

Network upgrade delivers speed, security and savings to an international retail leader

Challenges

- The customer sought a transformational networking technology upgrade from legacy MPLS and T1 access circuits to address insufficient bandwidth and rising costs
- Expensive satellite circuits used for access backup not only suffered from high latency and limited bandwidth, but also were being decommissioned by the incumbent vendor
- Limited T1 bandwidth and MPLS star topology did not deliver the speed necessary to support next-gen business applications such as guest WiFi, customer activity heat mapping, or employee tablets for inventory management and customer service
- A large security breach in the mid-2000s made information security – going beyond a PCI-DSS compliant solution for credit and debit cards – a critical priority
- Geographic locations and site types spanned multiple carriers, requiring a solution that managed different access types and providers

Solutions

- Existing T1 access circuits were replaced with broadband circuits delivering at least 5X bandwidth at lower cost
- Granite selected Fortinet to replace the MPLS configuration with a Fortinet SD-WAN solution based on features as well as the focus on network security and next-gen firewall technology
- Using the Fortinet edge device built-in extenders, 4G LTE provided failover circuits if the primary links went down
- SD-WAN capability enables automated failover and failback along with application prioritization, so critical business applications are always available
- Granite rolled out the solution by first refining the procedures at a few stores and then ramped up to completing up to 100 site turn-ups per week
- The rollout – including installing new equipment, wiring and removing old equipment – was scheduled outside of store hours; installation included developing rollback procedures eliminating the potential for business interruptions

Customer Profile

Industry

Retail

About

- Multinational clothing and home goods retailer
- 4,000+ locations across the US, Canada, Europe and Asia-Pacific
- Annual revenue in excess of \$20 billion
- Existing Granite customer for POTS lines

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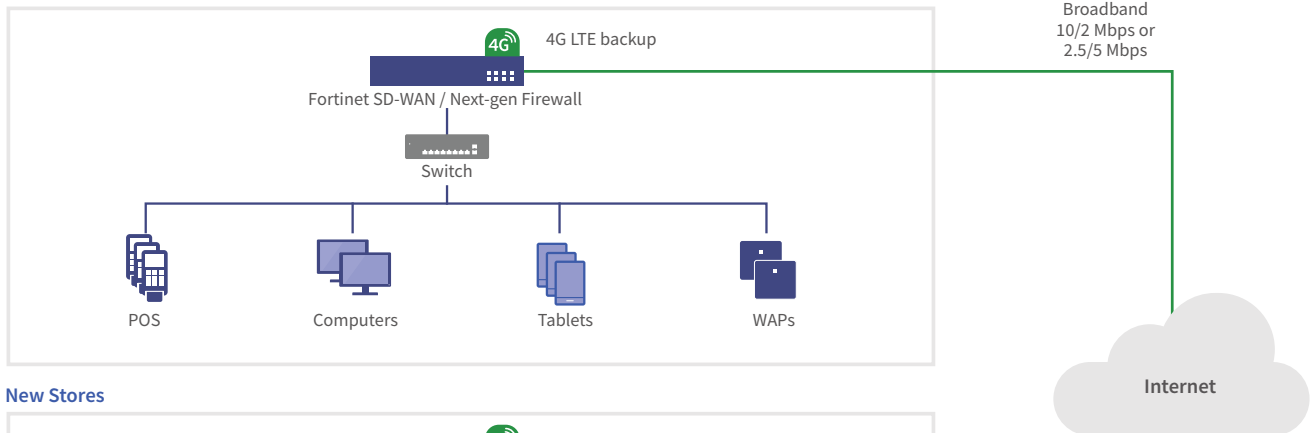


Granite is proud to be Fortinet's
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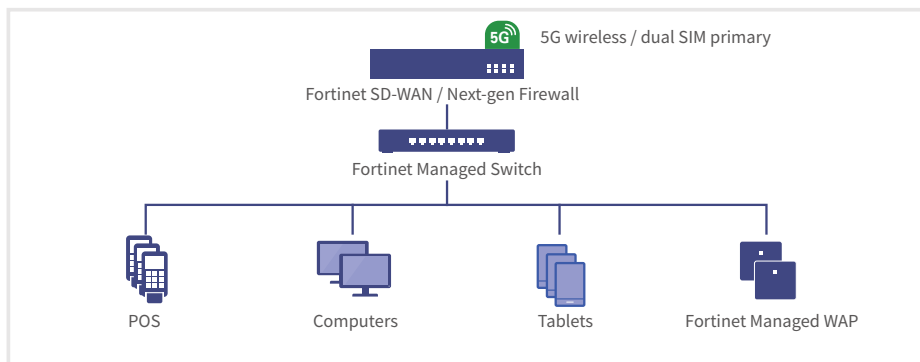
Solutions *(continued)*

- Granite Managed Field Services handled the deployment end-to-end, including scheduling, equipment procurement and configuring, shipping, and dispatching of field technicians to performing the installation and turn-up
- Managed Field Services also handled decommissioning and proper disposal of old equipment
- At high volume and new locations, Granite is delivering a full-stack Fortinet solution, including managed routers, switches, 4G extenders and wireless access points

Traditional Stores



New Stores



Results

- Migration from MPLS with T1/satellite to SD-WAN with broadband/4G LTE provides significant cost savings while increasing bandwidth to enable next-gen business applications including POS, inventory and WiFi
- Redundancy and reliability were added with 4G LTE wireless backup
- Next generation Fortinet firewall provides integrated threat protection with full visibility into users, devices and applications across the entire attack surface to increase confidence in security protocols and help ensure PCI compliance
- Aggregation of multiple access providers enables Granite to provide the customer with one bill and one point of contact across multiple carrier footprints