

## MicroCorp and Cato Networks Strike Massive SD-WAN Deal with Global Manufacturer

A large, U.S.-based fragrance and home decor conglomerate – with operations in 19 countries and worldwide manufacturing and distribution facilities – sought a network solution that could efficiently connect existing locations while also adding visibility and reducing downtime.



### THE NEED

- To transition off an MPLS network due to the high costs of circuits
- A strategy that leveraged commodity internet circuits at the edge with an SD-WAN solution for the middle mile
- To run specific, mission-critical applications over that network, including voice services and an ERP system

### THE ACTION

Virtual Telecomm – and its master agent, MicroCorp – called upon Cato Networks to close the massive SD-WAN sale.

The client previously had a Cisco-based network and a firewall solution in place at several branch offices. Cato's solution converges SD-WAN and firewall as a service, which reduces maintenance, patching, and management costs for the client.

Cato's ability to handle security is woven into the fabric of the company's core. Instead of offering a managed solution for another company's technology, SD-WAN is wholly built on Cato's code.

## THE RESULTS

Although the solution is still in the deployment phase across the client's many locations, the company has already

- increased savings on voice connectivity and data services
- benefitted from decreased downtime and increased visibility across their enterprise
- stopped dealing with multiple interfaces

The company's IT team can simply go to the Cato portal and manage all of their networking and security needs.

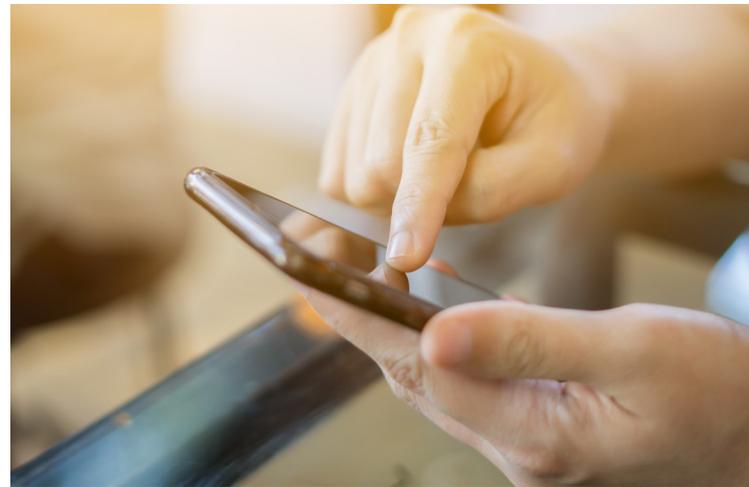
Cato Networks is also unique in that they have their own private backbone. When the client needed to run those mission-critical applications across vast distances, trusting the public internet to be the middle mile was not something they were willing to do. They needed to be on a backbone and with a provider that gave them an MPLS-like feel, without an MPLS price.

Anytime a company is looking to get off of a private MPLS backbone, leveraging the public internet as an access medium for their network security should be step one when considering an SD-WAN solution. Cato is the only provider that natively includes security within their offering.

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**“Security is essential when considering an SD-WAN solution. We’re the only global provider to natively include security within our SD-WAN service.”**

**Nick Fan, Vice President of Sales,  
Americas from Cato Networks**



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