



Farley's & Sathers Manages Acquisition with Ease Using MPLS Service

SDN Communications Provides a Smooth Transition for Farley's & Sathers Through the Use of MPLS Technology

The Challenge

Farley's & Sathers Candy Company operates out of Round Lake, MN, and acquired Brach's Candy Company late in 2007. The acquisition doubled the number of locations and the need to increase the efficiencies of its voice and data network. Farley's & Sathers needed a smooth transition for the newly purchased plants and distribution warehouses to integrate with the corporate network infrastructure. Connecting to SDN's fiber optic network provided the capacity and cost structure they were looking for.

Adding to the challenge, Mexican-based manufacturing plants needed to communicate with the corporate headquarters in Round Lake. Farley's & Sathers needed a company that could offer them local support, reduced costs and customized technical support.

The Solution

SDN Communications implemented Multi Protocol Label Switching (MPLS) as a solution for Farley's & Sathers to replace the existing legacy Frame Relay network. With increased bandwidth requirements at the corporate office and the integration of the new locations, MPLS was the obvious choice to bring all locations together in a seamless, fully-meshed network for their voice and data services.



The Benefits

An MPLS Network versus a traditional Frame Relay service allowed Farley's & Sathers to have exponentially more bandwidth at the corporate headquarters to handle all calls and data flowing among the different plant locations. Quality of Service (QoS) on the network provided quality voice service on a priority level



SDN maintains a great relationship with Farley's & Sathers through one-on-one sales support, knowledgeable technical resources, accurate billings, great service and low cost. Their assistance helped my staff tremendously during the Brach's acquisition and the transition to an MPLS network. SDN meets our requirements with expertise and efficiency



-Duane Hurley, Vice President of Information Services, Farley's & Sathers

across all locations. MPLS helped Farley's and Sathers bring all locations together, old and new, providing them with a single point of contact for the entire network.

SDN's 24x7 customer service and customized technical support allowed Farley's & Sathers to simplify its business

communications, reduce costs and increase efficiencies.

