

# 2019 WINTER CUSTOMER SUCCESS REPORT

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SD-WAN SOFTWARE CATEGORY



**featured**  
customers

# SD-WAN SOFTWARE OVERVIEW

Software-defined wide-area network (SD-WAN) is a technology that enables enterprises to dynamically link data centers and branch offices on a worldwide scale. As businesses use an increasing number of cloud-hosted solutions, conventional WAN networks are not able to maintain optimized connectivity and strong speeds. Improving multiprotocol label switching (MPLS) tools to meet this challenge is time-consuming and expensive. SD-WAN is a more cost-effective technology that can give results with previously improbable efficiency and agility.

Compared to conventional routing hardware usage, SD-WAN offers more flexibility in managing connection efficiency even when there is higher network demand. The operational benefits and lower cost of SD-WAN is attracting businesses, and industry reports indicate that 25% of users will switch to this technology in 2019. As a result, the SD-WAN market is predicted to top \$1.3 billion by the year 2020.





## CUSTOMER SUCCESS SCORING METHODOLOGY

The FeaturedCustomers.com Customer Success score is based on data from our customer success content platform, social presence, as well as additional data aggregated from online sources and social media properties. Our ranking engine applies an algorithm to all of the data collected to calculate the overall Customer Success score. The overall Customer Success score is a weighted average based on 3 parts:

Content Score is affected by the following:

1. # of vendor generated customer success content pieces (case studies, success stories, testimonials, and customer videos)
2. Content quality score generated from all customer success content
3. % Change in Content over past 6 months
4. Number of employees (based on social media and public resources)

Social Score is affected by the following:

1. # of LinkedIn followers
2. # of Twitter followers
3. # of Facebook likes
4. Number of employees (based on social media and public sources)
5. Engagement across all platforms

Company Score is affected by the following:

1. Number of employees (based on social media and public resources)
2. Vendor momentum based on web traffic and search trends
3. Employee satisfaction and engagement (based on social network ratings)
4. % traffic increase to your Customer References
5. Lower Funnel SEO Key Term Rankings

## CUSTOMER SUCCESS AWARDS



### Market Leader (90 - 100)

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



### Top Performer (86 - 89)

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Leader.



### Rising Star (80 - 85)

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

# ALL VENDORS



velocloud™ Now part of VMware

cradlepoint

aryaka

silverpeak

riverbed

infovista



CLOUDGENIX

CATO NETWORKS

viptela

HUGHES

VERSA NETWORKS

ECESSA™



ORACLE + TALARI Networks

nuagenetworks From Nokia

NTT GLOBAL Networks



## ABOUT VELOCLOUD

VeloCloud is the Cloud-Delivered SD-WAN company, simplifies branch WAN networking by automating deployment and improving performance over private, broadband Internet and LTE links for today's increasingly distributed enterprises. VeloCloud is the first to provide all three elements needed to achieve a cloud-delivered SD-WAN: a cloud network for enterprise-grade connection to cloud and enterprise applications; software-defined control and automation; and virtual services delivery. VeloCloud has received financing from investors including The Fabric, NEA and Venrock.

### TRUSTED BY:



"Service providers are interested in delivering rich network based cloud services to their global customers. VeloCloud's innovative approach can enable easy and cost effective way of delivering such diverse portfolio of services."

**Sandip Gupta**  
VP Sales-Cloud Services, NTT DATA

"VeloCloud's SD-WAN platform has helped unify a formerly disparate network, adding increased visibility and management that wasn't present before."

**Mike Howell**  
Global Infrastructure Engineering Manager, Rentokil Initial

"With VeloCloud SD-WAN we were able to utilize a plug-and-play model that significantly simplifies the deployment of our remote project sites."

**Todd Dughman**  
ITS Director, GE Johnson Construction Company

"VeloCloud fit the bill perfectly, and it gives us better redundancy. If a primary connection goes down, there is far less impact to end users because of the link optimization. We just deploy it and forget about it."

