Virtual Desktop Infrastructures (VDI) allow companies to work on cloud-based networks in order to tap into technological resources while at a remote location.

CASE STUDY

Communication is key to every business. With distributed sites, staying connected is vital as it enables the business to operate and allows teams to collaborate without difficulty.

Virtual Desktop Infrastructures (VDI) allow companies to work on cloud-based networks in order to tap into technological resources while at a remote location. The VDI market is expected to see a significant increase as the need for remote access has grown significantly. The benefits of staying connected with employees and the demand for dependable connections to off-site resources has resulted in the need for reliable access to cloud services and networks that never experience downtime.

Egan Company and the case for VDI

Egan Company, based out of Minneapolis, began in 1945 with $3,000 in startup capital. The $215 million dollar commercial engineering and construction company now employs over 800 people. Egan specializes in mechanical, electrical, and systems construction and service.

Egan operates from multiple worksites using VDI. The company struggled with reliable access to their cloud and various business applications for their remote employees.

"Employees had to login 50 times a day," said EganCIO Jim Nonn. Their remote locations needed a high performing network. Nonn hired the largest telecommunications company in the space to help, but he still needed more confidence in a solution.

"When a site can't communicate, we lose the opportunity to bid on a job, we can't follow up on PO's, and we are unable to confirm changes or provide costs, and of course, our project managers and field staff are frozen in place," Nonn said. "That productivity loss translates to revenue loss." That's when he turned to Ecessa.

EGAN

Building on Promises Kept

At a Glance:

- *EGAN struggled with reliable access to their cloud and various business applications for their remote employees. Employees had to login up to 50 times a day. CIO Jim Nonn hired the largest telecommunications company in the space to help create a high-performing network, but EGAN still needed more confidence in a solution.*

- *EGAN now saves over $100,000 per site annually in technology expenses.*

- *Increased reliability paired with cost savings has allowed EGAN to seamlessly acquire worksites, increase productivity, and lessen the need for onsite hardware.*

"With Ecessa's help, our Virtual PCs and VoIP systems at our remote sites have far greater ability and far greater reliability. And, I have the confidence in saying that they're never down."

ECESSA™

Ecessa's WAN virtualization technology, WANworX™, now provides EGAN with seamless uptime, which is better than failover, and means no downtime to any of the remote users and no dropped calls from their IP-based phone system. This allows them to use all of their lines simultaneously to support their multi-site infrastructure and VoIP/IP-based phone environments. "You can come into our office and cut one of our communication lines, and we would be just fine. That's pretty incredible." Not to mention, Jim gets to sleep better at night knowing his network will be up, running and healthy in the morning.

> "You need to have good communication links, and that means something that never goes down. That is something that Ecessa can bring to the table, and something that (competitors) can't do today."

Egan worksites now have the freedom and flexibility to not have additional hardware on site. Before utilizing Ecessa, Egan needed a server, SAN (Storage Area Network), support for the SAN, and a router. In all, over $70,000 in onsite hardware costs are avoided while Ecessa's never down technology increases the quality of the connection and service. Egan saves over $100,000 per site annually in technology expenses. WANworX WAN Virtualization has allowed Egan to replace their MPLS network with multiple Internet connections at each location and implement cost saving VDI technologies at remote locations.

Based on the success of their WAN virtualization deployment, Egan decided to expand its functionality to provide the same level to reliability to its public facing phone system. Egan turned to Ecessa to help eliminate call-disruption through the VoIP proxy feature-set, which allowed them to move phone traffic connecting to a public SIP trunk provider from one WAN path to another.

Because of the WAN virtualization technology partnership, Eganwas able to save tremendous amounts of time by delivering thin-clients and IP phones to newly acquired sites and connect to the corporate network within days instead of weeks. Increased reliability paired with cost savings has allowed Egan to seamlessly acquire worksites, increase productivity, and lessen the need for onsite hardware.

Sources: PRWeb

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