

Case Study

QX.Net Delivers Superior Services to the Bluegrass State with Turnium SD-WAN

Kentucky's largest dedicated wireless internet network selected Turnium for its partner-friendly business model and high-performance SD-WAN technology.



For over 20 years, QX.Net has delivered scalable and reliable internet, voice, data center, and SD-WAN solutions to businesses across Kentucky.

Operator of the Bluegrass State's largest wireless network, QX.Net prides itself on delivering superior connectivity options beyond the traditional wired connections.

In 2018, QX.Net required a Software-Defined Wide Area Network (SD-WAN) solution for a large and time-sensitive project. The QX.Net team researched the SD-WAN market but none of the mainstream vendors met their specific technology requirements.

QX.Net learned about Turnium from a simple Google search.

“When we first engaged with Turnium, we were immediately impressed by the team’s understanding of our business and their technical knowledge of the use cases we were striving for;” said Alex Ball, Vice President of QX.Net.

Following due diligence, QX.Net embarked on a new SD-WAN journey with Turnium.

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QX.Net

Why Turnium is the Right Fit for QX.Net

QX.Net selected Turnium as their SD-WAN vendor of choice for several reasons.



White-Label Solutions

Firstly, QX.Net valued the white-label nature of the solution. “We could sell our own-brand SD-WAN immediately,” said Ball. “This was a key deciding factor for us as we wanted our QX.Net brand attached to the SD-WAN solution.”



No Hardware Constraints

Secondly, of all the vendors QX.Net evaluated, Turnium was the only one that permitted them to run everything on their own infrastructure and equipment (hardware, network links, and so on). “Our success is leveraged on our own infrastructure and equipment so we wanted to make sure that whatever we selected could be owned and controlled entirely by us,” said Ball.



Feature-Rich Technology

Turnium’s feature set mapped perfectly to QX.Net’s requirements. This included both the technology benefits and the business model benefits: Turnium is solely focused on service providers and licenses its solutions accordingly.



Innovative Roadmap

QX.Net was also impressed by Turnium’s growth path. “We could see on the roadmap that there was a lot coming down the pipe that aligned to our needs, like IPV6 support, container support, and so on,” said Ball. “It’s clear that Turnium is a progressive company that will keep us on the cutting-edge of SD-WAN innovation.”



Fast to Deploy

Finally, QX.Net had a critical project that required a fast solution. “As well as ticking all the required technology boxes, Turnium could also be deployed rapidly to keep our project on track,” said Ball.

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QX.Net



High-Performance from the Outset

Turnium's feature-rich solution solved many problems that QX.Net had been experiencing. "For the first customer, they could set up the head-end aggregator and establish the PWAN easily and simultaneously," explained Ball.

The customer had voice services and videoconferencing internal to their LAN. However, they had offices in New York City, Louisville and Lexington, Kentucky. The New York office was approximately 43 milliseconds away so any additions to that baseline latency could have caused a big problem. "The other SD-WAN solutions we investigated were third-party off-net. They would have forced us to carve out a block of our IP space, allow them to announce it, and loop all traffic through wherever that other party had a point of presence," said Ball. "With Turnium, we could mitigate the latency and keep it on the network. This was a much better fit for us."

QX.Net valued Turnium's Private Wide-Area Network (PWAN). For that first customer, they could perform an aggregator setup and a PWAN set up at the same time. "That was a big deal for us," said Ball. "I also really like the dynamic QoS that Turnium provides. It is a big talking point when speaking to customers and explaining the benefits of SD-WAN."

A True Partnership

QX.Net was looking for an SD-WAN vendor that could meet their requirements. What they got was a technology partner that offers them the autonomy to deliver their own-brand solutions but that works closely with them when they need it most.

“With Turnium, you don’t just get run-of-the-mill support, you get direct access to the engineers who are building the Turnium solution. That’s why any issues get resolved so quickly,” said Ball.

“From the first support call to my most recent, the level of service has been phenomenal. Turnium is a true technology partner in every sense.”

