

GLOBAL MANUFACTURING FIRM UPGRADES CORE NETWORK & CLOUD INFRASTRUCTURE AND REDUCES COSTS BY 50%

Migration from inflexible legacy MPLS and data center topology to virtual AWS backbone with dual-node DIA connectivity resulted in immediate operational and financial benefits.

CUSTOMER PROFILE

- Danish multinational
- 221 sites across 5 regions
- € 7.8 Million annual telecom spend

CHALLENGES

- Disparate IT infrastructure landscape
- Multiple invoices received from 20 different providers each month
- Minimal visibility into network performance and costs
- Static network with application load and performance issues
- Global migration management; 6-month time frame
- Business shift necessitated by Coronavirus pandemic

CHALLENGES

One of the largest engineering and manufacturing firms in Denmark, operating across all 5 major regions with 221 locations and 50,000+ employees, was working to integrate the locations of a recent acquisition into their existing infrastructure. Each site required robust connectivity services, but due to the geographic diversity, services were procured from a variety of global and regional MPLS providers, each of whom had individual and unique contract, payment, and service terms. This resulted in a disparate infrastructure that was costly, complex and difficult to implement, move, and manage. On the administrative side, hundreds of invoices were received every year, with varied billing periods and in multiple currencies.

The company's IT team was mandated to reduce telecom costs without sacrificing quality or performance. At the same time, they sought to standardize Internet implementations across all offices to reduce billing and management complexity. The network and infrastructure needed to be as resilient as possible, but within aggressive budgets and resource constraints. The business effect of the COVID-19 pandemic caused the company to expedite the time frame of this initiative down to 6 months to enable them to realize the performance, agility, and cost savings as soon as possible.

RESULTS

- **€ 2.6 Million Savings**
(95% achieved within 6 months)
- **Consolidation to 6 Providers**
- Standardized state-of-the-art network architecture featuring increased bandwidth, improved flexibility & agility and redundancy at all 221 sites
- Portal-based visibility into service inventories and related contracts, accessible from anywhere in the world

ZERO COST TO THE CLIENT FOR ANY OF ADVANTAGE'S SERVICES, FROM INITIAL SCOPE OF WORK TO DELIVERY OF SERVICES

MINIMAL EFFORT REQUIRED FROM CLIENT

PROCESS

Advantage collaborated with the firm's internal IT team and an independent consultant to gain a clear understanding of their business, and then categorized their objectives into 4 focus areas:

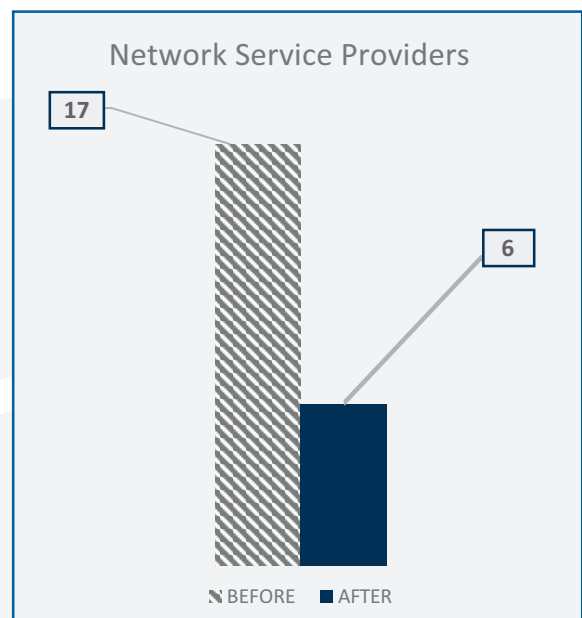
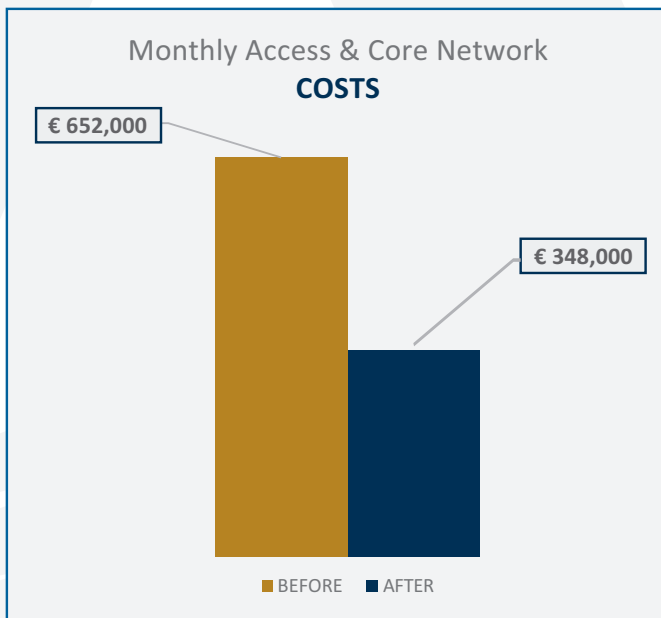
- Simplify and standardize the architecture, align connectivity strategy with the overlay network and performance goals
- Generate at least 30% savings while consolidating billing
- Leverage Advantage's vast industry knowledge, provider relationships, project management and support expertise

- Explore new technologies, including cloud, multi-cloud, SD-WAN and SD-Core, in search of cost-effective business continuity and modern network agility

RESULTS

Working together, the team designed a unified managed solution that would replace the client's existing physical data center-centric infrastructure with a completely virtualized one featuring Amazon Web Services (AWS). This type of infrastructure would be flexible and agile, eliminating any capacity restraints while adding resiliency and security.

For the network connectivity, this design replaced the existing MPLS network with dual-node Dedicated Internet Access (DIA), which offered the client a standardized configuration with greatly increased bandwidth and added redundancy at all 221 sites. The Advantage team solicited proposals from dozens of appropriate providers and selected those most cost-effective by location. Overall, this migration reduced access and core network costs from € 652,000 per month to € 348,000 monthly—**nearly a 50% reduction**. And with the Advantage dedicated Project Management team handling the implementation, all services were operational well within the desired 6-month time frame.



In terms of administration, this new network topology decreased the number of providers to 6, and the client can now access all their service inventories and contracts in Advantage's Command Center portal, regardless of provider, geography or currency.