

ECS and Windstream Enterprise educate customer on benefits of SD-WAN, secure \$1.1M new logo deal

When a southeastern state's Board of Regents contacted Enterprise Communications Services (ECS) about replacing costly voice and network solutions in one of the largest, higher education systems in the state, Shaun Bloyer, ECS Partner, raised his hand.

They were more than open to graduating to a cloud-based solution that would not only address current and future bandwidth needs, but also honor the GSA scheduled 70 pricing. Knowing the cost advantages of Windstream Enterprise's SD-WAN over legacy MPLS, ECS knew that Windstream Enterprise was a great fit for their needs.

After doing the required homework and consulting with the customer over a series of site reviews and engagements, a 40-site SD-WAN solution that leveraged Windstream Enterprise's Cloud Connect solution and featured multiple broadband connections for redundancy was proposed. The deal represented a significant cost savings to the customer and netted a TCV of over \$1.1M, with the potential to double in value as local community colleges have expressed interest in being part of this solution. This was a win-win for all parties involved and ECS earned an A+ on this assignment.



“Windstream Enterprise brings the perfect mix: superior SD-WAN technology, their team’s expertise, and extensive experience in providing these services to large enterprise customers. Their unique ability to provide a robust networking solution and nationwide footprint makes them the ideal carrier for customers with complex requirements.”

Shaun Bloyer, Partner at Enterprise Communication Services

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