

CDW lends Windstream Enterprise a hand in \$18M financial services win

A consumer finance company in heavy acquisition mode was recently tasked with creating new IT and operations strategies to support the addition of over 70 sites per year since 2015. Network and connectivity issues with their previous provider made for a challenging experience to deliver the critical voice and data stability required to support their 450+ branch locations across 22 states.

In partnership with Avant Communications and CDW, Windstream Enterprise worked alongside this company to respond to their unique needs, acting as a true business partner by customizing our business practices to secure and strengthen the relationship. The net result of this collaborative partnership was a 514 site Ethernet MPLS Network with MNS worth over \$18 million over five years. In addition, Windstream Professional Services was engaged to prepare, install and activate all new technology (both Windstream Enterprise serviced and non) at all locations yielding an additional \$2.5 million in revenue. Lastly, Windstream Enterprise is creating “labs” with SD-WAN technologies to help the customer determine the right SD-WAN solution to migrate the business to in the upcoming months.



“Collaborating with the Windstream Enterprise sales team was quite easy. Together, we designed a solution to achieve the customer’s current technical requirements. We also provided a clear roadmap that will ultimately enable the customer to grow and evolve into a next-generation network with Windstream and CDW.”

-Adam Carreno, CDW

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

