

Livtech helps manage and support the bandwidth for a Silver Peak SD-WAN solution for a large organization with limited IT staff

C&S Wholesale Grocers is the largest, privately held, wholesale grocery supply company in the U.S. and the industry leader in supply chain innovation. They are a supplier to independent grocery stores, supermarkets, chain stores, military bases and institutions with over 137,000 different products. They are an engaged corporate citizen, supporting causes that positively impact our communities.

The Challenge

- Supporting Infrastructure at 60 sites across the US
- Working with over 30+ carriers
- Supporting over 300+ MPLS, DIA and Cellular circuits costing over 200k per month
- Company was growing significantly and the network was not in alignment
- Mainframes and mission critical traffic was not being prioritized
- Network did not provide back up, resiliency and adequate bandwidth to support the move to the cloud and the various applications on premise.
- Desire to standardize on a SD-WAN Platform that offered increase bandwidth, resiliency and simplified management
- Team did not have time to evaluate providers, nor did they have a budget to make changes

The Solution

- Provided them a single sourced solution through CommandLink
- Livtech provided a network audit of all WAN architecture and contracts
- Livtech provided a solution that reduced their run-rate and opex costs while dramatically improving their network operations, which was core to their business
- Cost justified the new network infrastructure by creating a positive ROI with payback in less than 2 years

The Result

- Implemented a nationwide, aggregated, Silver Peak internet based network that is fully managed
- Increased network speed by 11x
- Provided approximately 40% annual savings on network spend
- Reduced circuit inventory from 300+ circuits (MPLS, Internet, Cellular) to 180 internet circuits
- Streamlined customer operations and improved efficiency by working with a single provider
- Worked with our Silver Peak partner, Synaptek, on a managed Silver Peak SD-WAN solution
- Delivered a primary, secondary and tertiary connection while maintaining carrier and circuit diversity
- Livtech was contracted for the migration and on-going lifecycle support

"C&S had over 30 carriers and 350 circuits in its environment, leading to operational inefficiencies, increased costs and an infrastructure that was difficult to manage and support. Our network was disparate, lacked scalability and was not built to support the explosive growth in our business. Working with our preferred partner, Livtech, they were able to access our current environment, build a comprehensive go-forward plan by establishing the future state of our desired SD-WAN, supported by a strong ROI, and an accelerated TCO which ultimately helped get our project approved. Livtech was key to the approval process and critical to the over implementation and success of the project."

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Director of Infrastructure