

## iQUILA IN RETAIL



### OUR CHALLENGE

As a retail company currently utilizing an MPLS over PSTN solution, we were seeking a replacement due to the phasing out of PSTN and the prohibitive costs associated with MPLS over fibre. We have over 500 stores nationwide, each connected via three VLANs from our data centres: POS, administration, and store Guest Wi-Fi.

We were looking for a straightforward replacement for our current MPLS setup, aiming to minimize service disruption during the transition. Additionally, we are expanding our footprint with pop-up stores and required a solution that could be easily deployed in these new locations. The pop-up stores will connect via the shopping centre's internet connections, and we cannot configure inbound firewall rules in these environments.

### KEY CHALLENGES

**Minimum disruption:**

Ensuring a smooth transition to the new system without impacting store operations.

**Resilient service:**

Maintaining a reliable and robust network connection across all store locations.

**Firewall restrictions:**

Navigating the inability to configure inbound firewall rules at pop-up store locations.

**Cost:**

Finding a cost-effective solution that doesn't sacrifice quality or performance.

### THE SOLUTION

We selected iQuila Enterprise running in Azure as our new solution. This choice allowed us to implement the new system while our existing solution remained operational, ensuring minimal disruption to our services.

more 

The iQuila Layer 2 solution enabled us to seamlessly extend VLANs from our hosting environment to our stores. By deploying Cradlepoint devices at each store location, we provided robust 5G connectivity to the stores. With iQuila Bridge software running on the Cradlepoint router, we could extend the necessary VLAN IDs effectively.

Additionally, the iQuila Zero Trust policy centre offered improved data control, enhancing overall security. This solution also allows for local breakout of Guest Wi-Fi, ensuring the connection back to the data centre remains prioritized.

In our pop-up locations, the iQuila Bridge software's ability to function without a fixed IP was crucial. This solution efficiently tunnels over any internet connection, delivering a consistent Layer 2 connection regardless of the internet source.

Overall, the iQuila Enterprise solution met our needs by providing a resilient, secure, and cost-effective alternative to our previous MPLS over PSTN setup, with minimal disruption during the transition and easy deployment at new pop-up store locations.

