

## CASE STUDY

### THE CHALLENGE

IBP Group's nine-year-old Wide Area Network based on MPLS technology connecting their European sites was exhibiting signs of strain: slow application performance, lack of capacity and slow responses from the MPLS carrier helpdesk compounded by high operating costs made a compelling case to look at alternative approaches.

IBP engaged the services of ERA, leaders in cost management and professional procurement to review alternative technologies, approaches and providers, with a focus on agility, reliability, performance and cost benefits.



**CONEX BÄNNINGER USES MANAGED SD-WAN SERVICE TO REPLACE EXISTING PAN-EUROPEAN MPLS WAN, RESULTING IN INCREASED PERFORMANCE, RELIABILITY AND REDUCED RUNNING COSTS**

### WHO ARE CONEX BÄNNINGER?

IBP Group, which trades as Conex Bänninger, has built a reputation as one of the leading innovators and manufacturers of high quality plumbing fittings and valves in the world. They work closely with industry professionals in the plumbing, HVAC, refrigeration, health sensitive and ship building sectors, to provide cost-effective solutions for applications such as sanitary, heating, gas, solar, compressed air and liquid gas systems.

### WHO ARE ERA?

Expense Reduction Analysts (ERA) are one of the world's leading specialists for cost management and procurement services. ERA optimise business costs and find innovative solutions to best meet company needs. They have extensive subject knowledge of professional negotiations with suppliers as well as qualitative subject knowledge.

### SETTING THE SCENE

MPLS Wide Area Networks have been the de facto standard in private networking for many years. With the explosion of cloud-based applications and corresponding growth in traffic, many MPLS customers are seeking supplemental technologies to 'offload' web-based traffic in cost-effective, secure and reliable ways to reduce congestion of the legacy, expensive MPLS access 'pipes' across borders. SD-WAN is the new technology standard to enable customers to create high performance, reliable, secure network environments for sites and users, utilising a mix of cost-effective Internet access links from local in-country Carriers and ISPs.

“ It was a natural decision to move forward with the solution and roll it out across all the international offices. ”

Project Manager at ERA



SD-WAN Appliance

## THE SOLUTION

After a highly successful proof of concept, Conex Bänninger selected Comms365 SD-WAN to replace its European Wide Area MPLS Network. Comms365's service platform was used to meet the primary goals of increasing network capacity and reliability of Pan-European site connections, as well as reducing network operating costs.

Project Manager at ERA comments:

"After undertaking a proof of concept of the SD-WAN solution across two international offices in the UK and Spain, IBP was really impressed by the solution from Comms365 and the throughput they could achieve from a bandwidth perspective."

## CONTACT US

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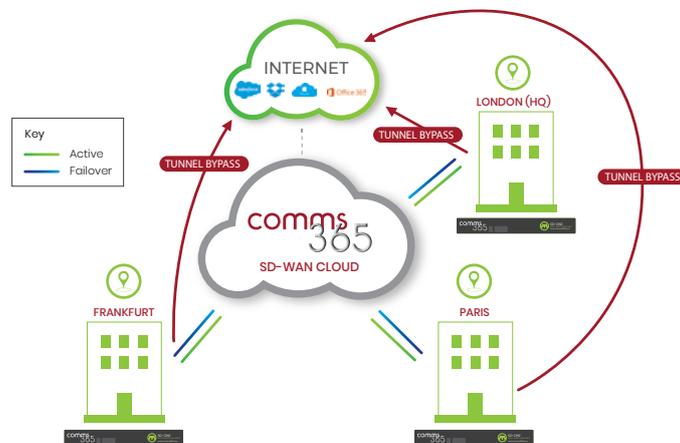
## WHAT IS SD-WAN?

Software Defined Wide Area Networking (SD-WAN) is a technology that enables agile and efficient management of private, Wide Area Networks. A SD-WAN solution can be configured and deployed within days, shortening the time to go live and reducing the overall cost of bringing a site into operation. Additional sites can be dispatched next day and added to the network in a few clicks. An easy to use network interface Portal is provided for network administrators, making additions, moves and changes instant and less complex. This highly secure, 'Cloud-based' approach to private Wide-Area Networking is a more flexible and scalable approach than utilising more expensive, hardware-based WAN technologies.

## FEATURES AND BENEFITS

- **Resilient failover** - Access cloud services without interruption
- **User portal** - Easy access and control of your network.
- **Carrier agnostic** - Utilise networks with the best coverage in your area or continue using existing connections.
- **Upgrade** - Available at any time to reflect the needs of your business.
- **Aggregated bonding** - To give you the advantage of bonding data volumes across different carriers charged at one tariff.
- **Private WAN** - Providing security, safety, speed and control.

## SD-WAN SOLUTION NETWORK DIAGRAM



Finance and IT Director at IBP comments:

"We have been very pleased with the solution from Comms365 which has been faultless. When compared with the MPLS network we had in place previously, we've been able to increase the capacity and reliability of our connections and at the same time reduce the overall cost to the group."

