Challenges:

- Needed to replace aging and expensive global MPLS network.
- Crucial need for enhanced connectivity & security on a global scale at all locations worldwide.
- Customer required rock solid transport, internet, and a backbone redesign.
- IT team needed to be able to easily view & manage their entire network from one platform.
- Technology choices needed to be standardized worldwide and delivered by a single provider to reduce vendor sprawl.
- Attain a lower total cost of ownership (TCO).

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Solution:

- After several meetings and whiteboard sessions with the **AireSpring Solutions Engineering team, a comprehensive network design & plan was put into place.**
- AireSpring **sourced all new primary and back up connectivity globally** utilizing Fiber, Broadband, Fixed Wireless, and 4G/LTE.
- AireSpring **configured and installed VMware SD-WAN** in conjunction with **Fortinet FortiGate** on-premises **managed security** globally.
- **Replaced legacy support** provided by incumbent vendors with **AireSpring Tier 3 Dedicated Engineering AirePOD support.**
- AireSpring **provided 24/7/365 visibility and monitoring** via **AireMONITOR & AireALERT.**
- **Automated case creation** was enabled via **AireAUTOMATE** for **rapid resolution.**
- AireSpring **world-class Platinum SLAs & Dedicated Escalation List.**

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Ready to Experience the AireSpring Advantage? Contact an authorized AireSpring sales partner.

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