



## Partnering with Trivalent Group, BEC provides a single solution enabling primary Internet connectivity and Business Continuity over LTE

*“BEC’s product line has proven to be a powerful LTE platform for our customers, with many flexible options for configuration and deployment. Layered with BEC’s superior tech support and web-based device management, BEC has been a consistent winner for Trivalent Group.”*

*--Larry Andrus, CEO of Trivalent Group*

**CUSTOMER:**  
Cherry Health

**CHALLENGE:**  
Alternative WAN connectivity until private network implementation

**SOLUTION:**  
4G/LTE Wireless WAN (WWAN) as the primary WAN connection

**PRODUCT:**  
BEC MX-200e WWAN Failover Manager

**APPLICATION:**  
Primary Internet connectivity and Business Continuity

**MARKET:**  
Healthcare

### Executive Summary

Cherry Health, an independent, non-profit Federally Qualified Health Center (FQHC) in Grand Rapids, Michigan is rapidly expanding its services around the state. One location required relocation of their service operations within seven days; however, installation of the private network was a minimum of 6-weeks out. Trivalent Group successfully delivered a secure primary internet connection within 36 hours with the BEC MX-200e 4G/LTE WWAN Failover Manager and data connectivity over AT&T’s LTE network.

### The Customer

Established in 1988, Cherry Health is the largest FQHC in Michigan serving Barry, Eaton, Kent, Montcalm, Muskegon and Wayne counties with more than 22 locations, 14 of which are primary care FQHC sites. Cherry Health employs 800 employees and has a network of more than 60 physicians and mid-level providers specializing in primary care/family medicine, pediatrics, internal medicine, obstetrics/gynecology, optometry, oral health, behavioral health and substance use disorders.

Trivalent Group is Michigan’s leading provider of Managed Services, Cloud, IT Services, Cyber Security, Managed Networks and Business Continuity. Trivalent has been a trusted partner supporting Cherry Health technology infrastructure for more than 25 years.

### Challenges

Cherry Health called Trivalent Group on Thursday, June 29, 2017, at noon with an emergency. One of their service operations in the city of Detroit was forced to relocate to a new facility within seven days. With every location requiring secure interconnectivity, it was impossible to move the existing carrier private network connection to the new site within that time frame.



Initial estimates based on an expedited schedule were a minimum of four to six weeks to complete the implementation. Given the complexity of the underlying architecture, it's understandable the amount of effort and planning required for a private network.

Trivalent confirmed that they could deliver an alternative solution providing reliable primary internet connectivity while Cherry Health awaited the private network installation. The fully managed solution would consist of the BEC MX-200e 4G/LTE WWAN Failover Manager along with a data plan and connectivity on AT&T's LTE network.

### How Product Helped

The BEC MX-200e was configured Thursday afternoon and delivered to Cherry Health on Friday morning. Data service over a VPN connection to their data center at Trivalent Group in Grandville was established and operational late Friday evening, June 30, 2017, within 36 hours after the first call from Cherry Health. In addition to the MX-200e, Trivalent utilized BECentral®, BEC's Cloud Based Remote Management Platform to extend network visibility. The platform provides a comprehensive suite of services for real-time device monitoring, troubleshooting and maintenance from a single centralized location.

### Results

AT&T's 4G LTE network delivered a reliable 10-15Mbps connection up and down allowing Cherry Health to operate workstations and phone services over a secure VPN connection. The BEC MX-200e operated successfully as the primary internet connection for more than 4 weeks while awaiting the private network service to be installed by the local carrier. Cherry Health intends to implement this backup solution across its network, and in the event of any service disruption, it will automatically switch over to LTE ensuring always-on connectivity.

### Conclusion

The BEC MX-200e WWAN Failover Manager proved to be the right solution for Cherry Health, providing a secure, high performance Wireless WAN solution over AT&T's LTE network for primary or backup connectivity (business continuity).

*"We trusted that Trivalent Group would be there for us in our time of need, and they were able to provide a reliable internet connectivity in a short time frame so we could make our transition to the new facility smoothly."*

*-- Ken Brower, Director of Information Systems, Cherry Health*



BEC MX-200e WWAN Failover Manager

### Free Specialist Advice Available

For more information and advice, please call us at 972- 422- 0877 or email our sales team at [sales@bectechnologies.net](mailto:sales@bectechnologies.net).