



## USE CASE

### IMPACT STATEMENT

Large oil & gas company increases bandwidth 10x to remote refineries and saves over \$5 million annually.



## Background

A leading, integrated, downstream energy company headquartered in the United States with over 18,000 employees worldwide. The company operates one of the nation's largest refining, marketing, and transportation systems.

# 10X

INCREASED  
BANDWIDTH

# \$5M

SAVED  
ANNUALLY

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“We were really concerned about changing the existing solution. If we took down the company network it would be devastating.

On the other hand, we couldn't live with the loss in productivity due to slow systems.

MNJ put together a flawless plan to manage the risk and achieve the goal. Now we're positioned for the future and administration is streamlined.”

## The Situation

As the customer began its cloud journey, time and attendance tracking was one of the first applications migrated. The migration impacted all personnel at remote locations, including refineries, and drove a requirement for more bandwidth.

The company knew the cloud was driving a need for more bandwidth, but the company was also under pressure to reduce costs simultaneously. The number of impacted people had recently doubled to approximately 1,000 due to an acquisition. Unfortunately, all the remote locations lost productivity due to the legacy cloud solutions' latency issues.

One of the nation's largest wireless carriers provided the legacy connectivity. A wireless solution was needed for many of the locations in remote regions. The existing connectivity leveraged MPLS, which required the company to go through its data centers to reach the cloud.

Cisco, the company's strategic network infrastructure partner, suggested migrating the refineries from MPLS to SD-WAN, enabling each location to go to the cloud directly. In terms of devices and routers, the network equipment was already in place to support SD-WAN and eliminated any upfront capital requirement.



## The Solution

The company needed connectivity to over 500 locations to fully realize the benefits of the new solution. Some locations were in remote areas in North and South Dakota, Alaska, and the Permian Basin in Texas. To provide connectivity to all these locations, MNJ would need to coordinate services with 30 carriers and coordinate the customer's project teams.


A project plan was put together to manage a cut-over of ten sites per week. This required coordination with each site to open doors, conduct surveys, and coordinate with associated service providers. MNJ put together a playbook to be used by the project team at each location.

## The Result

The MNJ playbook worked flawlessly, and network users didn't experience any disruption. The team achieved the cut-over precisely as planned on time and within budget. The bandwidth increase at each location was eight to ten times greater than the previous solution. Users experienced immediate benefits and commented on how fast systems worked after the new circuits were implemented.

“We captured drone footage to an SD-Card and sent it to corporate before the new circuits. Now we upload it, and they have it immediately.”

Productivity increased at each location due to the increased bandwidth, and the company reduced operating costs by over \$5 million per year. The company also no longer manages multiple carriers and receives ongoing consolidated billing from MNJ. The installation of the new circuits positions the company well to continue moving more business applications to the cloud.



## Are you ready to take your business to the next level?

Reach out to one of our specialists at [solutions@mnjtech.com](mailto:solutions@mnjtech.com) to learn more about our variety of assessments tailored to it your needs.

