

Virtual Telecomm and Windstream Enterprise secure \$1.45M SD-WAN upsell

When the largest group of privately-owned, doctor-run dental practices in the United States started looking for alternatives to their T1 MPLS WAN technology, they turned to Virtual Telecomm. This client was looking to expand their bandwidth and redundancy needs given the increasing strain on their legacy system. They also needed a solution that provided centralized management of their network. Virtual Telecomm is known for finding their clients perfect-fit solutions for their unique needs and chose to partner with Windstream Enterprise for this client because of our history of excellent service and access capabilities that can support their geographically diverse footprint.

Windstream Enterprise worked with both Virtual Telecomm and the client to identify a best-in-class SD-WAN solution with cloud-based firewall that delivered on all the checkpoints the client was looking for from a service provider. The deal spanned 77 locations and generated \$1.45M in TCV across 60 months. Windstream Enterprise will be adding an additional 30 sites this year to the initial deal.



“Windstream Enterprise helped us design the right solution to address this customer’s evolving technology needs. It’s a great win to both increase their network bandwidth and improve resiliency. We look forward to continuing our partnership, servicing customers together.”

Jason Hulsewede, Partner at Virtual Telecomm

To get started on your own epic win, contact your Channel Manager or visit windstreamenterprise.com