



— CASE STUDY

# Harmonizing and improving network connectivity after a merger

## INDUSTRY

Pharmaceutical

## SOLUTION

Point-to-Multipoint  
EVPL

The pharmaceutical industry is experiencing pressures on pricing, the cost of drug development, and changing business models. To combat this, there is strong M&A activity to achieve scale, savings, and diversification of portfolios in the biotech space. There are also industry-wide aggressive digital transformation programs, leveraging big data to lower costs and shorten production cycles.

This research-based biopharmaceutical company, with operations in 175 countries and a focus on complex disorders like immunology, virology, oncology, and neuroscience, turned to Zayo to improve their network following an acquisition.

## The Challenge

Following the completion of a major acquisition in 2020, the customer needed to integrate the new company into their existing IT network. The goals of the integration were to improve network resilience at the new company, lowering overall network operating costs, and minimizing layoffs within the acquired company's IT staff. Prior to this project, the customer had Wavelengths and an Ethernet Virtual Private Line (EVPL) solution from Zayo. Their acquired company used a competitor's MPLS and Internet access service.



### There is strong M&A activity to achieve:

- Scale
- Savings
- Diversification of portfolios

# The Solution

Prior to the acquisition in 2019, Zayo won a contract to provide diverse Wavelengths to interconnect the customer's ten major data centers around the world, creating a secure data backbone. We then designed point-to-multipoint EVPLs using NNIs connecting their edge locations to eight of the data centers.

Following the acquisition in 2020, the company needed to extend their secure backbone network to the acquired company's 76 edge locations while modernizing their network.

To do this, we first added NNIs to the last two data centers. By using the existing capacity from our original solution and the new NNIs, we extended the service to the new edge locations with point-to-multipoint Ethernet. The Ethernet links were a blend of Zayo fiber and type II infrastructure sourced from Zayo's partners - with 50 of the 76 sites in Europe, Asia-Pac, South America and Africa.

The customer selected Zayo for this new extension contract because we offered them the most elegant solution at the most competitive rate. We designed a solution that leveraged spare capacity where possible, providing enhanced performance for the best price. Zayo fiber and third-party circuits provided access to the new edge sites, all billed by Zayo and serviced through our global Network Operations Center (NOC).



# The Benefits

The new solution enabled robust network connectivity at the acquired company's offices, manufacturing sites, and partner locations, with the following benefits:



Improved network diversity and higher network availability from the edge locations to the data centers



Consolidation of IT into the customer's existing data centers, further increasing savings



Lower latency to the data centers



Replacement of an older MPLS network, with reduced operating costs for the new network

Importantly, these savings allowed the customer to retain all of the acquired company's IT staff, resulting in no layoffs.

## Find out more about leading edge networks and datacenters.

Learn more about Zayo: [zayo.com/industries/healthcare/](https://zayo.com/industries/healthcare/)

### About Zayo

Zayo Group Holdings, Inc. provides mission-critical bandwidth to the world's most impactful companies, fueling the innovations that are transforming our society. Zayo's 126,000-mile network in North America and Europe includes extensive metro connectivity to thousands of buildings and datacenters. Zayo's communications infrastructure solutions include dark fiber, private data networks, wavelengths, Ethernet, dedicated internet access and datacenter connectivity solutions. Zayo owns and operates a Tier 1 IP backbone and through its CloudLink service, Zayo provides low-latency private connectivity that attaches enterprises to their public cloud environments. Zayo serves wireless and wireline carriers, media, tech, content, finance, healthcare and other large enterprises. For more information, visit [zayo.com](https://zayo.com).