



TERRALOGIC

Terralogic transforms its network and provides elevated connectivity to its customers with cutting-edge NaaS

1

week - Time it took Nile to define needs and ship on-site materials to Terralogic HQ

3

hours— Time it took to power up the network on install day

1

IT headcount – Who now supports business-critical digital initiatives instead of manually configuring and troubleshooting the network

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The Challenge

Terralogic was down to the wire, with its legacy network solution license set to expire within days. There was no time for a long and drawn-out network deployment, as losing the network would be catastrophic. The company needed a solution, and needed it fast.

- Replace legacy network before looming expiration date
- Address long-standing network security shortcomings
- Boost IT productivity to tackle more with less

The Solution

Terralogic was actively considering adding Nile Access Service to the portfolio of solutions it offers its own customers. So, the company's IT team rolled it out internally to solve its urgent network problem and 'kick the tires' on Nile, so to speak.

Nile expedited the deployment, defining the network and business requirements and procuring and shipping all of the equipment within a week's time. On install day, the process was completed in three hours, beating the shut-off date of Terralogic's existing solution.

- Nile Access Service rolled out in new Terralogic headquarters
- Legacy network replaced with superior Nile Access Service with performance guarantees, all in record time
- Security boost thanks to completely eliminating the potential for malware proliferation with campus zero trust security
- IT freed up from manual monitoring and configuration of dedicated DHCP server infrastructure for dynamic IP address management

The Results

Nile Access Service did more than just rescue Terralogic from a devastating network outage. It delivered a far more secure platform, provided a greater level of visibility and much simpler operational workflow and upped productivity by eliminating time-consuming maintenance tasks.

The roll out of the Nile Access Service at Terralogic was so successful that the company has since joined the Nile Connect Partner Program to enable cloud-based delivery of AI-driven enterprise networks to its own customers.

- Efficient and automated deployment averted outage
- Highest level of network security posture in the history of the company
- Time savings allow repurposing of an entire IT headcount, shifting focus to business-critical initiatives
- Simplified lifecycle management, from Day 0 - Day N, delivered under a singular subscription, including Nile's cloud-based DHCP Service
- Complexities of manually configuring multiple piecemeal products, and managing multiple vendor licenses and contracts, eliminated
- Addition of transformational technology solution to Terralogic's customer offerings

The countdown begins

Terralogic is a top software development and IT services company. It delivers transformational technology solutions that not only solve customers' everyday business challenges, but also support a company's long-term mission. Sound familiar? That's probably because Nile shares that same vision, making a partnership between the two companies a perfect fit.

"The partnership with Nile makes sense because, at our cores, we're both obsessed with our customers' outcomes and success," explains Chris Widhelm, Terralogic solutions architect. "And we have confidence

in the solution because the Nile team is stacked with industry leaders in this space.”

Nile takes care of the entire network installation and activation. Widhelm estimates it would have taken him upwards of two weeks, culminating in a Saturday-to-Sunday install.

“I had a quick call with the Nile team on a Tuesday, and they were on site Friday to install,” recalls Widhelm.

Vice President of Software Solutions at Terralogic, Venkatesh Jayakumar, was pleasantly surprised by how quickly Nile was able to bring up the site. He sees that as a huge win for Terralogic customers who adopt Nile Access Service.

“With the Nile Access Service, you can scale up so easily and spin off new branch offices quickly,” he says. “Just call Nile and tell them you have a new site and in a week or two, it’s done.”

The best security, right out of the box

Security is one of the aspects of the Nile service that Jayakumar and Widhelm are most excited to share with their customers. Nile’s SSO-enabled Wi-Fi onboarding workflows for network access, along with zero trust access, authenticate every user and device to protect the network from malicious actors.

“Complete isolation of authorized devices is the hardest thing to implement within zero trust and Nile does it straight out of the box,” says Widhelm. “That level of control within the network, coupled with a secure firewall implementation, gives you a really tight and secure environment.”

And with Nile, there are no additional charges to have campus zero trust security or end-to-end MACsec encryption enabled as they are both essential parts of the solution.

For reliable DHCP, go straight to the source

For a cloud-first company like Terralogic, investing in Nile’s DHCP Service is essential. This additional capability is an optional service on top of the Nile Access Service, and it is enabled for new network segments in a single click.

“The importance of DHCP cannot be overstated, without it, no one can access the network,” says Widhelm. “One of the authors for RFC 2132 on DHCP Options is one of the co-founding engineers at Nile - so we had full confidence in deploying Nile’s cloud DHCP Service at Terralogic and recommending it to our customers.”

It’s critical to secure DHCP, but that can be difficult to achieve. With the Nile DHCP Service there is an authorized and encrypted communication between connected devices and Nile’s Point of Presence (PoP) in the cloud. IT admins take advantage of automated security controls for the DHCP service infrastructure, protecting against tampering and phishing attacks.

“We value Nile DHCP service for taking care of all DHCP intricacies, and not having to deal with on-premise DHCP server infrastructure,” says Jayakumar. “Now we can focus on tasks that support Terralogic’s customer-first mission.”

As Terralogic continues to expand its own Nile Access Service deployment at locations throughout the organization, Jayakumar and Widhelm are busy evangelizing Nile’s value and differentiation to their customers.

“The engineering team behind Nile is quite stellar and we’re confident communicating to our customers that they can trust Nile.”

– Venkatesh Jayakumar, Vice President of Software Solutions, Terralogic

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