

# Yancey Bros. Co. Modernized Branch Office Infrastructure and Saved \$150K in First Year of Partnership with CloudGenix SD-WAN

Yancey Bros. had been using VeloCloud SD-WAN bundled through their telco provider but knew that continuing to use a single provider of expensive MPLS connectivity was no longer a viable solution for their increasingly complex network. They wanted to work with multiple partners that could supply flexibility, reliability, backup redundancy and low-cost connectivity. They also needed better visibility into network data in order to adjust policies and route appropriately.

## CloudGenix SD-WAN simplifies a complex and costly network

To reduce the complexity of their network, improve the quality of service, and support continued growth, Yancey Bros. sought out a partner that could provide low-cost connectivity and the reliability their remote offices required.

Several partners and companies recommended CloudGenix for its Autonomous SD-WAN™ solution, which uses global intelligence to deliver performance and security SLAs for all applications over any WAN-type. It provides app-policies aligned to business intent and direct access to multi-cloud and dev-ops frameworks to deliver unparalleled productivity gains and cost-savings compared to gen-1 SD-WAN alternatives. Companies like Yancey Bros. leverage CloudGenix to gain cloud-scale economics for the



### ABOUT YANCEY BROS. CO.

Since 1914, Georgia-based Yancey Bros. Co.—the nation’s oldest Caterpillar dealer—has supplied customers in construction, roadbuilding, mining, agriculture, and other industries with quality diesel engine products, parts, and services.

Today, the fast-growing company has 1,500 employees at over 30 remote sites, and it’s crucial that every office has a secure, high-performing network and reliable voice connectivity. There are no technical employees at the remote sites, so it’s paramount that the centralized team of 12, responsible for ensuring remote site performance, has real-time visibility into network traffic.

branch with the freedom to use any WAN, any cloud, and any best-of-breed infrastructure service.

As a family-owned company and one that promotes a positive family culture, Yancey Bros. also wanted a partner who not only could deliver the technical components but understood their company values. According to Seidner, Yancey Bros. really liked the CloudGenix team and the approachability of the CEO. “We felt a real partnership from the beginning and decided to move forward together,” said Steve Seidner, CIO, Yancey Bros.

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**—STEVE SEIDNER, CIO, YANCEY BROS.**

### Easy implementation and management

Implementation was completed in a few weeks, and after one branch was complete and the template built, the team could easily replicate the process across the remaining 30 branches.

Now, Yancey Bros. Co. is able to work with three cable providers and three major telcos. Seidner’s team manages all branches easier and if a line goes down, business does not stop. In the year since their partnership with CloudGenix began, Yancey Bros. Co. has realized more than \$150,000 in savings as well as a considerable increase in uptime, network visibility and flexibility.

As a result of this initial success, Seidner has plans to further engage CloudGenix and its cloud-based security products ecosystem for more of Yancey Bros. Co.’s business applications.

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IMPRESSED BY YANCEY BROS. CO.’S SUCCESS? SEE CLOUDGENIX IN ACTION FOR YOURSELF! VISIT [WWW.CLOUDGENIX.COM/TRIAL](http://WWW.CLOUDGENIX.COM/TRIAL) TO REGISTER FOR A NO-RISK FREE TRIAL TODAY.

### ABOUT CLOUDGENIX

CloudGenix makes the cloud-delivered branch possible by providing an Autonomous SD-WAN™ and the Cloud-Blades® platform. Enterprises gain cloud-scale economics for the branch with the freedom to use any WAN, any cloud and any best-of-breed infrastructure service. Founded in 2013 by a team that has delivered industry-leading products in networking, SDN, cloud, security and web-scale applications, CloudGenix serves world-class financial services, legal, retail and technology organizations.