

Becom VeloCloud Replacement



Big brands require big deals to justify big margins. But not all projects are blockbusters and not all brands can deliver on the specs required for a successful project. Becom Systemhaus GMBH won a customer engagement because VeloCloud was not able to support the end customer’s evolving architecture and latency requirements.

About Partner

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Headquarters

Wetzlar, Hessen

Founded

1988

Becom Systemhaus was founded in 1988 and has been implementing network infrastructure for over 30 years. Our expertise creates a high degree of trust with our customers and business partners, which we value very much. This trust motivates us every day and we do everything we can to offer the best service to our customers and partners. As a Managed Service Provider (MSP), we are constantly searching for new technologies that we can use to our customers’ advantage. We see ourselves as a reliable partner at your side and would like to work with you to advance the modernization of your infrastructure.

The Situation

“Becom was able to minimize risk with their incremental, per branch, onboarding process”

The customer, an anonymous electrical supply wholesaler (“ElectriCo”), operates 10 branch offices — each with two WAN connections — and a central data center that hosts their e-commerce, web, and ERP systems. All inbound and outbound traffic is routed through a firewall deployed in the data center to secure the network.

As a VeloCloud customer since 2018, ElectriCo was initially satisfied with its decision but became increasingly wary of VeloCloud’s AWS-centered solution and the associated GDPR implications, and VeloCloud’s lack of vision for an edge hardware-based expansion. In addition, the cost of the VeloCloud solutions increased with every contract renewal, affecting ElectriCo’s ability to invest elsewhere in the company.



Becom SD-WAN Steps In

In 2020, ElectriCo decided not to renew its VeloCloud subscriptions. Becom's SD-WAN (Software Defined Wide Area Network) solution, powered by Turnium, was a natural fit: it provides a foundation for any WAN (Wide Area Network) solution, increases availability, minimizes downtime, simplifies management of the organization's network, and reduces the total cost to deploy and operate.

Becom's winning proposal was structured as a brownfield migration: off-the-shelf x86 networking appliances running the SD-WAN software were installed at each branch before they were moved to Becom's SD-WAN solution incrementally. To resolve ElectriCo's GDPR concerns, Becom deployed two SD-WAN Aggregators in a German GDPR-certified data center thereby ensuring compliance with GDPR rules.

ElectriCo and its Staff are the Big Winners

Migrating from one service provider to another is typically an important decision with many risks. Becom was able to minimize risk with their incremental, per branch, onboarding process, and completed the migration project in one month. Since then, ElectriCo users report better response times when using the ERP; the IT team is satisfied with the ease of management and increased visibility into network operations; and management is happy about the reduced cost and the independence of not having to purchase vendor-specific hardware and worry about vendor lock-in.

About Turnium

Turnium Technology Group, Inc. delivers its software-defined wide area networking (SD-WAN) solution as a white label, containerized, disaggregated software platform that channel partners host, manage, brand, and price and as a managed cloud-native service. Turnium SD-WAN is available through a channel partner program designed for Telecommunications Service Providers, Internet and Managed Service Providers, System Integrators, and Value-Added Resellers.

About SD-WAN

SD-WAN is revolutionizing the networking and telecommunications industry by abstracting secure, high-speed networking and network control from underlying physical circuits. SD-WAN frees enterprises, small-medium businesses, cloud, and managed services providers from the business and cost constraints imposed by traditional telecommunications companies.

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