MERIPLEX | **MYRON STEVES**

Eliminating Network Outages To Better Serve Insurance Carriers And Customers

Recurring network outages meant lost revenue and connectivity to global carriers. SD-WAN changed that.

Industry:
Insurance Services

___

Challenges

- Recurring and business-impacting network outages
- Limited network-wide visibility and management

Results

- Eliminated network outages
- Fast and seamless network-wide deployment
- Replaced legacy routers with SD-WAN and its inherent routing capabilities
- Fully managed SD-WAN solution allows IT staff to focus on other business-critical activities
- Significant cost savings

Problem Situation

Myron Steves is an independent managing general agency and wholesaler working with overseas carriers that do not seek to be admitted in a state but are providing insurance services to customers in the U.S. To appropriately service customers, Myron Steves needs to stay connected to its insurance carriers at all times.

With three branch offices and numerous employees servicing local customers, Myron Steves depends heavily on its broadband connectivity. With an entirely virtual network environment by which all information is routed through a single internet provider, the company was vulnerable to disruptions. When connectivity between offices was interrupted, Myron Steves lost the ability to access its network, its customers, and insurance carriers. Outages resulted in lost business and put it at risk to provide timely service to its customers.

Myron Steves needed a solution that would enable it to diversify its network and reduce the risk of outages. In addition, the solution needed to be easily installed for quick connectivity in new branch locations as the business continued to grow.

Solution Selection and Implementation: Meriplex and VMware NSX SD-WAN by VeloCloud

Myron Steves sought a managed solutions partner who would understand the network connectivity issues it was experiencing and remedy the problem with a long-term solution that also provided Myron Steves with plenty of growth potential.

Myron Steves chose the Meriplex Managed SD-WAN Solution as it provided a cost-effective, turnkey solution that enabled Myron Steves to centrally access, monitor, and control its entire network.

Meriplex Managed SD-WAN Solution with VMware NSX SD-WAN by VeloCloud architecture transformed the network from one of sporadic and business damaging outages to one with redundancy and diversity, providing always-on network uptime.

Meriplex installed multiple broadband connections into each office and dual connections to remote locations. With this structure, network downtime was reduced to zero.

"Network outages were impacting our business as they were preventing connectivity to our carriers and customers, but the Meriplex fully-managed solution, with NSX SD-WAN by VeloCloud, eliminated these occurrences and put our confidence back in our network."

- RICK RADER
IT Director, Myron Steves

Fast and Seamless Deployment

Meriplex installed NSX SD-WAN Edges by VeloCloud in each office, which were then connected via NSX SD-WAN technology and leveraged through Meriplex cloud gateways. The installation of the new SD-WAN infrastructure was seamless and quick, with installation time affected only by the need to bring in additional redundant broadband carrier lines at office locations.

Fully Managed SD-WAN Solution

The Meriplex Managed SD-WAN Solution provides customers with all the benefits and competitive advantages that SD-WAN affords, while eliminating the IT demands of day-to-day management. With NSX SD-WAN, Myron Steves enjoys full dashboard access and can actively monitor its own network. Meriplex fully manages all change implementations and required network maintenance, allowing Myron Steves to focus on its core business strengths.

Routing without Routers

NSX SD-WAN delivers robust routing capabilities without the need for an additional router device. With its cloud-delivered architecture, NSX SD-WAN is built from the ground up to manage all cloud-required routing without the technology and hardware limitations of traditional routers. As Meriplex deployed its Managed SD-WAN Solution, it was able to replace all existing routers with NSX SD-WAN Edge Devices that provided the network routing capabilities Myron Steves required as well as introducing a level of flexibility and network-wide configuration changes that was not available before.

Significant Cost Savings

Costs associated with corporate-wide network management is extremely high. With today's network demands including virtual and cloud applications, a new architecture is needed to support the shift; however, the investment to make the change can be tremendous. Myron Steves found that by partnering with Meriplex for its fully managed SD-WAN solution which includes design and implementation of changes, its savings were profound. Eliminating the need for internal management of the platform, introducing increased network efficiency and the elimination of network outages saved Myron Steves approximately 30% of costs in that first year.

MERIPLEX

MERIPLEX

🌐 www.meriplex.com

Learn More

📍 connect@meriplex.com