



## AIRESPRING PARTNER SUCCESS SPOTLIGHT



# 100% Channel AireSpring is Excited to Announce Multi-Million Dollar Partner Win with a Large Government Contractor

### Customer:

Large Federal Government Contractor with facilities in Iraq.

### Challenges:

- Customer needed secure, highspeed Internet to support employees at a US Federal location in Iraq.
- Needed connectivity paired with VeloCloud SD-WAN by VMware but was unable to obtain product and have it delivered to Iraq.
- Customer requested Fortinet NGFW Security appliances with High Availability (HA) for continuous uptime but was unable to obtain in Iraq.

They reached out to a trusted technology advisor for assistance.

### Solution:

- The technology advisor turned to **AireSpring due to its strong relationship with VMware/Broadcom and Fortinet** as well as AireSpring's ability to **provide connectivity in 190 countries.**
- AireSpring's Global Solutions Engineering (SE) Team held several meetings with VMware to gain approval to provide their SD-WAN solution inside Iraq.

- Connectivity inside Iraq is expensive. However, during the SE Team's discovery and design process with the customer, it was determined that **AireSpring could provide two 400mg DIA circuits as the primary connectivity with satellite backup and still significantly reduce the client's costs.**
- Without the extensive discovery process of the AireSpring Solutions Engineers, this additional value to the customer and the partner would not have been realized.

### Benefits:

- The customer's primary and backup **connectivity costs were greatly reduced.**
- Customer's need for SD-WAN and network security were met despite the challenging location and circumstances.
- Customer benefits from **AireCONTROL**, AireSpring's intelligent, AI-powered IT service management (ITSM) automation platform. This platform integrates real-time monitoring, alerting and case creation of the entirety of the VMware and Fortinet solutions and AireSpring's global connectivity network; all fully managed by **Tier 3 Engineering POD support.** Airespring provided a superior co-managed solution.

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

Email: [sales@airespring.com](mailto:sales@airespring.com), call [888-389-2899](tel:888-389-2899), or visit [www.airespring.com](http://www.airespring.com).