

# Case Study: Multinational Publishing Company Transforms Global Network for Total Reliability

How Advantage<sup>®</sup> designed the ideal solution to **dramatically increase bandwidth and service stability** for 80 sites.



“We were looking to move into the next generation of products and services to uplift our global network. Advantage was 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



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## CHALLENGES

The outdated technology stack at John Wiley & Sons, Inc. ('Wiley') was becoming increasingly difficult for their internal teams to manage due to limited visibility on expenses spanning five different continents and 40 service providers. Frequent network outages, coupled with inadequate customer support, were serious concerns that directly impacted revenue-generating processes throughout the organization.

## SERVICES

To source a dynamic solution focused on network speed, reliability, and cost, Advantage<sup>®</sup> led the digital transformation process to implement a dual-node, fully managed SD-WAN/SASE solution. This not only saved Wiley **over \$3 million in connectivity costs**, but also recaptured vital team resources by leveraging Advantage<sup>®</sup> to manage all ongoing inventory, expenses, and support requests via Command Center<sup>SM</sup>.



Network Optimization



Cost Savings



Command Center<sup>SM</sup>

## OUTCOMES

1

### Digitally Transformed Network

Advantage<sup>®</sup> resolved critical issues caused by legacy technology to dramatically increase bandwidth and overall network reliability across 80 global locations.

2

### Multi-Million Dollar Savings

By consolidating Wiley's 40 vendors down to less than 10, our team was able to eliminate exorbitant fees and streamline services to cut \$3M in annual costs.

3

### Centralized Account Management + Visibility

Command Center<sup>SM</sup> delivers unprecedented inventory and expense clarity while also providing Wiley teams with readily accessible support across all services.