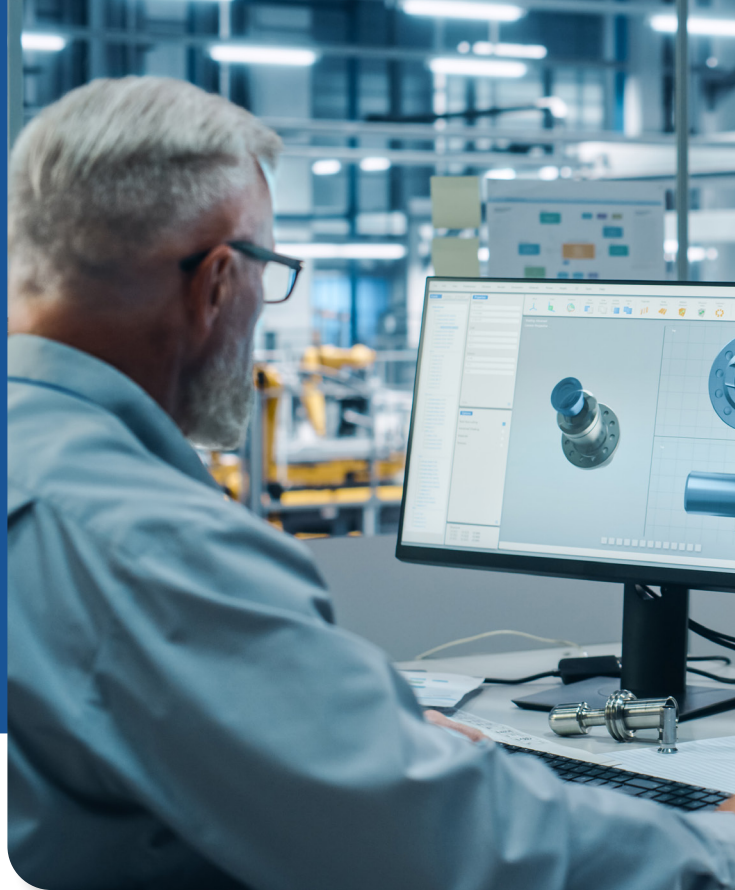


Global Manufacturer Modernizes WAN Infrastructure for Scalability and Cost Savings

A global automotive manufacturer with **40,000+ employees** and **140 facilities across 30+ countries** sought to modernize its networking environment to support a large-scale corporate transformation. Facing legacy connectivity, a divestiture initiative, and mounting operational costs, the organization needed a trusted partner to design and deliver a more agile, cost-effective WAN strategy.



Challenges

The client had committed to a full global SD-WAN migration, intending to retire an outdated and expensive MPLS network.

Key challenges included:

- Unclear SD-WAN deployment roadmap
- Limited visibility into current-state connectivity
- Over **\$60,000/month** spent on under performing managed router services
- Reliance on internal monitoring tools due to vendor gaps
- Tribal knowledge and resource bottlenecks from long-tenured staff and limited documentation

Solution

HighPoint engaged at a pivotal moment, offering a **no-cost evaluation** to demonstrate commitment and establish trust. The partnership quickly evolved into a comprehensive, three-pronged approach:



Connectivity Strategy & Discovery

- Conducted in-depth discovery and documentation of existing connectivity
- Created a future-state connectivity template based on site criticality, bandwidth utilization, and uptime requirements
- Facilitated a global carrier bidding process to replace MPLS with dual internet circuits across all global locations



Cisco SD-WAN Deployment Services

- Executed professional services to deploy Cisco SD-WAN globally using existing hardware
- Delivered a clear project plan and executed technical implementation



SD-WAN as a Service

- Replaced the legacy managed router service with HighPoint's **SD-WAN as a Service**
- Provided proactive monitoring, ticket escalation, and circuit-level visibility using **custom dashboards**
- Delivered a higher-quality service at **one-third of the previous cost**, with faster issue resolution and greater transparency

Why the Client Chose HighPoint



Superior Value:

Comprehensive managed service at a fraction of the cost



Responsive & Agile:

Rapid adjustments based on feedback, with expert-led engagement at every step



Trusted Relationship: Operates as an extension of the client's internal team



Values in Action:

Consistently demonstrated alignment with the client's core values, strengthening trust and fostering a shared commitment to excellence

Impact

- \$2M+ in Annual Savings: SD-WAN investment projected to pay for itself within 18 months
- Operational Efficiency: Freed internal IT from hands-on maintenance, allowing focus on strategic initiative
- Knowledge Transfer: Reduced risk from tribal knowledge through documented SOPs and shared tooling
- Increased Confidence: The client ended their previous managed service contract before onboarding completion, confident in HighPoint's value
- Strategic Partnership: HighPoint now helps shape the client's 3-5-year IT strategy, guiding future transformation initiatives

