

**Industry**

Leisure Goods

LocationsOffices and warehouses
across North America and
Shanghai, China**Founded**

1923

Cool FactStarted as a push cart
vendor in Chicago; now
offers over 65,000 SKUs**Website**www.maurice.net**Ecessa Product**WANworXTM

January 2017

Case Study

Maurice Sporting Goods, Inc.

*Hitting a Home Run With SD-WAN***The Company**

Maurice Sporting Goods, Inc. (Maurice) is the largest distributor of wholesale sporting goods in the world. For over 90 years, sporting goods companies have relied on Maurice to come through in the clutch. In essence, it is the George Steinbrenner of its world, architecting championship profit lines for its customers.

Internally, Maurice Sporting Goods has its own Steinbrenner in the IT department in Michael Wozny, aka "Woz." Wozny, network and telecommunications manager, has been with the company for over 16 years, building the network from the ground up. He takes care of all hardware, software and communications within the building, and for Maurice's global locations.

The Challenge

In 2010, Wozny saw his team wasn't functioning at peak performance due to poor network infrastructure.

"One of the biggest problems was slow WAN speed that also came with expensive MPLS lines," said Wozny. "It reduced our overall communications. It would take longer to finish an order in our warehouse. Printing was much slower. Opening and closing files was substantially slower. This slowed our orders out the door, and the faster we can get orders out the door, the better we perform."

For a company that prioritizes technology as a strategic competitive advantage, this couldn't continue. Wozny needed a fresh start. He needed a Derek Jeter on his team.

The Solution

In 2010, Wozny found his Jeter in Ecessa. "I needed to reduce my WAN communication costs. I needed to increase Internet speed to locations without paying through the nose. Ecessa has delivered on that in a big way."

Wozny deployed Ecessa's WANworXTM technology, and now the Maurice wide area network functions reliably on multiple affordable, high-speed broadband lines simultaneously.



“In our business, minutes mean money. Not having the liability to be beholden to one carrier is of great benefit to me. If you talked to my users they would say it’s a night and day difference. I now maintain a 99.97% uptime.”

*Michael Wozny,
Network and
Telecommunications Manger
Maurice Sporting Goods, Inc.*

The Results

“We have Ecessa units throughout our network now,” said Wozny. “One is for DNS and adding multiple host records on IP addresses for fault tolerance for our internally hosted web pages. We also have VPN and a couple other functions running off those. We have some disparate lines from Comcast, AT&T and Nitel. If one goes down, we’re still online.”

Every smart IT manager knows that downtime costs money, and with Ecessa, Maurice Sporting Goods doesn’t pay the price of outages.

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With Ecessa WANworX acting as the Derek Jeter to Wozny’s George Steinbrenner for Maurice Sporting Goods, it’s been a championship run for five years and counting. A true IT dynasty.