MicroCorp Partner Seals Largest SD-WAN Deal in Channel History

THE NEED
A multi-site, U.S.-based retail and franchise chain, with more than 5,000 sites worldwide, needed a network solution that would efficiently connect existing business locations while adding visibility and reducing downtime. It needed:

- consolidated voice services billing
- cloud managed network infrastructure
- streamlined and expeditious rollout of retail stores
- consolidated and ubiquitous connectivity
- enhanced voice capabilities
- reporting metrics

- The company’s retail sites had aging infrastructure and old technology.
- Corporate IT didn’t have the expertise or staff to implement new technology.
- The company wanted to be prepared for digital transformation, IoT, and marketing analytics.

THE ACTION
MicroCorp’s partner:

- Moved the customer from disparate, difficult-to-manage legacy voice solutions to a ubiquitous cloud voice platform and Network as a Service from CBTS.
- Aggregated redundant and diverse connectivity from Hypercore Networks.
- Implemented and supported processes coordinated between CBTS and Hypercore NOCs and project managers.

THE DELIVERABLES:

• CBTS’s Network-as-a-Service — a Managed Meraki Utility including router, firewall, switching, wi-fi and security.
• CBTS migrated all locations to a common voice platform.
• Hypercore Networks’ redundant and diverse connectivity with terrestrial and 4G paths.
• Improved downtime and outages across multiple locations.
• Lower costs, better connectivity and security.
• Seamless failover among connections.
• No more technology obsolescence with hardware refreshes, upgrades, maintenance, and licensing.
• Next-generation network enablement for IoT, with future capabilities for user analytics and reporting.

THE RESULT:

MicroCorp’s partner is expecting $740,000/month from CBTS, and $710,000 from Hypercore’s broadband aggregation services.

The customer:

• Made no capital investments.
• Immediately saved across locations on voice connectivity and data services.
• Experiences decreased downtime and increased visibility across its enterprise.