



# THERE IS NO SUCH THING CALLED A REMOTE SITE

One of the leading construction companies reduces both CAPEX and OPEX costs while improving network reliability, performance and collaboration among employees, contractors and third parties. This was difficult due to poor WAN connection, complex deployment and high carrier cost per site. Learn how this organization made use of SMOAD to collaborate with remote sites and branch offices very efficiently.

# Problem Definition

The customer is an integrated infrastructure development and management company. They began in the year 1994 and have a range of infrastructure projects in various sectors such as industrial construction, transportation, power distribution, SEZ parks, commercial, residential and retail properties.

The customer has more than 2000 employees on its roles and has presence in India and Middle-East. The customer uses innovative modeling tools to visualize every project that they do and the modeling tools are accessible as cloud-based applications from across locations. Most resources from their project sites in remote locations access blueprints and project plans on their tablet PCs. This was becoming an issue with not-so-stable WAN infrastructure and high cost network connectivity infrastructure that they deployed at various locations.

Some of the key issues included:

- They were using whatever connectivity that they could get at each of their construction sites from broadband to leased connectivity. The cost in most cases were very high and the reliability of the connectivity left a lot to be desired
- File transfers were pretty slow, especially when it came to accessing blue prints and project plans and this put a lot of inefficiency in the system
- There was no visibility on the WAN performance and their tech team was always on the road to fix some or the other issues at one of their sites to restore connectivity
- Security of the network was an issue as well, as they had to allow access to critical information to contractors and third parties. They needed higher control of the network, which wasn't possible with their existing infrastructure

## Company

The customer is an integrated infrastructure development and management company. They began in the year 1994 and have a range of infrastructure projects in various sectors such as industrial construction, transportation, power distribution, SEZ parks, commercial, residential and retail properties.

The customer has more than 2000 employees on its roles and has presence in India and Middle-East.



# Solution selection: VIVA SMOAD

## Software-defined Mobile Aggregated Data

The customer made the strategic decision to migrate to VIVA SMOAD. VIVA SMOAD is a cloud-delivered WAN solution that delivers virtualized services to remote sites. It does this without compromising on performance, visibility and control. It provided built-in Quality of Service (QoS) parameters and are pre-configured with the network edge. In addition, mobile aggregated data acts as a primary connectivity at some sites and redundant connectivity at others, making sure that all sites are connected at all times.

VIVA SMOAD provided them with the ability to do centralized management with outcome-driven networking. It also provided the customer with traffic shaping QoS to prioritize one form of traffic over others like accessing backend cloud applications. We began with a POC at a couple of their remote locations and their corporate office. Once it proved successful, this was rolled out across all their facilities.

Each of the SMOAD devices were pre-configured and the implementation at the customer locations took about an hour with SMOAD Edge at each of the locations with 4G mobile data backup.

### Challenges

- 1 Providing access to cloud-based modeling applications to remote users in project sites.
- 2 Poor quality of service due to unreliable WAN infrastructure resulting in project delays and dissatisfied users
- 3 Huge bandwidth from IT team to troubleshoot and resolve issues across project locations
- 4 High cost of network infrastructure



## Advantages

- 1 Reliable access – access to demanding cloud-based applications with defined QoS
- 2 Reduction in CAPEX by 70% due to usage of ordinary broadband circuits and LTE connectivity
- 3 Reduced OPEX by about 40% due to remote management of infrastructure and avoidance of onsite visits by the IT team
- 4 Improved end-user productivity and satisfaction with faster and reliable collaboration

## Benefits of this solution

- 1 Improved collaboration  
SMOAD allowed resources from remote locations easily access cloud applications remotely from their mobile devices. This resulted in accelerated collaboration between project sites and the headquarters
- 2 Enterprise-grade WAN  
SMOAD SD-WAN is delivered over existing connections using business policy-driven templates that include built-in traffic shaping provisions ensuring QoS. It turned ordinary broadband infrastructure into enterprise-grade WAN connectivity
- 3 Faster deployment  
Once the pre-configured SMOAD is installed at the remote sites, IT team can configure, tune, and manage the device from their headquarters. This made the deployment easier and faster.
- 4 Highly scalable  
Plug 'n' play is how we would describe implementation of SMOAD. You plug it in and you are good to go in minutes.
- 5 Improved performance  
Traffic shaping allows critical traffic to flow easily in the network due to allocation of priorities and never do you see data speed stuttering at any point
- 6 Analytics  
Provides you with advanced analytics on many different parameters

For more information:  
**VIVA Communications Pvt. Ltd.**  
9th Floor, Gee Gee Emerald  
Valluvarkottam High Road  
Nungambakkam, Chennai 600034, INDIA  
Email: [sales@vivacommunication.com](mailto:sales@vivacommunication.com)  
Tel: +91-44-6609 9939/40/41