**Paul Dalton**  
Chief Technology Officer, tru Independence



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## ABOUT CRADLEPOINT

Cradlepoint is the global leader in cloud-managed 4G LTE networking solutions. Cradlepoint NetCloud is a network management platform that extends the company’s 4G LTE-enabled multi-function routers and IoT gateways with centralized management and software-defined network services. With Cradlepoint, customers leverage the speed and economics of combining wired and wireless Internet broadband for branch, mobile, and IoT networks while maintaining end-to-end visibility, security, and control.

### TRUSTED BY:



"Cradlepoint has given us a level of consistency and guaranteed uptime that people expect when dealing with a technology like ours."  
**Dennis Schulz**  
Chief Innovation Officer, DARI

"We are exceedingly happy with the Cradlepoint technology. It works seamlessly and Cradlepoint showed us that we could manage everything remotely. The officers don't have to do anything to get it to work. It is always there and always on."  
**Robert Green**  
Director of Technology, Ewing Police Department

"We're always looking to Cradlepoint to see what's on the horizon—and we are interested to see what new features are being developed. They've been such good partners that anytime we get questions from other mobile health organizations about how we solve network challenges, we refer them to Cradlepoint."  
**Todd Waldron**  
IT Director, St. David's Foundation

"We wanted to make sure that our students have 24/7 access to the Internet—because learning does not stop at the end of the school day. We realized we had to provide this service to our students in order for them to compete in the 21st century."  
**Darryl Adams**  
Superintendent, Coachella Valley Unified School District



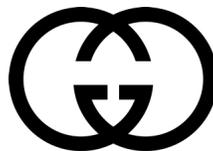
[READ ALL 192 CUSTOMER SUCCESS REVIEWS FROM CRADLEPOINT USERS](#)



## ABOUT ARYAKA

Aryaka's global SD-WAN provides optimized, software-defined network connectivity and application acceleration to globally distributed enterprises. Aryaka's services have over 10 million users across 7,000+ sites. Leading brands such as Skullcandy, Cigna, and ThoughtWorks, as well as partners such as Microsoft Azure, AWS, Intelisys, and SK Broadband, have all chosen Aryaka for their enterprise-grade networking needs.

### TRUSTED BY:



"The Aryaka solution enabled us to do real-time data replication, and our designers didn't have to wait around anymore to get their jobs done. Our engineers can now download large files and also make change requests in less than five minutes. And most importantly, I am no longer at odds with having to face the high costs of buying further..."

**Joe Letizia**  
Global Director of Information Technology, Armstrong International

"Aryaka's managed-service model perfectly synced with our requirements and their support is light years ahead of the competition. The overall cost of the Aryaka model is much lower and we no longer have the long term and complex contracts we had before."

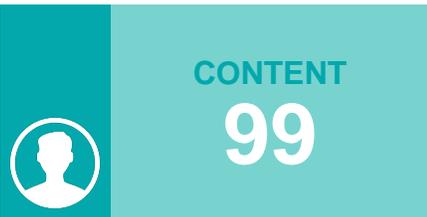
**Jason Dickens**  
Enterprise Infrastructure Manager, Flow International

"As INTTRA looked to further accelerate application performance, improve data compression and reduce the deployment schedules, we selected Aryaka as a new technology provider. With Aryaka, we were pleasantly surprised with the value and affordability of the WAN as-a-Service solution."

**Michael Lunny**  
Director, Platform Architecture, INTTRA

"Before deploying the Aryaka solution, we found that our WAN performance was so slow that it was unusable – latency was a killer. Aryaka provides us LAN-like performance on our WAN so that our people can actively use Email, SharePoint and backups across the network, improving our business processes and keeping our..."

**Sarvesh Mahesh**  
CEO, Tavant Technologies, Tavant Technologies



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## ABOUT SILVER PEAK SYSTEMS

Silver Peak is the global leader in broadband and hybrid WAN solutions. Silver Peak offers a high-performance SD-WAN solution that provides secure and reliable virtual overlays to connect users to applications with the flexibility to use any combination of underlying transport without compromising application performance. This results in greater business agility and lower costs. More than 3,000 globally distributed enterprises have deployed Silver Peak broadband and hybrid WAN solutions across 80 countries. Learn more at silver-peak.com.

