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

CUSTOMER SUCCESS

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

About QX.net

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Headquarters
Lexington, KY

Founded
1997

QX.Net is Kentucky's largest independent Internet service provider. Locally owned and operated, QX.Net has been in business since 1997. The staff at QX.Net is committed to providing businesses the fastest, most reliable Internet connections available. Through offering a robust package of services, QX.Net's clients receive the most cost effective connectivity solutions available.

As the operator of the state's largest wireless network, QX.Net is able to provide clients a variety of connectivity options beyond the traditional wired connections. The impressive scope of the data network QX.Net has in place ensures that no need is beyond the scope of our data network's ability. Whether a T1, DS3, or point-to-point Gigabit wireless circuit is required, QX.Net has the resources and the expertise to deliver the solution.

❝ 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.

- **Alex Ball,** Vice President QX.Net

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.

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

Why Turnium is the right fit for QX.Net

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

> " It's clear that Turnium is a progressive company that will keep us on the cutting-edge of SD-WAN innovation.
>
> - **Alex Ball**, Vice President QX.Net

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.

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) capbility. For that first customer, they could perform an aggregator setup and set up a private, secure, multi-site network 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. 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." - Alex Ball, Vice President, QX.net

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 or as a managed cloud-native service provided by Turnium. Turnium offers 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.