

Financial Services Company capitalizes on Opex Technologies and Windstream's portfolio to deliver a \$19.4M, 5-year deal with SD-WAN!

A diversified financial services company headquartered in Pittsburgh, Pennsylvania operating in eight states with more than 400 banking offices was facing a common dilemma in their industry. Due to merger and acquisition activity over the years, they were dealing with many inherited and disparate technologies from multiple vendors. This was posing a significant challenge to efficiency in operations and a consistent client experience.

Opex Technologies, a sub of CNSG, who specializes in helping clients make critical technology decisions, knew just where to turn to solve for the client's issues. Guided by the recommendation of Opex Technologies and based on the ability to combine both network and professional services from a single provider, a 5-year deal with a \$19.4M TCV was signed to provide the network to support their plan.

Windstream will be expanding the existing network footprint in support of the client's plans to standardize on a centralized VoIP platform across their entire enterprise. We are providing a 10MB MPLS/internet connection, managed router, and 4G wireless backup to all branch locations. To many other smaller/non-branch locations, we will be providing a two-circuit Concierge managed SD-WAN solution. Additionally, for the new client locations, Windstream Professional Services has been engaged to help prepare, install, and activate the new circuits at all locations. Solution turn up will occur throughout the first half of 2018.

Banking enterprises with geographically distributed branch locations represent a strategic vertical for Enterprise and fit squarely within our Right to Win scenarios. With customer relationships core to this client's success, they recognize the need to invest in technologies that deliver a better, more personalized customer experience while increasing operational efficiencies that use cloud platforms to integrate their legacy systems with new front-end capabilities.

"Opex Technologies has years of experience advising the financial vertical. Windstream's solution portfolio is a perfect fit for the industry. Our collaboration on this opportunity was great from the start and the end result was a strong win for both companies"

Andrew Butts, Channel Manager, Windstream Enterprise

To get started on your own epic win, contact your Channel Manager or visit windstreamenterprise.com