### TRUSTED BY:



"Silver Peak has delivered reliable performance and automation at remote sites, freeing us up to open the doors to more locations now and in the future."

Ramzy Masarweh  
Corporate IT Manager, Aramex

"Now when an office needs more bandwidth, it's just a matter of licensing up in the field. We don't have to worry about hardware not being sufficient or the normal refresh cycle. It's really an appealing model."

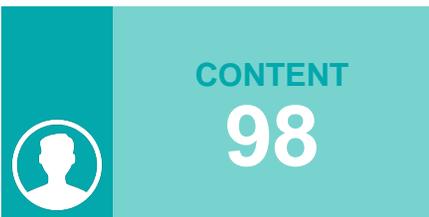
Frank Riordan  
Director of Infrastructure Technology, Perkins Coie

"This level of cloud intelligence is critical to our organisation as we continue to embrace new healthcare technologies available in the market."

Dan Morgan  
IT Operations Director, Nuffield Health

"With Silver Peak, we know that whatever application we introduce, the network can handle it. I truly believe our existing WAN is ready for anything our business has in store. As an IT professional, that is priceless."

Anand Kichari  
Architect Technical Infrastructure, The Greenery



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## ABOUT RIVERBED

Riverbed, The Digital Performance Company, enables organizations to maximize digital performance across every aspect of their business, allowing customers to rethink possible. Riverbed's unified and integrated Digital Performance Platform brings together a powerful combination of Digital Experience, Cloud Networking and Cloud Edge solutions that provides a modern IT architecture for the digital enterprise, delivering new levels of operational agility and dramatically accelerating business performance and outcomes.

### TRUSTED BY:



"Before using Riverbed, our store staff were complaining a lot about how hard it was to gain access to the intranet and how slow file transfer was. Now, those complaints are rare and my team can concentrate on other projects instead of dealing with irate employees."

Rúben Salgueiro  
IT Manager, AKI

"With Riverbed, I don't have same support woes as I do with other companies, Riverbed support has been phenomenal."

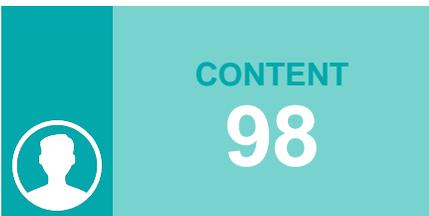
Lincoln Higdon  
ITS Infrastructure Manager, Prommis

"The next-generation WAN is getting a lot of press now. We view our investment in technology as an investment in our people. Riverbed is a part of that."

Joe Ryan  
Chief Technology Officer, Americas, JLL

"We now have a private cloud infrastructure thanks to Riverbed, and the RSP solution has allowed us to consolidate our IT services even further, and work towards a truly server-less branch office infrastructure."

Rudolf Labermeier  
IT Infrastructure Manager, Silver Atena



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## ABOUT INFOVISTA

Infovista, the leader in modern network performance on SD-WAN and 5G, provides complete visibility and control to deliver unmatched experiences and maximum value throughout the lifecycle of any network. At the core of our approach are data and analytics, to give you real-time insights and make critical business decisions. Infovista offers a comprehensive line of solutions to more than 1,500 service providers and enterprises globally—including 250 of the world’s top mobile network operators. Know Your Network with Infovista.

### TRUSTED BY:

CIRQUE DU SOLEIL



EULER HERMES



"Thanks to InfoVista (formerly Ipanema), Skype for Business's and other business applications performances are guaranteed anytime, anywhere."

Philippe Faure  
Chief Information Officer, Gemalto

"Dynamically orchestrating the performance of our business applications over our WAN, which is made possible by Ipanema, InfoVista's Application Aware SD-WAN solution, is one of the pillars of our digital transformation. It allows us to improve the experience of donors while controlling our operating costs."

