CASE STUDY

Comcast Business SASE and Underlay

Transform Auto Dealership



An auto dealership reached out to their trusted channel partner seeking a network refresh. The partner collaborated with Comcast Business on a comprehensive package combining SD-WAN, security, and connectivity – a one-solution approach that aligned with the client's preferences.

Winning Advantage

Comcast Business was brought in and delivered true value to the partner and the client:

- **Aggregation:** Leveraging its nationwide network and aggregation platform, Comcast Business delivered a solution that included redundant circuits across multiple locations.
- **Flexible Management:** Comcast Business offered a fully managed SASE solution with the option to co-manage.
- **Architecture Options:** Comcast Business offered multiple SASE designs to meet the client's needs, including Fortinet-powered SASE integrated with AWS.
- **Standardization and Visibility:** The solution helped replace a fragmented environment with a more standardized network and provided dashboard access for monitoring performance, security, and connectivity.

Delivering a World-Class Experience

With a focus on enabling growth and streamlining operations, Comcast Business supported our partner's and client's success through:

- An integrated solution across network, security, and connectivity
- Support via a single NOC
- Strong collaboration between our partner and Comcast Business
- Phased deployment aligned with the client's timeline
- Aggregation of redundant network elements across multiple networks

Results

Together, Comcast Business and our partner met the client's business goals:

- **Organizational Simplicity:** The client consolidated services under one provider, helping simplify billing and management.
- **Operational Efficiency:** A standardized network architecture supports fast application deployment.
- **Strategic Growth:** Following the project's initial success, the client began exploring additional services such as MDR.

KEYS TO SUCCESS: WHY COMCAST BUSINESS

- Integrated solution for network, security, and connectivity
- Scalable SASE and underlay leveraging AWS, Fortinet, and SD-WAN
- Experience supporting complex, multi-site environments
- Partner collaboration that helped drive solution success

COMCAST BUSINESS
Solutions Advisor Program

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