



# AIRESRING PARTNER SUCCESS SPOTLIGHT

## 100% Channel AireSpring is Excited to Announce a Strategic Partner Win with a Multi-Location Software, Service & Technology Company

### Customer:

A multi-site IT, GIS (Geographic Information System), advanced analytics and operations software and technology company supporting large utility providers nationwide.

### Challenges:

- Interconnecting multiple locations and data centers while facilitating a primary data center move and migration.
- Required reliable large bandwidth point-to-point circuits, plus DIA connectivity for their headquarters and 4 data centers.
- Moving large CAD files in/out of cloud and cloud infrastructure providers.
- SLA shortfalls and billing issues across multiple incumbent service providers.

### Solution:

AireSpring's Solutions Engineers designed a managed connectivity solution tailored to the customer's unique infrastructure requirements that can meet current data center migration needs and all future network growth requirements.

- Linked the customer's 4 data centers with diverse point-to-point 10G Ethernet circuits, with connectivity migration support from a legacy data center.

- Connected headquarters and other office buildings with up to 2G redundant high-speed DIA.
- Included **AireCONTROL**, AireSpring's automated IT service management platform that provides complete network performance visibility and control via a single pane of glass.
- AireSpring's Tier 3 Engineering AirePOD and dedicated project managers worked with the customer during the entire installation and operational process, providing project management and 24/7 ongoing support.

### Benefits:

- Customer now has a single-source managed solution seamlessly connecting their data centers and corporate facilities with reliable, high-speed Ethernet and DIA circuits engineered to exceed SLA requirements.
- Customer benefits from unmatched customer support and a single invoice.
- 360° view of entire network via **AireCONTROL**, our proprietary AI-powered IT Service Management Platform.

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).