Josep Sans  
Global Network Manager, Grifols

"With 15,000 users on Skype for Business and Wi-Fi accessible to all customers, we couldn't take the risk to not deliver an optimum Quality of Experience. We also needed to make sure our critical applications such as bank transactions or VoIP will not be impacted."

Bart Adriaensen  
Head of Telecom and UC<sup>2</sup> eWorkplace, KBC

"The results have been incredibly impressive. Since we launched Pin Point into retail we've seen a 40 percent increase in sales conversions. We've also seen a 30 percent increase in customer satisfaction. Our net promoter score, which is how we measure customer satisfaction, is now the highest in our industry."

Julian Diment  
Chief Marketing Officer, Dixons Carphone



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# CLOUDGENIX



## ABOUT CLOUDGENIX

CloudGenix ([www.cloudgenix.com](http://www.cloudgenix.com)) is the software-defined wide-area network (SD-WAN) leader, revolutionizing networking by transforming legacy WANs into a radically simplified, secure, application-defined fabric and unified hybrid WAN. Enabling application-specific, service-level agreements (SLAs), CloudGenix controls network application performance based upon application-performance SLAs and business priority. CloudGenix ION (Instant-On Network) simplifies how WANs are designed and managed, enabling customers to build “networks without networking,” and achieve more than twice the performance at less than half the cost while extending data center-class security to the network edge.

### TRUSTED BY:



"A simplified approach based on business intent will allow us to accelerate innovation, while eliminating the risks caused by complexity."

Alan Boehme  
Chief Architect, The Coca-Cola Company

"Business units expect IT to respond at the pace of the cloud and with solutions like CloudGenix, IT can become a catalyst for innovation."

Conrad Menezes  
Director, Open Networking User Group

"When we evaluated other vendors, we felt like they were building their solution on top of legacy router technology. CloudGenix is different – it's a top-down policy that allows my team to configure the WAN using business language rather than technical jargon."

Kevin Gish  
I/T Manager, Bank of Marin

"With CloudGenix, our end users didn't notice any difference in performance when we migrated from MPLS to broadband. With CloudGenix, we gained the freedom to choose between private MPLS WAN and broadband as a core transport for the company between sites, data centers, clouds and to the Internet, reducing WAN costs by 70%."

Manish Kothari  
Chief Information Officer, Jax Federal Credit Union



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## ABOUT CATO NETWORKS

Cato Networks, the cloud-native carrier, connects enterprise locations, users and cloud resources into a global, secure, and optimized cloud-based network with built-in SD-WAN, network security, and WAN optimization. Unlike legacy telcos, Cato is agile, affordable, simple to deploy, and quick to adapt to changing business needs. Using Cato, customers can cut MPLS costs, improve performance between global locations and to cloud applications, eliminate branch appliances, provide secure Internet access everywhere, and seamlessly extend the WAN to mobile users and cloud resources. Visit [www.catonetworks.com](http://www.catonetworks.com) and Twitter: @CatoNetworks

### TRUSTED BY:



HUMPHREYS & PARTNERS ARCHITECTS



SANNE



INNOVEX

"My view is that the business expects better things and MPLS simply doesn't let you react quickly enough. Cato changes that equation completely."

Nathan Trevor  
IT Director, SANNE

"Cato gave us freedom. Now we can use a socket, a VPN tunnel, or mobile client, depending on location and user requirements."

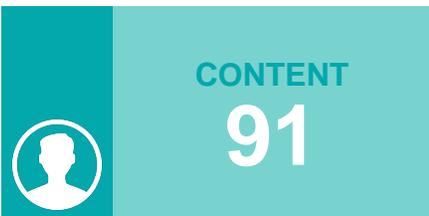
Paul Burns  
IT Director, Humphreys & Partners Architects

"With Cato, we connected our twenty-one sites, improved performance over Internet-based VPNs, and still saved 30 percent off of our six-site, MPLS network."

