

WILEY



We were looking to move into the next generation of products and services and do an uplift on our global network. Advantage was really instrumental with their expertise and relationships. It's been a great partnership that's been very beneficial for us."

Anthony Lloyd

VP of Global Infrastructure Services



CASE STUDY

Multinational publishing company performs a global network transformation across 40 sites to achieve a dramatic bandwidth increase and cost reduction.

The Challenge

Due to the architecture of their legacy MPLS technology, John Wiley & Sons, Inc. ("Wiley") had frequent internal challenges managing a network that spanned five continents and was supplied by more than 40 providers. Issues with instability and unreliability in their network infrastructure directly impacted their revenue generating applications. Daily outages were common and their provider was not responsive to support calls. In addition to the service reliability, Wiley lacked visibility into what our spend was around the regions globally.

The Solution

Advantage led a design and sourcing process to propose a comprehensive solution focused on network speed, reliability, and cost. The process, including project management, transformed Wiley to a state of the art, dual-node, fully managed SDWAN/SASE solution and resulted in more than \$3 million in annual cost reduction. And, the cherry on top - Wiley leveraged Advantage's ongoing managed services to maintain inventory and automate the expense management process via the Advantage's Command Center platform to gain full visibility into their network.



OUTCOMES

- ✔ **COST REDUCTION**
\$3M+ in annual cost reduction as a result of moving to an optimized network backbone
- ✔ **VENDOR CONSOLIDATION**
Consolidated 40 global providers to less than ten, streamlining support and administration of the network
- ✔ **SUPPORT RESOURCES**
Advantage provided headcount to assist migrating and administering the network moving forward
- ✔ **NETWORK RELIABILITY**
Moved to dual-node network and resolved major issues with legacy MPLS network downtime
- ✔ **VISIBILITY**
Gained Advantage's Command Center platform for inventory and expense management



Why Advantage?

We optimize the technology lifecycle

Advantage is a managed service provider that drives value to your organization through five key stages in the technology journey. Employing expert practitioners, efficient processes, and a unique software platform, we solve the challenges of managing technology in the modern enterprise.



DESIGN

Based on your business drivers and global best practices, we create purpose-built solutions leveraging leading technologies and ideal providers.



SOURCE

Leverage our experience, benchmarking, and global partner network to select service providers, negotiate the best possible terms, and contract for the lowest rates.



INSTALL

Capitalize on our project management leadership for a seamless rollout of new solutions and the timely disconnect of legacy services.



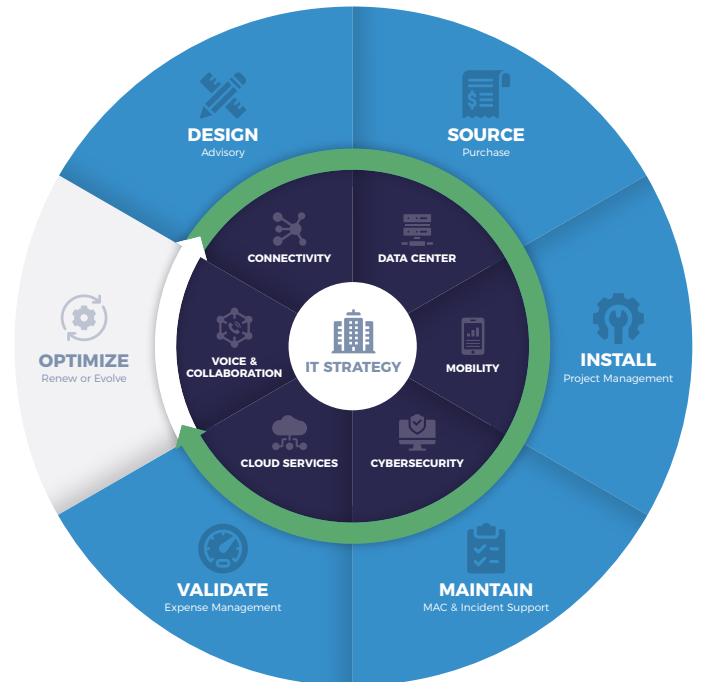
MAINTAIN

Ongoing managed support of daily activities such as moves, adds and changes to your services, while having full visibility into your inventory through our Command Center platform.



VALIDATE

Receive ongoing managed services to support the invoice lifecycle, including contract management, expense validation, dispute resolution, and AP/GL feeds for payment.



From procurement and provisioning through inventory and expense management, we optimize your communications solutions across voice, data, cloud, and mobility. Advantage is your team behind the scenes—so you can focus on success.

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