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Success Story

Insurance Company Leverages Zayo's SD-WAN Expertise to Connect a Dispersed Workforce

The Challenge

A large financial insurance company was faced with a unique situation. With 6,000 office and agent locations across their enterprise, the organization sought to connect everyone by sending them "offices in a box."

To connect this dispersed workforce, the company opted to manage its new VMware SD-WAN by VeloCloud solution in-house. The VeloCloud solution provided them with stable performance for their new "office in a box" solution.

However, in order to successfully distribute the devices to their users, they needed support for configuring and deploying their new SD-WAN solution. Furthermore, they needed the internal staff to understand how to troubleshoot and manage the solution effectively.

The Solution

VMware brought Zayo in to work with a large customer to ensure the deployment of their SD-WAN by VeloCloud solution was successful and gave them the result they were looking for.

Zayo handled asset tagging, configuration, process integration, and shipping of the customer's VeloCloud solution. This opened up the customer's team to handle the rest of their kits that were going to their office locations.

Initially, the customer began with 500 devices and Zayo was able to turn those around in a matter of a few weeks. From there, Zayo configured and shipped the additional 18,000 devices.

The customer also had multiple data centers in their network that needed to be configured to operate smoothly with the VeloCloud solution. Zayo worked with the team to solve their unique configuration that doesn't rely on the VeloCloud gateways.

Furthermore, Zayo helped to implement the first VeloCloud 802.11x security protocol to ensure their network was secure. The customer's team worked side by side with Zayo to receive training, troubleshooting expertise, and ongoing management knowledge to keep their VeloCloud solution running smoothly.

Why the company chose Zayo

Deep SD-WAN expertise

Fast configuration and deployment

Vendor-neutral assistance

Ongoing management & support post-deployment

About Zayo

For more than 15 years, Zayo has empowered some of the world's largest and most innovative companies to connect what's next for their business. Zayo's future-ready network spans over 16.5 million fiber miles and 141,000 route miles. Zayo's tailored connectivity and edge solutions enable carriers, cloud providers, data centers, schools, and enterprises to deliver exceptional experiences, from core to cloud to edge.

Connect what's next for your business.

Learn more at zayo.com
Contact us with questions

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