Stuart Gall  
Infrastructure Architect, Network and Systems Group, Paysafe

"We used Cato to connect our sites into a global, affordable and secure network without backhauling or deploying network security appliances."

Yoni Cohen  
VP of Technology, CB Alliance



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## ABOUT VIPTELA

Viptela is a fast growing, private company that is disrupting network infrastructure technology that enterprises use to connect their facilities, users and applications. Viptela provides Fabric technology that Enterprises and Service Providers use to deliver a superior user to application experience. The solution is a single platform that enables multiple critical use-cases: including SD-WAN, Cloud, Network-as-a-Service and AppUX. It is a cloud delivered, secure, scalable, open and simple to deploy platform that is in use at thousands of sites, and is the most deployed solution by Global Fortune-1000 enterprises.

### TRUSTED BY:



Gap Inc.



"Viptela SD-WAN has enabled First American to deliver a reliable quality of service for Voice, Video, SaaS and Internet applications by means of application-based policies and redundant circuits. And with about 10x more bandwidth we now have the ability to rollout many new applications."

CJ Metz  
Network Architect, First American

"With Viptela SD-WAN we have finally enabled Office365 and SaaS-based healthcare applications at our clinics. The positive user experience has given us the confidence to migrate more applications to SaaS."

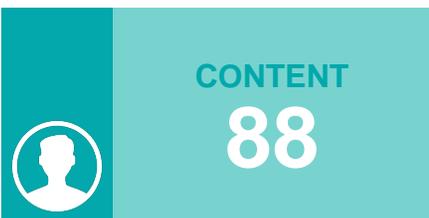
Eric Lester  
Director of Network Services, Acadia Healthcare

"Agilent's global rollout of Viptela SD-WAN enables our IT teams to respond rapidly to changing business requirements. We now achieve more than 80% improvement in turnaround times for new capability and a significant increase in application reliability and user experience."

Pascal Heger  
Global Network Architect, Agilent Technologies

"With Viptela cloud instances in Azure, we've been able to rapidly extend WAN connectivity to the cloud to enable developers building hybrid-cloud applications. Viptela has been a partner in navigating the complexities of cloud connectivity as we build on existing SD-WAN infrastructure."

Eyvonne Sharp  
Consulting Network Engineer, Kindred Healthcare



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## ABOUT HUGHES NETWORK SYSTEMS

Hughes delivers fully managed SD-WAN and digital media services that transform multi-branch organizations into better-connected, customer-focused enterprises, no matter where your locations are. We combine the most sophisticated SD-WAN and automation technologies with superior customer support to deliver a zero-touch configuration, installation, and operation environment for our clients. In addition, our digital signage solutions streamline employee training and better connect your business with its customers.

### TRUSTED BY:



"The HughesON solution gives us the throughput and security we need to support our customers' growing digital demands. It also makes us better prepared for the future as we expand our applications to support our guests."  
**Drew Martin**  
CIO, Jack in the Box

"As a longtime Hughes customer and user of the HR platform, we are very familiar with its benefits and how Hughes managed services improve our operational efficiency. Hughes makes deployment, installation, ongoing configuration and management simple. In our experience the security and scalability of the Hughes HR platform are...  
**Maria Fidelibus**  
Vice President of Technology, QuickChek Corporation

"We have made a strategic commitment to utilize cloud applications and the Association for Retail Technology Standards (ARTS) to deliver a better customer experience and to streamline operations. In order to do that, the network has to be rock solid. We continue to work with Hughes to deliver our cloud applications reliably, securely, and with...  
**Bob Graham**  
Chief Information Officer, BevMo!

"M&T; Bank has earned 10 Greenwich Excellence Awards for providing excellent banking solutions and services to its small business customers. Hughes superior network backup solution and dependable 24/7 customer care gives us the confidence that we can deliver exceptional services to our customers and ensure continuous and reliable operations...  
**Jim Finn**  
Admin Vice President Network Operations, M&T; Bank



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## ABOUT VERSA NETWORKS

Versa Networks is a leading innovator in the SD-WAN, SD-Security and SD-Branch market. Versa is unique among software-defined networking vendors, providing an end-to-end solution that both simplifies and secures the WAN/branch office network. Versa's Cloud IP Platform delivers advanced networking and security in a cloud-native and multi-tenant unified software services platform. Versa's solutions enable service providers and enterprises to transform enterprise WAN's and build agile and secure enterprise networks. The Versa Cloud IP Platform provides unmatched agility, cost savings and flexibility, transforming the business of networking.

