SDWAN & SASE SOLUTIONS

A Digital Transformation Case Study: Manufacturing, Retail & Construction



Eurocell Revolutionises Network Infrastructure & Cybersecurity with OMNIA

Eurocell creates sustainable building solutions for the trade of today, the homes of tomorrow and the environment of the future. With its headquarters in Alfreton, Derbyshire, Eurocell is at the forefront of the UK's PVC-U industry, leading the way in the manufacture, distribution, and recycling PVC-U windows, doors, conservatories, rooflights, roofing and roofline systems.

Eurocell employs over 2,000 staff across more than 200 UK trade branches, serving over 40,000 tradespeople. Celebrating 50 years in 2024, Eurocell offers the widest range of home renovation and new build products under one brand, with over 10,000 items including garden rooms, decking, fencing, and more

"Since deployment OMNIA has delivered seamless network resilience, multiple layers of cybersecurity, enhanced throughput and network visibility. OMNIA was a strong commercial offer compared to MPLS, and other SD-WAN competitor offers."

Alan Kennedy:
Head of IT Infrastructure & Security

BE *assured*

Eurocell's Pain Points

Eurocell faced significant networking challenges due to its expansive geographical footprint. The company's existing MPLS infrastructure had become increasingly rigid, failing to meet the evolving needs of their dynamic business environment. Recognising the need for a more flexible, adaptable and secure solution, Eurocell's centralised IT team, led by Alan Kennedy, Head of IT Infrastructure and Security, embarked on a journey to revolutionize their network infrastructure.

BE *unstoppable*

Why Eurocell Chose OMNIA from SDWAN & SASE Solutions

After extensive investigations into multiple solutions on the market by Eurocell's IT team, one clear leader emerged and after an extensive proof-of-concept within Eurocell's live environment, the decision to select SDWAN & SASE Solutions as the preferred solution partner, was unanimous.

"SDWAN Solutions ran an extensive POC with us, ensuring that the product met all our requirements. The POC was run professionally and the support given during the process was exceptional. After running the POC, we could see multiple benefits to moving to the OMNIA product. These were:

- *Omnia integrated seamlessly with our current MPLS so we could easily see a migration path.*
- *Provided seamless network resilience into each site at a good commercial offering.*
- *Multiple layers of cyber protection*
- *Good throughput*
- *Visibility of what is being used on the network*
- *Strong commercial offering compared to MPLS costs and other SDWAN competitors"*

SDWAN & SASE Solutions is a leading provider of advanced network & cybersecurity technologies, and the creators of OMNIA, an all-in-one solution that solves complex IT infrastructure challenges.

In like-for-like comparisons OMNIA stood out for its ability to seamlessly integrate networking, the best rated cybersecurity products and full compliance requirements into a single, efficient platform.

OMNIA's unique approach not only meets current IT needs but also anticipates future challenges, offering businesses like Eurocell an innovative, future-proof solution backed by expert professional services. By consolidating multiple IT functions into one cohesive system, OMNIA delivers advanced yet affordable SD-WAN / SASE network & cyber security, visibility, compliance and 24x7 support.

Agility in Business Expansion

One of the most significant advantages of OMNIA has been its ability to support Eurocell's growth. The solution's agility has simplified the process of opening new sites, dramatically reducing deployment times from several weeks to days, compared to traditional MPLS setups. This newfound flexibility has empowered Eurocell to expand its operations more efficiently than ever before.

BE *unlimited*

ALAN KENNEDY: Head of IT Infrastructure & Security, EUROCELL



"Along with the migration of existing sites, Eurocell have opened new sites. The agility of the OMNIA solution has made opening new sites very simple and with short lead times which is historically something we always struggled with when deploying MPLS.

"The service we have received so far has been world class and SDWAN Solutions are always quick to update us on new offerings within their solution that we can take advantage of and benefit from.

"Eurocell are very pleased with our partnership with SDWAN Solutions and the service that is being supplied to help us grow as a business."

After a successful POC, we decided to move ahead with OMNIA and roll out across our entire estate. The migration to date has been very well run by SDWAN Solutions, with superb support and project management provided. All sites so far have been migrated with minimum disruption and our users are starting to see the benefits of OMINIA."

Eurocell's Digital Transformation Project: Supporting their sustainability goals

Eurocell's commitment to providing quality sustainable solutions sets it apart, with the largest PVC-U recycling operation in the UK. It operates a closed-loop recycling system, collecting, reprocessing, and utilising waste to create new products. In 2023 alone, Eurocell incorporated 16,700 tonnes of recycled PVC-U in its operations, with windows containing approximately 32% recycled content.

All OMNIA modules run simultaneously on a single powerful Vena edge device, thereby supporting Eurocell's environmental goals by reducing the number of devices needed in a solution, using less power and requiring less cooling

BE *sustainable*

A flagship customer – First to adoption, Eurocell is leading the way

"The market is dominated by giant US tech vendors and Eurocell's IT team had already explored several of these, in search of a solution. When I first introduced OMNIA, Alan Kennedy saw beyond the familiar names and recognized the groundbreaking potential of our home-grown technology. It takes vision and courage to be the first to adopt an innovative solution and Alan (and Eurocell) embodies that spirit. Through rigorous testing, the Eurocell team validated every aspect of OMNIA, not just as a product, but as a partnership. Today, we continue to affirm their trust by delivering results that exceed expectations. This partnership is a testament to the power of collaboration and innovation, proving that even in a crowded market, bold decisions lead to transformative success and competitive advantage.

OMNIA is the culmination of 7 years research, development and innovation. It's a dual UK/European solution created by local experts at the top of their game internationally. Each OMNIA component has been meticulously sourced or developed and then integrated to deliver enterprise & military grade performance, at a price point affordable for every business - from SMEs to global brands & governments. When it comes to keeping securely connected to your teams, customers, applications & supply chains, while ensuring data sovereignty, OMNIA is the only choice – Ask Eurocell!"

Anthony Senter, CEO, SDWAN & SASE Solutions

BE *formidable*

eurocell www.eurocell.co.uk

www.sdwan-solutions.global