



Case Study

Chesapeake Bank

Veritium Cloud Networks (VCN) Enables SD-WAN Platform Change Without Disruption

Chesapeake Bank, a Virginia-based financial services organization partnered with Veritium to replace a legacy MPLS network with Veritium Cloud Networks (VCN), a decoupled, best-of-breed SD-WAN solution. VCN is designed to provide long-term flexibility, visibility, and risk mitigation. The initial VCN deployment included:

- Multiple carrier circuits per location
- Enterprise SD-WAN technology (VMware Velocloud at the time)
- Veritium-managed services with real-time customer visibility

From the start, VCN was intentionally architected to separate circuits, SD-WAN platforms, and operational services, avoiding long-term vendor lock-in.

Their Challenge

Approximately one year after implementation, the acquisition of VMware by Broadcom introduced uncertainty around:

- Long-term product direction and roadmap
- Licensing and cost predictability
- Platform viability from a risk-management perspective

While network performance remained strong, the bank—operating in a regulated financial environment—identified platform uncertainty as a **material vendor-risk concern** requiring proactive action.

Our Strategy

Veritium worked closely with the customer to plan and execute a controlled SD-WAN platform transition.

Key actions included:

- Joint evaluation of alternative SD-WAN platforms aligned to performance, security, and risk criteria
- Procurement and staged implementation of the new SD-WAN solution
- Seamless migration without modifying carrier circuits or redesigning the network

Because **VCN decouples architecture components**, the SD-WAN platform was replaced independently—while preserving the existing network foundation.

The Results



**Vendor Risk
Eliminated**



**No Implementation
Fees**



**No Carrier
Changes**



**No Business
Disruption**



**Solution
Validation**

As part of the VCN model, Veritium implemented the new SD-WAN solution with no implementation fees incurred by the customer. The bank maintained full operational capabilities throughout the transition while Veritium remained accountable for end-to-end delivery. Veritium continues to provide on-going operational management, monitoring, and support for the bank's new SD-WAN environment.

This engagement validated the core value of Veritium Cloud Networks:

By decoupling carriers, platforms, and services—and removing implementation cost barriers, VCN enables customers to adapt to market changes without disruption, risk, or financial penalty.

For regulated organizations, this approach protects investment, reduces vendor risk, and ensures long-term architectural control.



Veritium was an outstanding partner during our SD-WAN platform transition from VMware Velocloud to FortiGate. Veritium worked closely with our team to plan and execute a controlled transition—staging the new FortiGate network using secondary circuits, providing remote assistance during cutover, and retiring the Velocloud environment—so the migration could be completed smoothly without requiring carrier circuit changes or a network redesign. Throughout the effort, their customer-service mindset was evident in their proactive communication and willingness to coordinate after-hours work (including phased nightly updates) to minimize impact, and they remained accountable for end-to-end delivery while continuing ongoing operational management, monitoring, and support of the new environment. Their industry knowledge around Fortinet security and SD-WAN operations, combined with consistent responsiveness to issues and requests, made them a trusted, reliable partner we would confidently recommend to other organizations.

– Vinson Berry, IT Manager | 