### TRUSTED BY:



Business Services

TATA COMMUNICATIONS



"After a thorough testing phase, we selected Versa Networks technology for our new software-defined offerings, as it's the most advanced platform in line with the expectations of our customers."

Kevin Polizzi  
Founder, Jaguar Network

"By leveraging Versa's portfolio of software-defined technologies, we now offer our customers a richer, more business- and application-centric networking resource."

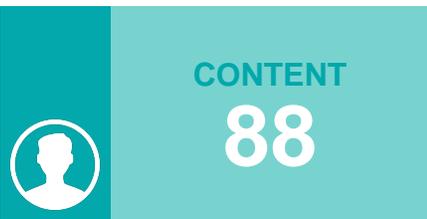
Nemo Lin  
Director of the Cloud Operation Center, China Telecom

"Partnership with Versa Networks allows Kalaam to provide tremendous advantages for enterprises to set up multi-branch communications – local and international – within hours with a deep set of security capabilities."

Veer Passi  
CEO, Kalaam Telecom

"We chose Versa after extensive research, because their multi-tenant platform-based approach and deep security offering provides our partners with a true enterprise-grade offering to their end-users."

Brian Fink  
Board Member, VergX



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## ABOUT ECESSA

Ecessa is a technology leader in the SD-WAN space. With over 12,000 successful deployments, they have helped the IT managers at single sites, small and medium enterprises and Fortune 1000 organizations make sure their networks never lose connectivity, and quite honestly, are Never Down™. Ecessa provides every business at every stage and IT budget with a smart, sustainable path to a more perfect network.

### TRUSTED BY:



"We're pleased with the continuing performance of Ecessa and its top notch customer service team."  
**Mike Butler**  
Network Administrator, Sunstone Circuits

"Having Insight+ frees up resources and it just works! The best part about Ecessa, is we just don't have to worry about our network anymore."  
**Jim Nonn**  
CIO, Egan Company

"Our Ecessa Powerlink seems to run flawlessly all the time. This unit is easy to configure. We have made several adjustments to Authoritative DNS as we turned up some URLs on the outside. We did it ourselves without help from the help desk. When we do need the help desk they answer right away and are extremely knowledgeable with the..."  
**Gary Carpenter**  
Network Administrator, Lancer Corporation

"Ecessa's SD-WAN solution not only finally delivers us confidence in our failover solution at all of our critical sites, it also allows us to better leverage our investment in multiple carriers by converting static failover circuits to active circuits."  
**Jeff Holmstedt**  
VP and CIO, Trans States Airlines



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## ABOUT TALARI NETWORKS

Talari is the original innovator of failsafe SD-WANs that deliver both MPLS-class high availability and high QoE (Quality of Experience) predictable application performance for both TCP-based apps and real-time apps like VoIP and videoconferencing – whether built on a hybrid MPLS plus Internet WAN fabric, or a WAN comprised of only Internet connections. Talari technology delivers a multi-network WAN with 50 - 400 times more bandwidth per dollar, WAN cost reductions of 40% - 80%, and greater network reliability and superior application QoE than any single MPLS network. A Talari Failsafe SD-WAN enables Internet economics, dramatically reduces troubleshooting costs, and optimizes access for hybrid-cloud IT infrastructures and next-generation applications.

### TRUSTED BY:



"I found that Talari met our bandwidth, reliability and disaster recovery needs. When I compared purchasing more T1 lines vs. using broadband and Talari, it was a much better investment. I knew I found a solution for our network problems."

