Upgrades Power Growth Initiatives
for PBG Financial Services

The Business Challenges:

- Employees in PBG Financial Services' new second office needed access to core business applications housed on the firm's main-office server.

- Initial efforts to connect via VPN yielded slow data transfers that hampered use of accounting, tax preparation, time tracking, document management and other systems.

- The new office also needed a cost-effective phone system, and the firm's legacy backup system needed a refresh to eliminate external hard drive and tape backups.

- When the COVID-19 pandemic struck, PBG needed to quickly enable employees to work from home.

The MNJ Solution:

- To solve the slow upload problem, the MNJ team equipped PBG's new office with VMware Horizon View virtual desktop infrastructure enabling rapid data transfers from a host server in the company's headquarters regardless of how many employees were using the system.

- To ensure optimal VDI performance, the team supplemented PBG's Comcast broadband service with an AT&T Direct Internet Access (DIA) fiber connection, creating a dedicated link that effectively quadrupled the speed of VPN traffic between offices.

- With the new dedicated DIA circuit ensuring quality of service for both voice and data traffic, MNJ then deployed Jive UCaaS (now called GoToConnect) to provide cloud-based phone service in both offices. The savings achieved by eliminating PBG's legacy analog phone service and associated T1 circuit nearly paid for the Jive seat licenses.

- To support the firm's higher throughput requirements, the team upgraded PBG to a Fortinet 80E Fortigate firewall with a higher capacity and newer features than its legacy solution. The new firewall also enabled PBG to load-balance traffic between its broadband and DIA links for optimal efficiency.

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COST SAVING
50% Saved 50% IT spending by eliminating need for IT headcount

SECURITY
Increased security with best-in-class standards

Decreased downtime with diverse circuits, SD-WAN functionality of Fortinet appliances

FUTURE PROOFING
Networking appliances allow room for additional throughput and users as they grow

TIME
Gained time to focus on mission critical jobs because MNJ handled IT related tasks

Deceased time to onboard new employees with VDI and Jive UCaaS

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> After we opened our second office, it was essential to update our technology infrastructure to support the increased demands we were placing on it. MNJ not only defined and implemented the changes we needed, but also kept a close eye on costs to minimize the budget impact. We now have a network that serves us seamlessly today and will scale as we continue to grow.

Christopher Portera
Managing Partner, PBG Financial Services

The MNJ Solution (continued):

· To simplify PBG's backup strategy, the MNJ team implemented Veeam Cloud Connect Backup with iland Disaster Recovery as a Service (DRaaS). PBG data is now backed up locally in PBG's main office and uploaded to iland's cloud after hours via the DIA circuit. This eliminated the overhead associated with external hard drive and tape backups while also enabling data recovery in hours instead of weeks.

· All of these infrastructure upgrades allowed PBG to quickly pivot to a work-from-home scenario during pandemic-related lockdowns, leveraging virtual desktops, cloud-based phone service and increased Internet bandwidth.

The Business Benefits:

· Strategic technology upgrades to support company growth

· New cloud-based services enabled through increased Internet bandwidth

· Improved productivity achieved through faster data upload speeds

· New phone costs offset through cancellation of legacy analog system

· Streamlined backup and shortened recovery time in the event of data loss

· Scalability for continued growth with network upgrades

· Easy work-from-home enablement with faster network, virtual desktops and cloud-based phone service

· No network management overhead—circuits and other resources managed by MNJ

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11-2020