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About Corporate Technologies Group

For the last 20 years, Corporate Technologies Group, has ensured that our clients achieve long-term success by investing the time to understand how they do business and provide them with the right solution to fit their needs.

We are an Ohio-based company with national and international reach that employs a motivated team of highly experienced, customer-focused professionals. We have relationships with over 140 IT product and service providers that enable us to offer a complete portfolio of best-in-class solutions for our clients.

Our extensive industry experience combined with a vendor-agnostic approach, and knowledge of your business allows us to develop impacting solutions that allow you to effectively outsource the management of your voice, data, security, premise-based phone systems and cloud-based services.

Businesses choose Corporate Technologies Group because we provide solutions that enable you to focus on what matters most —your business.



GBS Corp (GBS), headquartered in North Canton, OH, is a leading information solutions provider focused on innovating and improving their solutions to help their customers' businesses. Since opening its doors in 1971, GBS has valued identifying and investing in technologies that improve the dynamics of how their customers do business. The organization achieves this by providing software solutions, print and marketing services, content management, credit union core processing, labeling, patient identification, and much more.

GBS Corp Increases Bandwidth and Improves Network Performance with Complete SD-WAN Solution from CTG

One of the many ways that GBS has been able to improve is by evaluating a new solution for their wide-area network (WAN) and migrating their eight locations from MPLS to a software-defined wide area network solution (SD-WAN).

Joseph Berenyi, Manager of Corporate Information Systems with over 25 years at GBS, knew that Corporate Technologies Group (CTG) could help with their SD-WAN project. "CTG has always been on board, gave us information about different vendors, as well as personal experiences they have encountered {with SD-WAN}. They (CTG) have always been an advocate for us."

Before implementing SD-WAN company wide, GBS previously utilized an MPLS network and VPN's for remote user connectivity. This setup resulted in a few problems, namely that as applications and workloads were migrated to the cloud, there was an increased demand on the network, contributing to poor application performance at branch locations. Costly MPLS expenses caused GBS business leaders to begin looking for alternative solutions. The current infrastructure would need to be updated to move from an MPLS solution to SD-WAN.



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MIGRATING EIGHT BRANCH LOCATIONS FROM MPLS TO SD-WAN

Before the SD-WAN project began, multiple fiber internet circuits would need to be implemented at all eight GBS locations, providing higher bandwidth and better-quality internet, replacing less reliable cable modems, and lowering costs. The next step was selecting an SD-WAN provider. CTG brought multiple SD-WAN solutions to the table, keeping the requirements and expectations of GBS in mind. GBS aimed to accomplish four primary goals by migrating from MPLS to SD-WAN:

- Save money on communication costs
- Consolidate security footprint for IPS and Anti-Malware services
- Retain control of the firewall configurations
- Control the quality of service (QoS) for voice communications

CTG provided different options, including their own SD-WAN provider. Additionally, the CTG team offered technical guidance and support in evaluating the various SD-WAN solutions and complementary connectivity options.

CHALLENGES DURING SD-WAN IMPLEMENTATION

No project goes perfectly, no matter how prepared the company and team may be. Once GBS selected an SD-WAN provider, they began the implementation process by migrating SIP trunks off the MPLS network, which in turn, caused a two-month delay in the implementation timeline. The project was soon back on track, and the actual cutover had little trouble.

The next challenge was that the new configuration was not working with the existing network. The current configuration utilized 30+ public IP addresses to meet the needs of customers and GBS offices alike.

To fix this, GBS purchased 30 IP addresses from the SD-WAN provider to deploy the SD-WAN solution as it was initially designed.

With the purchase of the new IP addresses, the firewalls had to be configured for each application behind one of the new public IP addresses.



"We utilized CTG as an escalation point since we are very hands-on at our company because we knew that they would make sure what I needed was done in a timely manner."

JOSEPH BERENYI

IMPROVING NETWORK PERFORMANCE: SETTING UP FIREWALL CONFIGURATIONS FOR TRAFFIC FLOW

Even after overcoming the initial challenges, GBS noticed the overall network performance was poor. The firewall configurations failed to allow the through traffic that GBS specified. When GBS had the MPLS and internet on two separate firewalls, it was easy to determine which firewall and rule needed to be addressed. Now that these were combined in an SD-WAN solution, it became more difficult to identify and rectify the issue. After escalating this issue to CTG and in turn, the SD-WAN provider, it was determined that the application had an issue with port ranges and traffic translation. Once the SD-WAN provider updated the application, the network performance was dramatically improved, allowing traffic to flow accordingly.

The coordinated efforts of GBS leadership, CTG experts, and the SD-WAN provider allowed each issue to be handled quickly, resulting in a successful implementation. "We utilized CTG as an escalation point since we are very hands-on at our company because we knew that they would make sure what I needed was done in a timely manner," said Joe.

SAVINGS IN BANDWIDTH COSTS - PLUS A MORE FLEXIBLE AND SECURE NETWORK

In the end, GBS was able to reach the goals they had outlined for the project. This included saving money, consolidating the organization's security footprint, retaining control of the firewalls, and maintaining quality of service (QoS). Factoring in some additional costs into the project for SIP, additional IPs, and additional internet connections, GBS was still able to experience significant cost savings. It is estimated that over the next five years, GBS will achieve savings in bandwidth costs, improved application performance and productivity gains.

GBS Corp. now has improved infrastructure and can protect the entire network, not just a few locations, with IPS and anti-malware utilizing the SD-WAN provider's cloud-based endpoint security model. In addition, GBS now has a robust reporting module within their SD-WAN application, that is constantly being improved, providing more network health reporting. This reporting shows IT any issues within their network that needs to be addressed. For more information about GBS Corp, please visit www.gbscorp.com.

CTG Services Portfolio



Voice Services

Hosted and Premise-based phone systems, SIP trunking, TDM POTS, PRI, and mobile integration



Cloud Technology

Virtual desktop, Infrastructure-as-a-Service, Backup-as-a-Service, Col-location



Managed Services

Business continuity, Disaster recovery, SD-WAN, and LAN & WAN network monitoring



Security

Premise and cloud firewall, Software-Defined WAN



Implementation & Support

Existing network assessment, network bandwidth evaluation, and disaster planning