



AIRESPRING PARTNER SUCCESS SPOTLIGHT



100% Channel AireSpring is Excited to Announce Multi-Million Dollar Partner Win with a Large Heavy Equipment Leasing Company

Customer:

Large Heavy Equipment Leasing Company –
Farming Equipment.

Challenges:

Regional customer with a multi-state
79-location footprint:

- Having difficulties managing multiple carriers
- Experiencing inconsistent bandwidth capacity at each location
- Processing 20+ complex billing statements monthly
- Outdated legacy Cisco networking equipment approaching end of life
- Suffering business impacting service outages and receiving poor service and support

Solution:

Standardized solution at each location:

- Managed Fortinet Secure SD-WAN and Firewall
- Integrate network and security for a seamless experience
- AireSpring's managed services were highly recommended by the Technology Advisor

AireSpring's expertise was put to the test as a part of the client's due diligence:

- Fortinet Engage Expert-level partner
- A broad range of Fortinet SD-WAN, Firewall and cybersecurity expertise
- Designed and delivered a fully managed Fortinet Secure SD-WAN and Firewall solution combined with consistent AireSpring connectivity for each location
- Displaced legacy Cisco and numerous local ISPs

Benefits:

- Future-ready, fully integrated, reliable and scalable network
- Single-sourced, fully managed solution with circuits, SD-WAN and security on one-bill across all 79 locations.
- Complete network visibility of Fortinet solutions through AireSpring's AlreCONTROL ITSM Automation Platform.
- AireSpring's global connectivity network; all fully managed by Tier 3 Engineering POD support.
- Significant support cost savings from displacing Cisco and numerous disparate service providers.

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

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