Andrea Martfeld  
Vice President and Technology Officer, Lake Area Bank

"Talari was the only company that came near to meeting our requirements. Talari has load balancing, QoS, full use of bandwidth, packet duplication, and I can see everything that's happening over the links and conduits."

Richard Bowling  
Senior Network Administrator, JTEKT

"The peace of mind and visibility we get with Talari is invaluable in terms of knowing we are going to deliver those calls without interruption."

Dave Dansevics  
911 Integrated Systems Administrator, Maricopa Region 911

"A network outage can have a large impact on our operations. Being able to depend on Talari is the difference between worrying about the next major halt in production and focusing on what makes our company successful."

Craig Mercer  
Director of IT Operations, American Railcar Industries



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## ABOUT NUAGE NETWORKS

Nuage Networks from Nokia brings a combination of technologies and networking expertise to the enterprise and telecommunications industries. The Silicon Valley-based business has applied new thinking to the problem of delivering massively scalable and highly programmable SDN solutions within and across the data center and out to the wide area network with the security and availability required by business-critical environments. Nuage Networks, backed by the rapidly growing IP/Optical Networks business of Nokia has the pedigree to serve the needs of the world's biggest clouds.

### TRUSTED BY:



CenturyLink®



"Nuage Networks permits players of all sizes – from huge to smaller/midsize operators – to really leverage the innovations that are in place already. Whatever you are trying to do and whatever you have today, Nuage will help you reach those goals much faster."

Karl Soens  
CEO, EVONET

"KT is happy to collaborate on our NFV proof of concept with Nokia who has been delivering open and integrated NFV and SDN products. We expect this collaboration will help us create converged services for Gigatopia era and develop new revenue generation models."

Hongbeom Jeon  
Head of Technology, KT

"Our strategy for next-generation WAN connectivity to cloud-based services is perfectly aligned with Nuage Networks' SD-WAN technology. Leveraging their Virtualized Network Services platform will accelerate the delivery of our services and will help our customers significantly reduce their WAN costs through greater operational efficiency, IT..."

Chris Christou  
Director of Engineering, Exponential-e

"When people ask me if I am comfortable with Nuage Networks, I say that I am very comfortable. This view is based on how well my core systems are running. We conducted a number of SON tests. The system is highly automated. Network configuration parameters no longer get in the way."

Bill Hanna  
Vice President of Technical Services, University of Pittsburgh Medical Center



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## ABOUT NTT GLOBAL NETWORKS

NTT Global Networks delivers award-winning SD-WAN services via their Virtualized Overlay Network and NTT Enterprise Services Cloud (ESC) platform, with Local Cloud Centers (LCCs) strategically located around the world. This eliminates the complexity and expense of having multiple networking devices at each customer branch office. Their flexible deployment model allows customers to take advantage of both Cloud based as well as on premises based SD-WAN features to meet their business objectives. They provide end to end managed services to help enterprises to achieve their digital transformation.

### TRUSTED BY:



"Virtela was the clear choice for three key reasons: value, relationship and service commitment. Virtela had the best value proposition of the 10 service providers we evaluated. Moreover, they invested a lot of time to develop a strong relationship and were willing to commit to very high service levels."

**Ken Harris**  
Chief Information Officer, Shaklee

"The Inteva IT organization and infrastructure operate at less than 1% of our total revenue, which is world class in our market. Virtela frees up our resources and budget, and enables our IT organization to function as business analysts with a keen focus on the strategic needs of the business."

**Dennis Hodges**  
Chief Information Officer, Inteva

"At Virtela, everyone gets in a room and just does what needs to be done. There is no finger pointing or lines of demarcation when it comes to solving a problem. Virtela's obsession with customer involvement and satisfaction was one of the prime factors in selecting them as our solutions provider."

**Tom Broccoletti**  
Assistant VP of Systems, GAB Robins

"Virtela offers a true partnership. Most carriers are only about bandwidth and location – how much and where. Virtela is different in that they offer a holistic set of outsourced network services that really address what enterprises want."

**Paul Hooper**  
Chief Information Officer, Extreme Networks



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