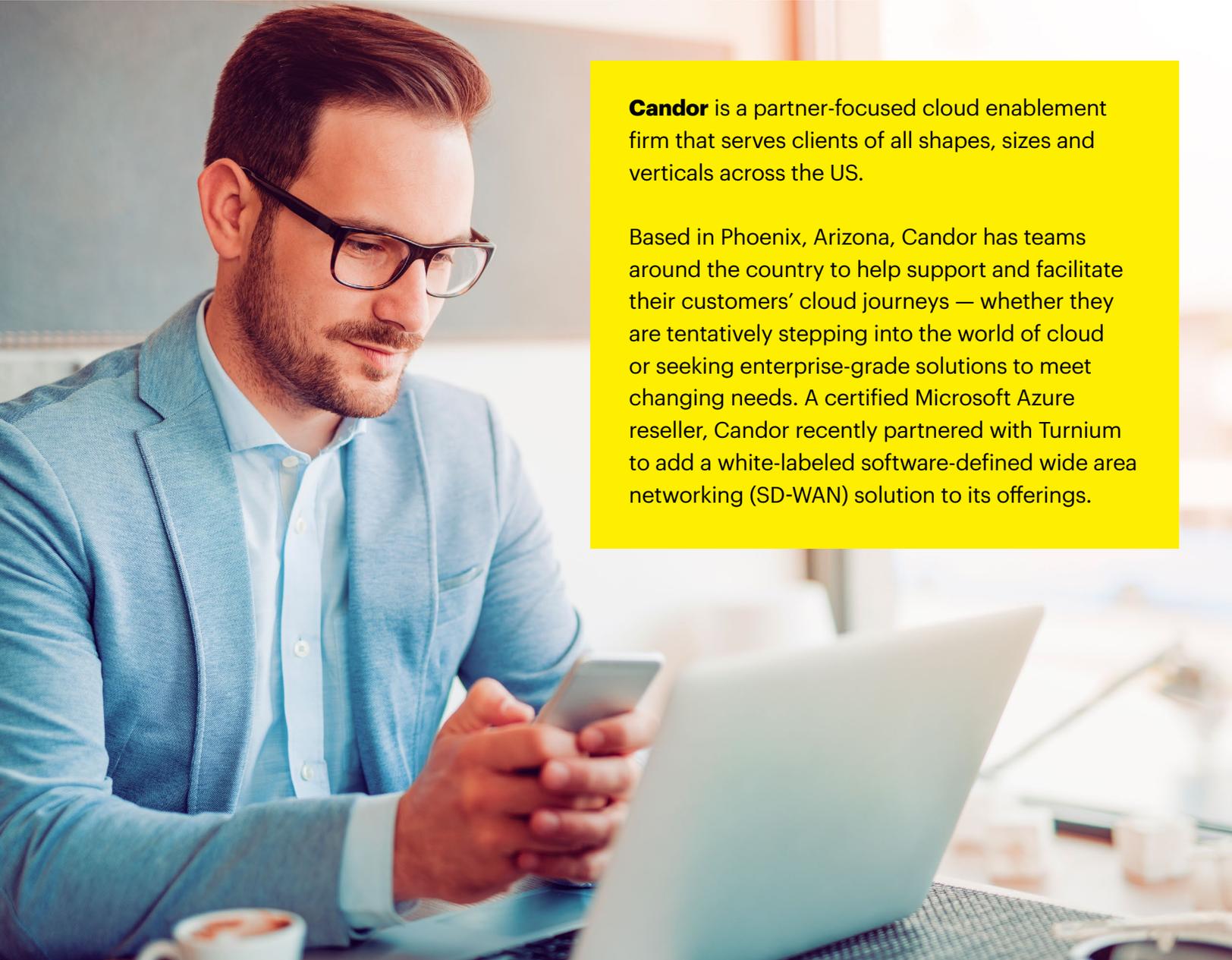


How Candor Uses Turnium SD-WAN to Simplify Cloud Migration



Candor is a partner-focused cloud enablement firm that serves clients of all shapes, sizes and verticals across the US.

Based in Phoenix, Arizona, Candor has teams around the country to help support and facilitate their customers' cloud journeys — whether they are tentatively stepping into the world of cloud or seeking enterprise-grade solutions to meet changing needs. A certified Microsoft Azure reseller, Candor recently partnered with Turnium to add a white-labeled software-defined wide area networking (SD-WAN) solution to its offerings.

Why Candor Chose Turnium

SD-WAN as a networking solution wasn't new to the team at Candor. They recognized and understood its benefits — but they also saw clients resisting the technology because of the complexity and cost of implementation.

