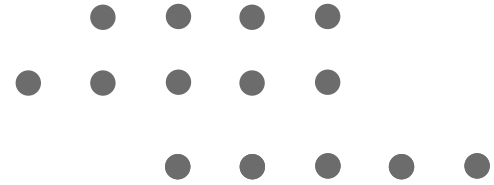


# Case study



## 07/SR0H

Bidvest Waltons have been  
S0V0P  
XS0V0R0  
0/0

They have a national footprint of  
0/0  
0/0/0  
years they've formed part of the JSE  
0/0/0

## Summary

0W0W0R00/00V000/0R0/S000V0  
0V0W0R0W0DSS00W00W0R0V0SR0/S00/W00R000/  
00J000/00V000/00/0000/0R0  
000/00/R0/00V0B00S00/000V0N00/K  
00/000/0R0V0V0D0/0W D0W0000V000W0R0V0H  
0/R0N0S00V000W0R00/0000N0W0K  
0/0R0W0R00V0R00J0/000W0/0N0W0W0V0SR0W0V20/K  
0VR0W0000/00J000/0N00000/0J0R0R0000R0D0W0R0Q  
00W00/R00V0W0W00R0J0

## Vision

0W0W0R00000R0W0D0V0/0N0R0000V0R  
R0/W0V0/0000W0R0W0M00V00V00W0R0W0R0D0W0H  
DSS00W00

00V0V0R0D0R0X0000W0D0W000S00W0R000R00  
W0D0R0S0W0R0R0M0W0D0V000S0R0R0W000V000W0  
0V000V00/00NS0V0R00/000R00S00  
00 R0/0R0000M0W00000/00R0J

0V0D0V0/S0R0R0W00V0D0/V00V00R0/0R00H  
00V0R000/00J0R00/0V0V00/0V0K0R0R0000/  
W00/W0000R0W0D0D0W0D0W0R0000/0R0V0000  
W0D000000000R0D0W0R0R00V00V

0VR000

0RR00V0/0000000000/W0R000W0D0N000/0J0  
R0W000/R0D0W0R0W0DSS00W0R0000/0W0R0SS00V0  
0/R0N0R00W000W0R0W00R0000W0V000R0U  
000000W0D0R0000V0W0/0R000R0V0W0



## Which technologies?

- Cisco Meraki

## Which services?

- Managed SD-WAN
- A fully managed SD-WAN service including underlay connectivity

**'We are extremely satisfied with the SD-WAN solution implemented by Dimension Data, we have increased our bandwidth and resilience while driving down the operating cost of our corporate network.'**

**Jaco Opperman**, Head of IT, Bidvest Waltons

Technology plays a crucial role in driving business outcomes, and as a leading technology partner, we collaborate and co-innovate to help our clients accelerate their digital journey. Find out how our full range of capabilities, together with our world-class strategic partners, enables us to give our people, clients and communities the power to do more.

[Explore our services](#)

## Transformation

### Determining where value lies

Bidvest Waltons needed to increase their bandwidth significantly, without prohibitive cost increases. The company also wanted a flexible approach to networking that would allow them to easily increase capacity based on future requirements.

A number of solutions were proposed, including various bandwidth increase increments; implementing software-defined networking through SD-WAN with 10 times the bandwidth; and an upgraded Firewall with 10 times the bandwidth.

Bidvest Waltons weighed each option to find the perfect balance between increasing bandwidth to support multimedia training tools and reducing costs. The SD-WAN solution was selected as it met both objectives and offered additional ease of management through SD-WAN's Cloud Controller, which enables centralised setup and management of network policies.

The company's corporate network had been running on a copper-based Diginet last mile – which meant limited bandwidth and the risk of downtime in the event of copper theft. By choosing the SD-WAN solution and running broadband Internet over a fibre connection, the business could enjoy the benefits of greater capacity with less risk.

With SD-WAN's built-in Cloud Controller, Bidvest Waltons has a clear view of how the service is being managed, and the option to receive alerts and notifications for various activities. Cloud Controller makes the entire solution easier to manage, ensuring optimal network performance so all employees can connect to business applications such as product catalogues, pricing, and quoting and invoicing systems in a flash. This empowers client managers to tap into the latest product information, provide fast and efficient service to business clients and stay on top of billing.

### Results

#### More capacity for business means more capacity for staff development

Thanks to our implemented solution, Bidvest Waltons could benefit from moving its voice services over to fibre, too. After migrating to the Dimension Data Hosted PBX solution, the business realised immediate savings of 40% on voice calls.

Having freed up budget with the SD-WAN solution (and almost halving the costs of voice calls, and with a robust network in place, the company was able to focus on technology for streamlining their client operations. They invested in Office 365, with Microsoft Teams, so their client managers can take full advantage of the collaboration and innovation tools this technology offers.

By growing their bandwidth, Bidvest Waltons did more than increase business capacity: they increased their teams' ability to transact with confidence as they continue to establish and grow B2B relationships.