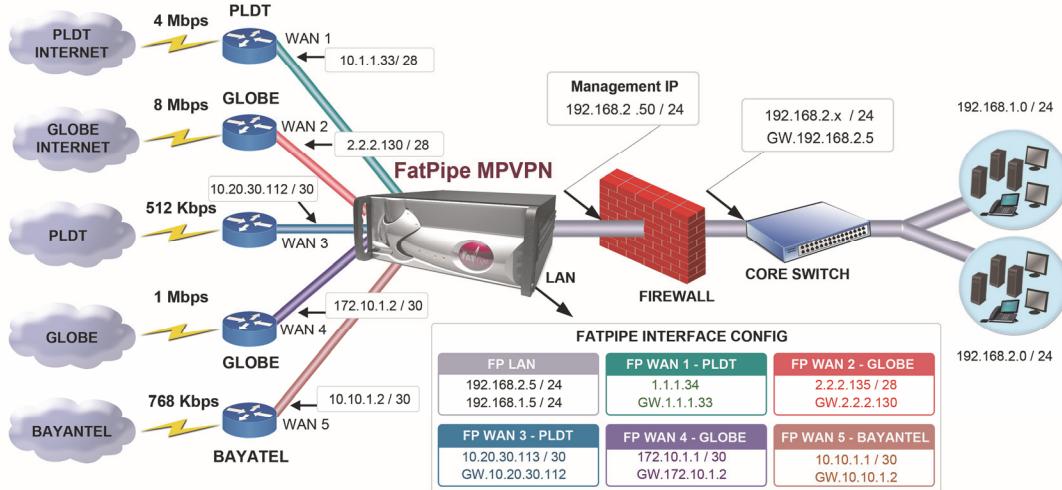

CASE STUDY: FATPIPE HELPS RETAIL COMPANY

Retail giant deploys FatPipe SD-WAN to its stores.

A leading retail company provides thousands of products to the market through 40+ store locations plus 10 distribution centers. Each of the company's 40+ store locations and 10+ distribution centers (DCs) are equipped with Point of Sale (POS) systems to provide customers with efficient, secure and fast order processing. They have deployed FatPipe SD-WAN solutions across 50 of their current stores and DCs. By the end of the year, it is planned to complete installation for 60+ sites and in the next 5 years, the organization will have over 100+ store locations and DCs connected using FatPipe SD-WAN. The customer wanted an "over the top" solution to have uniform WAN management and reliable uptime even for locations where their primary carrier does not have geographic reach.

FatPipe MPVPN



Each retail location accesses headquarter to update the price catalogue and other critical applications. With 50+ stores and DCs spread across multiple geographies, the WAN infrastructure has to be fast, secure, reliable and flexible. Any downtime or hiccups in connectivity equates to delayed order processing, lost orders and customer dissatisfaction. The organization chose FatPipe Networks' SD-WAN solution which reduced overall network costs and utilizes multiple lines at each site. Most importantly, with geographical dispersity, management chose FatPipe SD-WAN zero touch management which allows for easy, low cost deployment of new sites.

Situation / Challenges

Prior to the FatPipe SD-WAN deployment, the retail chain faced many challenges: –

- Inability to aggregate all available WAN links between the HQ and remote sites, resulting in poor bandwidth utilization.
- No load balancing or automatic failover to other lines. Access to mission critical applications and services would be impossible in the event of a carrier outage, which was unacceptable to the business.
- Inefficient utilization of mission critical WAN. All the branch locations had minimum 2 links utilized in Active – Backup mode. The failover was Manual.
- Inability to prioritize or optimize traffic and guarantee bandwidth for mission critical applications.

CASE STUDY: FATPIPE HELPS RETAIL COMPANY

Today, using FatPipe's SD-WAN overlay solution, each site can access the pricing system, inventory applications, and POS system without the fear of loss of data due to the possibility of an outage. Since FatPipe SD-WAN solution features auto-subsecond failover, automatic load balancing and the ability to aggregate data lines for increased speeds, data transfer and order processing no longer experiences delays or disruptions.

Solution

- FatPipe SD-WAN combines multiple data connections at the Head Office, DR facility and all the store locations.
- Load Balance traffic on all available paths both on the Internet and Private lines. Automatic failover to additional lines in case of link failure ensures uninterrupted service availability.
- Aggregates multiple data connections of similar or dissimilar speeds without BGP programming, saving money, time and resources.
- FatPipe SD-WAN provides encryption and failover
- Policies propagate automatically to branch store locations.
- Centralized reporting system provides granular visibility, reporting and management capabilities.
- The FatPipe solution can be configured to send business critical Internet bound traffic through the IP-VPN or MPLS when required offering utmost flexibility.

Benefits

Today, the enterprise benefits from the highest levels of WAN Reliability and redundancy utilizing a combination of MPLS, DSL, Wireless and Broadband connections at all of their stores.

- Increased bandwidth utilization using several load balancing methods or algorithms.
- Provides automatic fault tolerance, notification and restoration of mission critical site to site services.
- Assures that critical business applications are given high priority and seamless failover
- Uninterrupted WAN connectivity over a competitive Hybrid, cost effective WAN infrastructure

The retail giant also enjoys the added benefit of FatPipe's SD-WAN overlay, patented security technology, MPSSec, which provides an additional layer of security. FatPipe's SD-WAN is the perfect solution for this retail chain. Their staffs are particularly impressed by the responsiveness of the technical support group, making it that much easier to integrate its new and improved system.

Quote from the ICT Manager, "With our massive hyper growth and the current challenges of truly serving the underserved communities in the country, our partnership with FatPipe is one of the best strategic IT decisions that we have made as an organization. With FatPipe we are able to create a truly nimble, robust SD-WAN, and future-ready IT infrastructure. Added to that is the excellent customer service support that we are getting from their team. We are extremely happy with this partnership."