

# Pilot Freight Services Accelerates WAN Transformation with Aryaka

Case Study


Pilot Freight Services is a transportation and logistics company and the largest privately held U.S. freight forwarder. Headquartered in Pennsylvania, the company has over 75 offices throughout North America and has a global network across Europe and Asia.

## The Challenge

When the nearly 50-year old company embarked on a digital transformation initiative with a vision to move to a cloud-based infrastructure, they knew they first needed to modernize their network. Pilot's core on-premises architecture limited the company's ability to adopt cloud-based and SaaS applications. They also lacked full end-to-end visibility into their network.

## The Solution

In deploying Aryaka's managed SD-WAN as-a-service solution, Pilot has completely transformed their WAN. They've been able to adopt a cloud-first approach to their infrastructure by leveraging Azure ExpressRoute, adopting UCaaS applications like 8x8 that improve productivity and enable remote workers and integrating Zscaler to ensure security.



“When we talk about evolving IT departments where they become business partners and having the technology to enable that – that’s really the position that Aryaka gives an IT organization.”

– **Mark Baker,**  
CTO, Pilot Freight Services

### Company Profile



#### Industry:

Transportation and Logistics

#### Company Size:

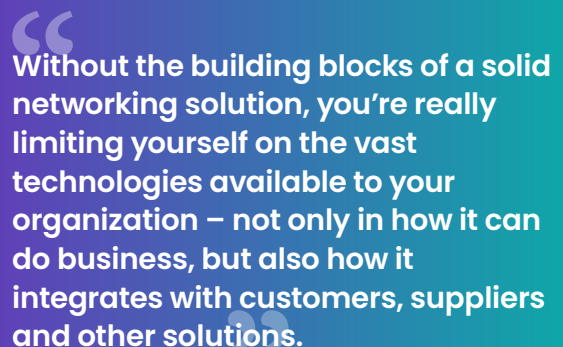
1,700+ Employees

#### Headquarters:

Pennsylvania

#### Website:

[www.pilotdelivers.com](http://www.pilotdelivers.com)



“Without the building blocks of a solid networking solution, you’re really limiting yourself on the vast technologies available to your organization – not only in how it can do business, but also how it integrates with customers, suppliers and other solutions.”

– **Mark Baker,**  
CTO, Pilot Freight Services

With Aryaka's managed services, Pilot has also been able to solve the key issue of servicing remote sites that previously had limited IT support and gain visibility into those sites. Free from managing tedious installations and configurations, Pilot's lean IT Team has also been able to add more value to the business by focusing on other priorities.

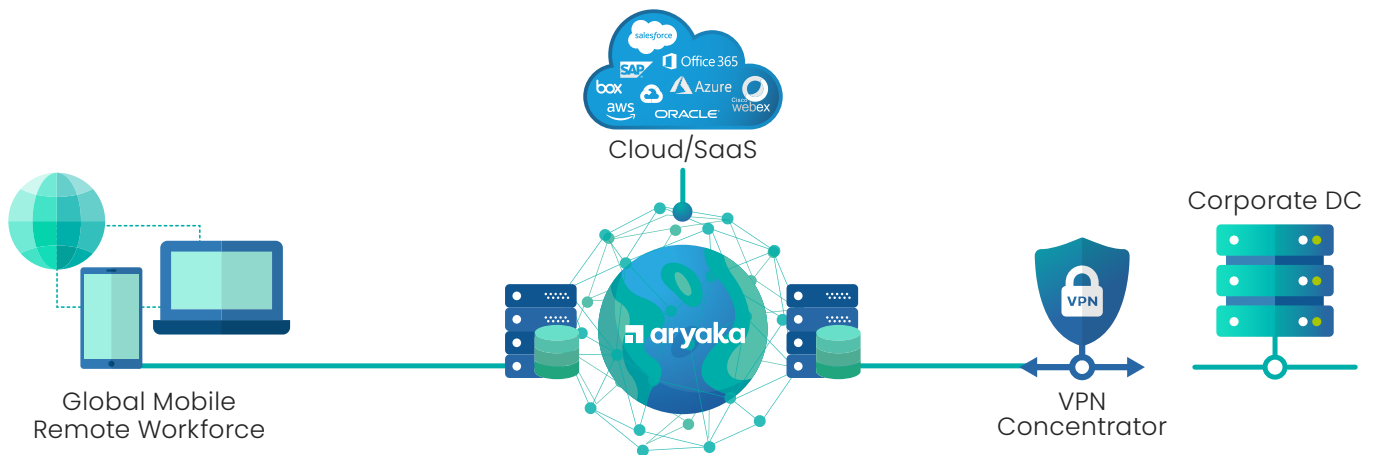
By the end of this year, the company's infrastructure will be entirely cloud-based. Not only is this a testament to Pilot's dedication to transforming their network, but also to Aryaka's agile and rapid deployment. What Pilot had originally planned to be a three-year transformation has been cut in half thanks to Aryaka's ability to deploy 90 sites in less than 120 days.

Looking ahead, Aryaka will continue to be a key partner in enabling Pilot's growth through global expansion. As Pilot continues to make acquisitions across the globe, Aryaka will be able to provide the flexibility to quickly add network connectivity anywhere in the world.

“When we're ready to go, Aryaka is ready to go with us.”

- Steve Martin, Sr. Network Engineer

### Aryaka's SmartAccess



### Pilot Freight Services Results with Aryaka



90 sites in less than 120 days



Digital transformation project timeline cut in half from 3 years to 1.5 years