Did You Know? The North American SD-WAN market is projected to hold a major revenue share of **more than 45%** by 2026.

With Turnium, Candor saw an opportunity to bring value-driven SD-WAN expertise in three key areas:



Performance



Resilience



Reliability

Candor saw something different in Turnium's SD-WAN solution. It was:

- **Simple** — easy to implement and maintain
- **Carrier-agnostic** — works with existing MPLS contracts
- **Cost-effective** — provides a superior solution at a fraction of the price of competitors
- **Flexible** — allows deployments to grow and change as businesses do
- **High-performance** — built-in failover capabilities assure reliable, resilient connectivity
- **White-label** — allows Candor to sell it as their own product, not as a reseller
- **Support Public and Hybrid Cloud** — public hyperscale clouds such as Microsoft Azure can easily be integrated into Turnium deployments

How Turnium SD-WAN Benefits Candor Clients

The clients Candor works with have diverse challenges — and specific individual needs. But the common thread is a need for cloud migration assistance and the potential to benefit from an SD-WAN solution.

Security and Compliance

One of Candor's services includes helping clients ensure their cloud-based solutions are secure and compliant. This service proved critical to a contractor working with the US Department of Defence, who needed to ensure all systems met new requirements under the federal Cyber Maturity Model Certification (CMMC) process. The contractor was already working with a different managed services provider, but asked Candor to come in and assess their security and compliance.

The Candor team flew out to assess the current setup, provided a complete report, and ultimately was asked by the contractor to provide compliance-as-a-service on an ongoing basis, to ensure the company could continue bidding on DOD contracts.

“ We helped transition their environment and ensure they were secure and compliant, all at a very economical price point. ”

Bruce Kilbourn, VP Operations

How is SD-WAN good for security?

SD-WAN solutions are capable of [maintaining security](#) without compromising performance because of their built-in failover and encryption capabilities. Many security features can be implemented directly through SD-WAN platforms, reducing cost and complexity.



Flexibility and Agility

The healthcare vertical makes up a significant portion of Candor's client list — and when the pandemic first struck in early 2020, many of those medical professionals needed a way to continue to serve their patients safely. Working with disparate systems across a network of clinics, they did not have the infrastructure or resources in place to pivot to a telehealth model. So they called Candor.

Within two weeks, Candor was able to standardize clinical systems on public cloud-based platforms and transition the clinics to a remote setup that would allow staff to work remotely and treat patients via telephone — all on their existing infrastructure.

“ We quickly realized after working with Candor that we should have called them sooner. They solved ongoing issues we had for years and have now set us up for long term growth and success. ”

Cedar Valley Medical Specialists

How is SD-WAN good for flexibility and scalability?

Flexibility and agility are inherent in SD-WAN technology. Because SD-WAN is (or should be) carrier agnostic and does not involve significant deployment and configuration processes, SD-WAN is ideal for organizations with existing network solutions that need to scale up, down or rapidly pivot.



Updating Legacy Solutions

Many organizations depend on legacy systems — and when the staff who understand and maintain those systems retire or move on, they face a critical problem. One Candor customer came to them for assistance after losing their key [Lotus Notes](#) engineer and realizing, after several years, that they couldn't just wait until the system failed to find a new solution.

The Candor team was able to access the antiquated systems and data and reverse-engineer a solution that offered all the same functionality — with the added benefits of greater stability, current security and cloud access.

Did You Know? Organizations that modernize legacy systems can reduce production costs by as much as 500%.

How is SD-WAN good for updating legacy systems?

An SD-WAN solution allows companies to [ease into a cloud transition](#) without hefty upfront hardware investments or significant carrier contracts by building hybrid L2/L3 networks and by implementing cloud-based instances of SD-WAN nodes to make those cloud services part of the private, secure corporate WAN.

SD-WAN: The Right Solution for Every Organization

Turnium's SD-WAN solution can simplify networking and cloudification for organizations of all sizes and verticals. Whether you're trying to connect branch offices, remote sites or teams working from home or on the road, the Turnium solution can ensure the performance, reliability and resilience of your network at a fraction of the cost of traditional solutions.

“ I was just completely blown away by Turnium's offering. And I saw how the product is designed to work and what components are needed at the customer locations, I immediately thought it would work for all of our clients. ”

Corinne Spears, Chief Technology Officer

Want to learn more? **Contact the experts at Turnium** today to **book a free demo or discuss what we can do for you.**

Turnium Technology Group, Inc.
Direct: +1-604-398-4314
N.A. Toll Free: +1-888-818-3361
Email: sales@turnium.com

1127 West 15th Street
North Vancouver, BC V7P 1M7

turnium
TECHNOLOGY GROUP INC.