



Orchestrating Hyperconnectivity

CUSTOMER USE CASE:

PALO ALTO CLOUDGENIX SD-WAN

Business Challenges

- The company operated a 25-site MPLS network with critical applications single-threaded to each site. Network outages would impact employee productivity and operations. For example, if the MPLS network is down in China, data would be unavailable for the ERP system hosted in the U.S.
- The MPLS network was provided by carriers with minimum spend commitments. The company experienced constant outages, yet no sense of urgency from carriers for problem resolution and generating RFO (Reason for Outage) documentation.
- U.S.-based application instances could only be reached by employees outside of the U.S. via the global MPLS network with slow performance and high local loop costs. As the company's reliance on cloud-based applications increased, end-user experience was severely down-graded due to network performance.
- Due to the locked-in nature of carrier contracts, the company moved forward with the carrier-owned "black-box" SD-WAN solution. After 6 months of effort, the implementation failed, with the carrier confirming that the solution design could not be delivered.

Globalgig Solution

After the failed carrier SD-WAN implementation, the company considered several options including Cisco Meraki, SilverPeak, and Viptela from a top U.S. carrier. Globalgig worked closely with the customer to understand requirements and project goals, providing a non-biased view on platforms and global SD-WAN technology trends. The customer selected Globalgig to step in and provide a carrier-independent, edge-based SD-WAN solution on the Palo Alto CloudGenix platform.

Industry

Chemical Manufacturing

Company

With more than \$3 billion revenue, this global company develops and manufactures specialty chemicals, high-performance carbon materials and engineered polymers that purify, protect and enhance the world's environment. The company's products are used in applications such as agrochemicals, adhesives, coatings, lubricants, asphalt paving, bioplastics and automotive components that reduce gasoline vapor emissions. With facilities in the North and South America, Asia Pacific, Europe, Middle East and Africa, the company operates a global network of manufacturing plants, technical labs, sales offices, warehouses and distribution centers. The company employs over 1,700 employees worldwide, a leader in exploring and delivering high-performance chemicals and engineered polymers that make the world more sustainable.

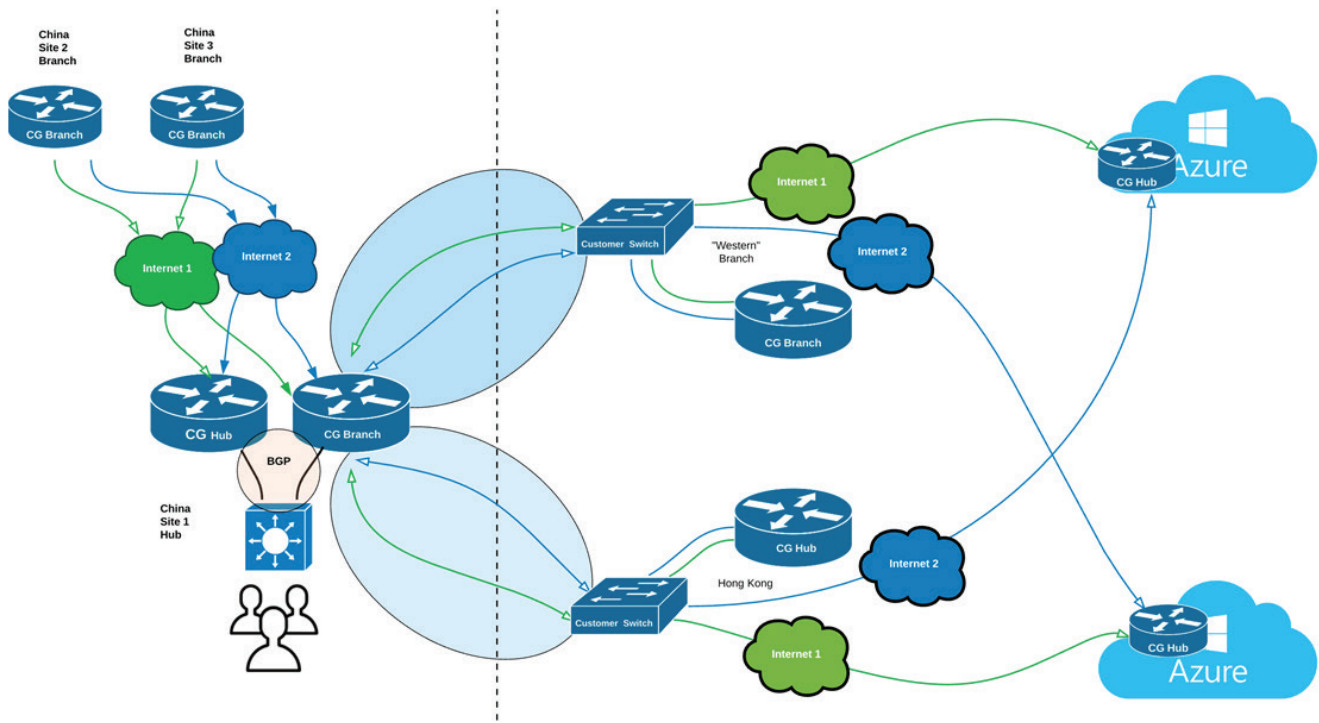
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Key design requirements included:

- Network Resiliency with dual connections at each location providing carrier diversity
- Improved Connectivity for hard-to-reach locations such as China
- Increased Network Throughput to drive IaaS and SaaS application adoption
- Integration with the company's global firewalls
- Custom-engineered solution with customer co-management rather than a black-box solution



Solution Developed:

- Globalgig designed an edge-based SD-WAN on the Palo Alto CloudGenix platform that gave the customer:
 - Single unified global control plane
 - Application layer visibility via AppFabric- increasing network intelligence from day 1
 - Application aware best-path routing that leverages all connections simultaneously for best performance and increased uptime
- Integration with the customer's global Palo Alto firewalls allowing for offloaded routing intelligence, standardization, and security policy scalability
- Resilient Network Connectivity: Internet-based global network with dual, diverse carriers as well as last-mile loop providers
- Hubbed private lines out of China to mitigate against changes in China internet policy

With Globalgig's tailored solution, the customer can leverage the benefits of a nimble, high-performance, cloud-first infrastructure to deliver improved end-user experience, while saving over 40% of overall network expenses.