

WIN WIRE – AUTONATION

GTT Secures Major Global Connectivity Deal Through Unified Team Effort and Customer-First Approach

AVANT Channel Manager	Anna Leonardi
MRR	\$26,472
Product (s)	DIA & Network Monitoring, EnvisionDX portal
Current System/Environment	DIA from incumbent provider
Competitor(s)	CommandLink, Nitel (incumbent)
Location/Seats	31 sites across the US with 230+ more in later phases after successful rollout of the initial (pilot) phase

The Challenge:

Our customer sought to reduce costs, enhance performance, and enhance the overall support experience. They were looking for a nationwide DIA to support an existing, customer-owned, hardware-based SDWAN solution

The Solution:

GTT's Tier 1 backbone, combined with a deep bench of local access suppliers to ensure diversity, high-touch NOC support, and an industry-leading EnvisionDX portal, along with unwavering team engagement and support, differentiates GTT from aggregator-type competitors.

The Result:

Our Channel and Enterprise teams are fully integrated to provide holistic support and a comprehensive technical solution with the necessary PM and technical resources to augment the customer's IT staff, ensuring operational efficiencies and a well-defined roll-out plan. Additionally, we presented a compelling financial benefit that drove a quick decision.