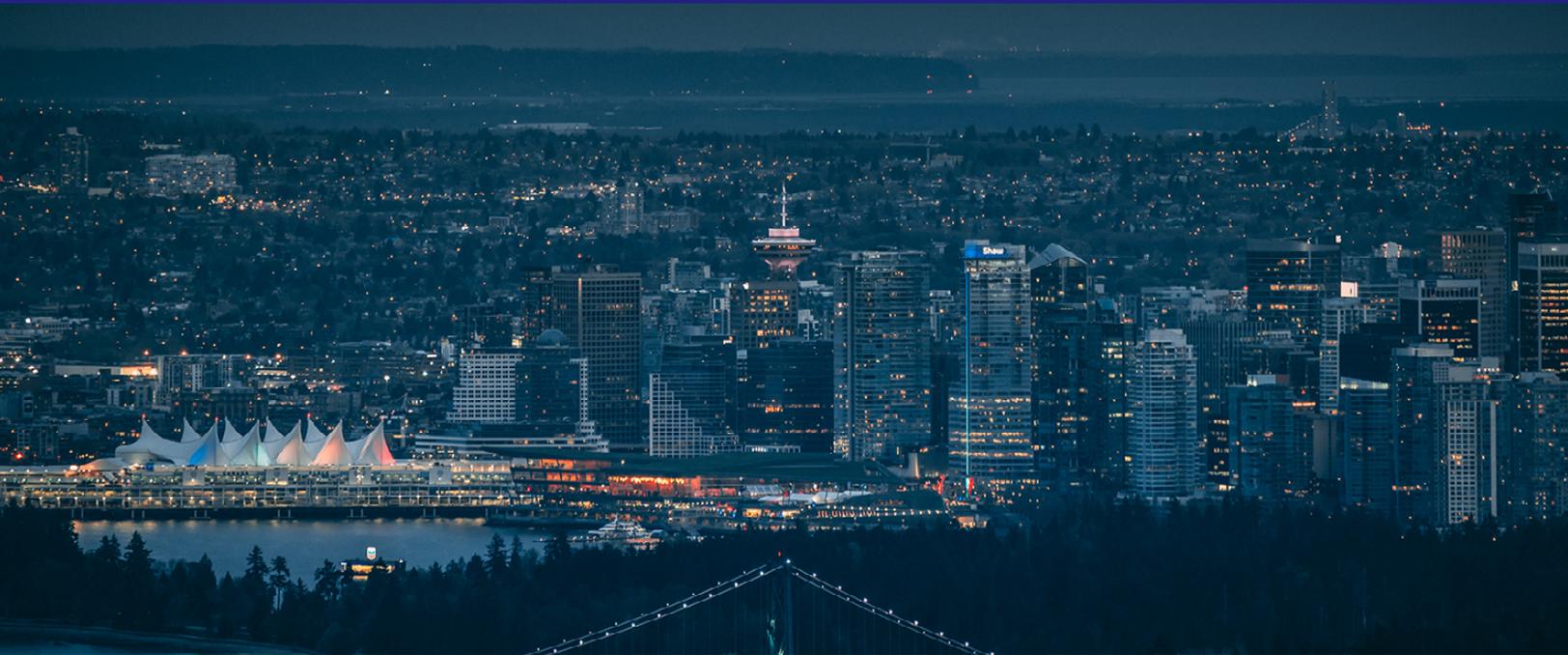
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About Turnium

Turnium is a Vancouver-based company founded in 2012 to help Service Providers deliver high-performance networks and managed services to their customers. Channel Partners across five continents license and run our SD-WAN software in their own infrastructure. Our goal is to enable Channel Partners with white-label software and a business model that enables Partners to build profitable and sustainable revenue streams. Increasingly competitive markets require innovative solutions and we are the SD-WAN vendor to provide them.

To learn more about Turnium SD-WAN, book a Free Product Demo or



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Turnium's optional Cloud-Native Network Function (CNF) is certified to run on Red Hat OpenShift®



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