INTERNEXA SIMPLIFIES CONNECTIVITY FOR LATIN AMERICAN BUSINESSES WITH JUNIPER SKY ENTERPRISE

Summary

Company:
InterNexa

Industry:
Service Provider

Business Challenges:
Empower distributed enterprise customers to deliver better digital experiences with advanced application control across the WAN

Technology Solution:
- *Juniper Sky Enterprise*
- *SRX300 line of Services Gateways with AppSecure*
- *MX Series 5G Universal Routing Platforms*

Business Results:
- *Improved the network experience for distributed enterprises in Latin America*
- *Empowered customers to reduce WAN connectivity costs by 20 to 40 percent*
- *Simplified operations with cloud management of customers' on-premises firewalls*

Across Latin America, InterNexa is known for high-quality carrier services. Enterprises can now take advantage of that quality, with cloud, data center, security, and network services from the company. Most recently, InterNexa launched a cloud-managed network service aimed at distributed businesses that need a simpler way to deliver excellent digital experiences to their customers. The foundation of its simple, elegant, cloud-managed network service is Juniper.

BodyTech, a premier fitness center with 250 locations across Latin America, relies on InterNexa to help deliver an exceptional digital experience to its members and staff. BodyTech members stream music and post to social media while working out, and employees depend on a variety of applications to keep the fitness centers in top shape.

Like many fast-growing businesses across Latin America, BodyTech wanted a simpler way to deliver great customer and employee digital experiences.

"We were talking to BodyTech about their business problem," says Juan Camilo Ruiz Benjumea, senior product line manager at InterNexa. The fitness chain wanted to ensure that employees and guests could readily access applications and services while also getting control over the rising cost of WAN connectivity.

That customer discussion led to the launch of a cloud-managed network service.

"InterNexa saw the opportunity to develop a new service for enterprise customers in our markets across Latin America," says Camilo.

Now, BodyTech can easily control its application traffic across the WAN to deliver a better user experience while maximizing its WAN investment. Instagram, Spotify, and other non-business-critical traffic are routed over lower cost Internet links, while business applications take priority over InterNexa's MPLS service. BodyTech has seen a 54 percent reduction in bandwidth usage on its MPLS links and a 40 percent reduction in broadband Internet consumption with this new service.

"Bodytech reduced its bandwidth consumption, lowering cost, and the user experience was the same or better than before," says Camilo.

"Working with Juniper is a very different experience than working with other technology vendors."

- Juan Camilo Ruiz Benjumea, senior product line manager, InterNexa

Connecting Distributed Enterprises

"We worked with Juniper Networks as a partner to develop a new cloud-managed WAN service to fit our customer needs," says Camilo.

The service leverages Juniper® Sky™ Enterprise and Juniper Networks SRX300 Services Gateway. InterNexa also uses Juniper Networks MX Series 5G Universal Routing Platforms for its network.

The SRX300 Services Gateways provide security, networking, and WAN connectivity at customer sites. These SRX Series firewalls support advanced policy-based routing, or application routing, which can effectively prioritize, segregate, and route traffic without compromising performance or availability. In addition, Juniper Networks AppSecure, a next-generation firewall component of the SRX Series Services Gateways, provides deep application visibility and control with policy-based enforcement. Applications are automatically classified and routed per customer policy across InterNexa's network. For instance, customer traffic can be routed over MPLS, broadband Internet, or 4G based on cost or other factors. And with SRX Series firewalls, connectivity at customer sites is resilient; if a primary link fails, traffic is automatically switched to a secondary link, so customers' applications continue uninterrupted.

The InterNexa operations team uses Juniper Sky Enterprise for cloud-based configuration and management of customers' on-premises SRX Series firewalls. Zero Touch Provisioning (ZTP) through Juniper Sky Enterprise ensures operational efficiency. The ability to manage customer networks from a single dashboard streamlines operations for InterNexa, while also allowing customers to view their own applications and WAN performance as needed.

"Juniper Sky Enterprise makes it easy and efficient to onboard new clients and support the operations of clients with multiple sites," says Camilo. "Zero Touch Provisioning allows us to reduce our implementation and operations cost."

Cloud network management also means a better work/life balance for InterNexa staff. "Our engineers can be at their houses or anywhere they want to work and have the same visuals and controls as our people sitting in the network operations center," he says.

A Trusted Partnership

InterNexa collaborated with Juniper to design and engineer the cloud-managed network service that is extending its reach into the enterprise market.

"Working with Juniper is a very different experience than working with other technology vendors," says Camilo. "InterNexa is a customer of Juniper, but Juniper sat with us and listened to the needs of our customer. That really added value for us."

"Using SRX Series firewalls and Sky Juniper Enterprise to provide flexible, cloud-managed connectivity to businesses is a huge opportunity for InterNexa."

- Juan Camilo Ruiz Benjumea, senior product line manager, InterNexa

A Strong Demand for Enterprise Connectivity

BodyTech isn't the only rapidly growing business that needs simplified, affordable connectivity. With strong demand across Latin America, InterNexa projects its new service will connect 2000 customer sites in two years. The opportunity is great: InterNexa operates in Colombia, Ecuador, Peru, Chile, Argentina, and Brazil and provides connectivity in 170 cities as well as internationally.

"Using SRX Series firewalls and Juniper Sky Enterprise to provide flexible, cloud-managed connectivity to businesses is a huge opportunity for InterNexa," says Camilo.

For More Information

To find out more about Juniper Networks products and solutions, please visit www.juniper.net.

About Juniper Networks

Juniper Networks brings simplicity to networking with products, solutions and services that connect the world. Through engineering innovation, we remove the constraints and complexities of networking in the cloud era to solve the toughest challenges our customers and partners face daily. At Juniper Networks, we believe that the network is a resource for sharing knowledge and human advancement that changes the world. We are committed to imagining groundbreaking ways to deliver automated, scalable and secure networks to move at the speed of business.

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