

# Managed Service Providers Use SD-WAN in Enhancing Reliability, Accessibility and Security of Customers' Internet Connections



*"We're a large Sophos Partner and we're able to provide a single Unified threat management firewall in your Virtual Data Centre, then we use SD-WAN technology to bring sites all across Australia back into that one single firewall. That's fantastic from a protection point of view, being able to protect all devices no matter where they are, manage different policies for different offices and it's very simple. Blending our endpoint and firewall solution with your VDC and SD-WAN solution; it works really well!"*

**-Aaron Jacobs, General Manager at  
RODIN Business Solutions**

## The Challenge

It was the instability of their incumbent provider's network that kept RODIN from optimising the full capabilities of SD-WAN. Seeing the risks this could do to their customers' businesses and their own, they approached Hosted Network to see if it's possible to build a solution tailored for their MSP and customers' needs. Though SD-WAN was not a part of Hosted Network's arsenal yet during that time, through understanding RODIN's requirements and the scale of the solution required, they were able to come up with an entirely new offering that answers to not only RODIN's needs, but that of their MSP partner community.

## Hosted Network SD-WAN Difference The Right Tech Partner

Few of the reasons why RODIN loves working with Hosted Network, is their attitude towards innovation and how they make that extra effort in looking at issues from a strategic perspective and implement unique and efficient solutions for their partners.

This is something they couldn't achieve through working with big market players. With Hosted Network, they don't need to adhere to dragging processes or be suppressed by boxed-in solutions, which are a few of the common scenarios in working with big providers.

"That's something that was great as well with you guys, was being able to approach you with these new technologies and working out solutions that were a fit for us. HN was able to spec a solution and provide an offering to help us migrate our customers off the incumbent and into Hosted Network".

**Managed Service  
Provider:**

# RODIN

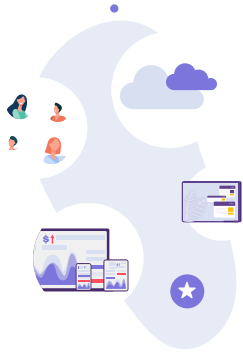
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RODIN Business Solutions is a Managed Services Provider that has been operating for over 25 years. They service the SMB market, working across all verticals, with clients ranging from 10 to 300 employees. Over the years, RODIN has been investing in the right skills, newest tools and platforms and partnering with innovative vendors to provide the best support to their customers and act as a part of their team to help them thrive and reach their goals with the correct technology.

## MSP Challenges

- Unstable SD-WAN solution platform of incumbent provider
- Inability to leverage the full capabilities of SD-WAN Technology

## Unleashing SD-WAN's Capabilities



With the provider RODIN was previously using, they were only utilising SD-WAN's ability to aggregate links together to improve bandwidth. Right after the transition to Hosted Network, they were also able to leverage its seamless automatic failover to 4G and ability to carry static IPs across multiple links enabling their customers' businesses to remain operational and productive.

## End Customer Challenges

- Slow internet connectivity due to client's location
- Business Continuity in the event of a connection outage
- Upgrade costs

## RODIN's Endpoint & Firewall Solution + Hosted Network's VDC & SD-WAN= Perfect Match

Jacobs loved the flexibility of SD-WAN and how it works seamlessly with their solutions. Together with Hosted Network's Infrastructure as a Service product, they were able to provide a centralised unified threat management firewall and use SD-WAN technology in combining all the sites of their customers across Australia into that single firewall.

With transitioning their services to Hosted Network, RODIN wasn't only able to improve the reliability of the SD-WAN technology for the enhanced

connectivity of their clients, but was also able to fully utilise its capabilities such as automatic failover and ability to carry static IPs.

The present work environment is transforming all businesses to be as flexible as ever. With the increasing demand for reliable and accessible connectivity and stronger security against threats that are getting more sophisticated each day, RODIN aims to continuously work with their innovative partners in delivering high level and unique solutions to their customers.

### End Results

#### MSP

- Innovative partnership with Hosted Network
- Ability to carry over static IPs across multiple links for improved data availability
- Simpler device management
- Improved visibility and reliability of solution compared with incumbent provider
- Ability to create a unified solution for easier and more secured management of customers devices through combining RODIN's security stack with Hosted Network Services

#### End Users

- Enhanced speed and network performance with SD-WAN aggregation
- Improved uptime and reliability of connectivity and any services utilising the connection/s
- Improved security of customer's network through using Hosted Network's infrastructure in creating a centralised firewall



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## Got a Question? We are Here to Help

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