Convergia Selects FatPipe Networks as SD-WAN Partner

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Convergia, a Pan-American telecom company, and FatPipe® Networks, the inventor of software-defined networks for wide area connectivity and hybrid WANs, announced a new alliance to jointly target the SD-WAN Market in the Americas.

After more than six months of intense research and meticulous evaluation, Convergia has selected FatPipe as their primary provider of SD-WAN solutions. As a result, Convergia entered into an agreement with FatPipe that will allow Convergia to deliver top-of-the-line SD-WAN solutions worldwide.

"After much research, we decided on FatPipe because they have been doing SD-WAN even before the term was even coined, and their products are not only mature but also battle-tested. On top of that, they have a unique combination of features that allow [Convergia] to deliver high-quality solutions to both new and our existing clients," said Dante Passalacqua, Director of US Operations for Convergia. He also added,

"FatPipe's ability to constantly select the best path and to recover from link failures in sub-second time, without traffic duplication, was key in our decision as we have a large base of voice and UCaaS clients that will immediately benefit from having a mechanism in place that will preserve their voice calls, application sessions and video conferences, even when there is a link outage."

Ragula Bhaskar, CEO of FatPipe Networks, commented that partnering with Convergia was a natural decision: "The combination of FatPipe products with the expertise and long-standing presence of Convergia in the market is a perfect match," he said. "The quality of technical expertise and support that the clients can expect from Convergia, in multiple countries, with local teams that understand the market and speak the language will significantly boost FatPipe's presence in all of the Americas," he added.