



wanify

CLEARFreight

MAKING THE SWITCH:

## How Wanify Helped CLEARFreight Upgrade with SD-WAN

State-of-the-art solutions paired with world-class customer service helped CLEARFreight streamline their operations.

### THE NEED:

IT Manager Beto Tecun, a CLEARFreight employee of more than 30 years, was interested in exploring alternatives for the company's phone systems and possible replacements for their MPLS infrastructure. Tecun had overseen a number of system upgrades and migrations during his decades with the company, and he wanted to see what else was out there.

### THE ACTION:

Tecun turned to Wanify in early 2017. The company's expertise in software-defined wide-area networking (SD-WAN), specifically VeloCloud's SD-WAN, seemed like a solid choice to meet CLEARFreight's needs. Wanify worked alongside Tecun to migrate CLEARFreight from ShoreTel to RingCentral and begin incorporating SD-WAN into CLEARFreight's operations.

But Wanify brought more to the table than just SD-WAN. It provided **custom, personalized support** for CLEARFreight. Wanify stayed with CLEARFreight through managing the migration and remains a valued technology partner today.

**THE RESULTS:** Tecun was blown away by Wanify's sincere approach to customer service and enjoyed **reduced costs and increased flexibility** almost immediately. Wanify doesn't employ pushy salespeople, and that made all the difference for Tecun and CLEARFreight.



According to **IDC's Worldwide SD-WAN Forecast**, SD-WAN sales are expected to experience growth at an annual compound rate of 69%, hitting \$8.05 billion by 2021.

Wanify went the extra mile to accomplish a wide range of tasks, including:



a substantial amount of discovery work



establishing circuit provisioning operations



installing a monitoring system to keep tabs on CLEARFreight's 10 sites

**Wanify focused on the problems at hand, not on making the sale.**

*"I appreciated Wanify's sincere approach, and it instantly felt like a good relationship. The company wasn't sales-like or pushy; Wanify listens to the customer. Some people come in here like they know it all, or they already know what they want to sell you before asking any questions. Wanify isn't like that, which is refreshing."*

**- BETO TECUN, IT MANAGER, CLEARFREIGHT**



A **Gartner study** notes that many enterprises struggle with the price, performance, and flexibility of traditional WANs, made worse by the rise of public cloud applications.

Unlike other IT providers that only care about their bottom line, Wanify focuses first and foremost on delivering solutions to our clients. If you're ready to discover the difference top-tier customer service can make, contact Wanify today.