

vCLOUD – CASE STUDY

Cloud Service Provider Gains Speed and Reliability from Fusion Broadband's SD-WAN

Client Brief

We were approached by Trevor Mifsud, CEO of vCloud Group, an 'End To End Cloud Network Solutions Provider'. Trevor had a need to address some performance issues that they were seeing across their customers' WAN infrastructure.

Being a service provider of 'PC over IP' remote desktop services, Trevor was finding that maintaining service as well as bringing new customers on board was often frustrated by a couple of key factors:

- Low bandwidth
- Resilience and redundancy

Low bandwidth on the uplink was often a limiting factor to deploying the solution and having redundancy was essential.

The PC over IP service gives the customers the ability to free themselves from extensive local infrastructure. Client PCs could be much lower specification models and all backup and maintenance could be centralised to the data centre.

Required Goals and Outcomes

vCloud's existing remote desktop service to their customers utilised VPN connections to achieve a number of outcomes such as remote management and local printing.

The need for more control over bandwidth and redundancy was what originally brought Trevor to Fusion Broadband to see if we could help manage those key requirements.

How did Fusion satisfy those needs?

Bandwidth

Fusion Broadband provides the ability to provide customers with the additional bandwidth required to access vCloud's solution, either through bonding additional Internet links, or using a hybrid deployment where 4G data would be used for upload bandwidth only.

Rapid Deployment

The speed of deployment was a big plus in this solution. Not only can the platform help provide the additional bandwidth, offer resilience and redundancy, but it can be deployed extremely rapidly - in most cases the next day.

SD-WAN Private Network

The natural progression of the above benefits was to bring all the endpoints in to one SD-WAN where Trevor can keep all his customers in one private network, but keep individual clients segregated from each other.

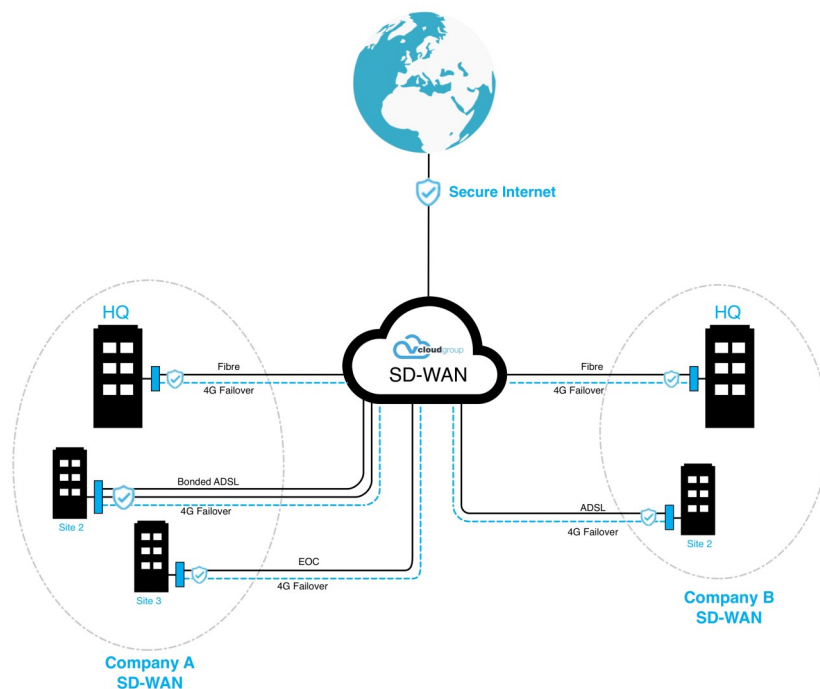
Cost Benefit

The cost benefit of deploying the Fusion Broadband SD-WAN platform is that it provides all the features and benefits required, and more, whilst retaining a profitable product for vCloud and keeping pricing to the end user very affordable.

The financial benefits of removing local infrastructure outweigh the cost of using Fusion Broadband to enable the PC over IP platform. Ultimately Trevor can continue to leverage the Fusion Broadband platform to keep growing his business and obtaining new customers.

Results

Fusion Broadband's ability to rapidly scale and deploy bandwidth enhancing, redundant connections over disparate technologies and carriers, meant that vCloud could manage their customer deployments with significantly more control and with a cost savings to boot.



For More Information

To learn more about how Fusion Broadband bonding and SD-WAN solutions can help solve your business and bandwidth challenges, visit fusionbroadband.com.au, call us on 1300 553 526 or email us at sales@fusionbroadband.com.au

