

CORPORATE CASE STUDY

Intuit, Inc.

“One Source Networks was the winning vendor due to their ability to meet our entire network requirements including bandwidth volume, quality, price, and, most importantly, the timeline required for implementation. The OSN service team provided the quality service they promised.”

Ken Andrews, Sr. Network Engineer of Intuit, Inc.

THE OPPORTUNITY

Since 1983, Intuit Inc. has provided business and financial management solutions for small and mid-sized business; financial institutions, including banks and credit unions; consumers and accounting professionals. The company’s flagship products include QuickBooks®, Quicken®, and TurboTax® that simplify payment, payroll processing, personal finance and tax preparation filing. In addition, the company’s ProSeries® and Lacerte® provide professional accountants leading tax preparation solutions. As a global company with about 7,700 employees in the United States, Canada, the United Kingdom, India and beyond, Intuit, a \$3.5 billion company, continues to grow.



Because of its web-based tax solutions, Internet bandwidth from Intuit’s data centers is essential to enable its client’s access to their solutions. Intuit sought to source service from a Tier One Internet backbone provider that could provide a top quality service with assured access and uptime, with bandwidth

burstable options included, while being cost-effective.

THE SOLUTION

In addition to Intuit’s specific requirements for high-quality and flexible, burstable bandwidth, the company faced a very short timeline for the implementation of its services in its San Diego and Las Vegas data centers. Due to the company’s data center locations, they were immediately relegated to using providers who were already in the facilities. To further complicate matters, the company required a 10 Gbps Internet connection, large enough bandwidth to present a challenge to its current carriers and require them install new equipment and upgrade backbone connectivity – a solution which did not work for Intuit due to the extended lead times.

Intuit’s vendor selection process included evaluating each provider based on its ability to meet their specific requirements – bandwidth, location, costs, schedule and ability to deliver the service in the most timely manner. As such, the winning vendor was to be able to fully meet all of Intuit’s requirements.

THE RESULTS

One Source Networks (OSN) was one of the vendors evaluated by Intuit during its Internet bandwidth selection process. As a carrier agnostic provider, One Source Networks had

the unique ability to identify and procure Tier One bandwidth from a variety of companies – enabling them to identify the sole provider(s) available to deliver the services most cost-effectively in the time table required. Intuit’s selection process was challenging in that the company required services to be installed in a specific time period of which nearly all bids were unable to meet. One Source Networks was the only provider who promised to deliver the services to the exact specifications outlined by the company. With limited options, OSN identified, among its extensive supplier relationships, a dark fiber conduit that could be extended into the San Diego data center. This custom build enabled connectivity from Intuit directly to the Tier 1 carrier’s PoP, enabling OSN to deliver the solution in a timely manner. As a result, One Source Networks ultimately implemented two 10 Gbps burstable circuits, one each in San Diego, via the custom build solution, and Las Vegas, directly to Intuit within its data center facilities. The services are provided by One Source Networks’ partner networks, both defined as Tier One service providers.

Furthermore, due to OSN’s relationship with these service providers, and the volume of

business OSN procures from them, the price points for the service was unbeatable – and met with Intuit’s requirement for a quality cost-effective network solution. OSN was able to implement the circuits in the timeline required and continues to provide quality Internet transit to Intuit, assuring its customers a quality connection to its online software solutions.

“Due to OSN’s relationship with the service providers, and the volume of business OSN procures from the underlying provider, the price points for the service was unbeatable”

*Ken Andrews, Sr. Network Engineer
Intuit, Inc.*

“One Source Networks was the winning vendor due to their ability to meet our entire network requirements including bandwidth volume, quality, price, and most importantly, the timeline required for implementation. The OSN service team provided the quality service they promised.”

About One Source Networks

One Source Networks provides managed voice and data solutions to Fortune 1000 businesses, delivering ubiquitous access to cloud-based voice, video, security, and computing applications that power a mobile, global workforce. The company combines its own fully redundant global network infrastructure with over 150 best of breed global suppliers to offer customizable, cost-effective, and scalable communications solutions. Ranked as the #1 telecommunications provider by the 2011 Inc. 500 annual list of America’s Fastest-Growing Private Companies, OSN delivers all of its solutions to its clients under one contract, with one account and service team, on one invoice.

For One Source Networks media inquiries, please contact Jaymie Scotto & Associates at +1.866.695.3629 or pr@jaymiescotto.com.