

USE CASE

Unified Growth: Strategic Connectivity for Vendor Consolidation, Rapid Scalability and Streamlined Network Management at AMCON Distributing

Executive Summary

AMCON Distributing's continued success depends on a unified, scalable network strategy that directly addresses the executive imperatives of cost control, operational agility and risk mitigation. Multiple vendors, slow integration of acquired sites and complex support models hinder AMCON's ability to capture value from growth initiatives. Great Plains Communications (GPC) presents a managed connectivity solution designed specifically for AMCON leadership: vendor consolidation and SD-WAN technology deliver a single support structure, accelerated site integration, centralized management and measurable cost savings.

Introduction: The Evolving Wholesale Distribution Landscape

AMCON's Focus on Growth

The ability to execute growth strategies depends on operational resilience and scalable technology infrastructure. AMCON Distributing's network is the backbone of real-time inventory management, order processing and supply chain visibility. As AMCON accelerates its expansion and M&A activity, the complexity of integrating new sites and controlling IT costs becomes a strategic concern.

The Cost of Multiple Vendors

Operating a wholesale distribution company over a complex, multi-vendor network brings risks and inefficiencies:

- Increased overhead costs for vendor management
- Inconsistent service level agreements (SLAs)
- Slow network integration for newly acquired sites

GPC's vision for a consolidated, scalable and fully managed network solution is engineered to deliver up to 30% in cost savings, rapid and seamless integration of new locations and executive-level visibility and control—backed by a single point of contact for accountability at every stage.

Challenge 1: The Challenges of Managing Multiple Vendors

Relying on multiple carriers ties AMCON Distributing's IT resources in administrative tasks from managing diverse contracts, varying billing cycles and a reactive, site-by-site support model, taking teams away from more strategic projects. It also comes with impacts on efficiency and cost:

Higher Total Cost of Ownership (TCO)

Using multiple vendors eliminates volume discounts, increasing businesses' cost of ownership.

Extended Resolution Times

Relying on multiple vendors for network connectivity creates confusion about who to contact when issues arise, resulting in longer Mean Time to Repair (MTTR).

Inconsistent Security and Compliance Standards

Network providers may rely on different platforms to guarantee security and compliance, making consistency hard to achieve.

By partnering with a strategic vendor like Great Plains Communications, AMCON Distributing's leadership can consolidate all locations and services under a single agreement and billing cycle. This approach streamlines vendor management, reduces administrative overhead and ensures direct access to dedicated Account and Technical Support Teams for all service, billing and technical needs.

Challenge 2: Achieving Rapid Scalability in M&A Scenarios

In the distribution industry, post-merger integration speed gives companies like AMCON Distributing a competitive advantage. The need for near-immediate, secure network access becomes vital as acquisitions become final to integrate new team members into AMCON's centralized systems, including ERP and logistics systems. Traditional connectivity solutions, such as fiber-optic and circuit connections, can take months to install, delaying these vital integrations and disrupting operations at new sites.

An agile, cost-effective solution provides:

Day-One Connectivity

SD-WAN leverages a mix of transport methods to ensure new sites are operational within days, not months.

Bandwidth Aggregation

SD-WAN provides high-performing connectivity using lower-cost broadband connections without the need for fiber builds.

Centralized Policy Push

Ensure compliance immediately at turn-up by pushing security and application policies to new sites instantly.

Scalable Unified Communications (UC)

Cloud-based UC scales voice service and collaboration tools to office and remote employees at new sites.

Challenge 3: Streamlined and Proactive Network Management

Downtime at a distribution center impacts delivery schedules, inventory accuracy and customer satisfaction. Managing large, distributed networks with multiple vendors increases support fragmentation, slows troubleshooting and heightens operational burden on internal IT to monitor connectivity and resolve issues, leading to longer MTTR (Mean Time to Repair).

GPC provides a full suite of services to ensure AMCON Distributing has a single point of contact for its connectivity and voice services. GPC's SD-WAN solution provides:

Advanced Network Security

Protect the network at each location and across locations by integrating next-gen firewalls with IDS/IPS, malware detection, URL filtering and optional DDoS protection, all directly at the network edge.

Application Intelligence

Ensure connectivity to the most mission-critical applications, such as ERP and logistics systems, by prioritizing them over less critical apps.

Performance Correction

Maintain high-quality voice and data performance with automatic packet loss and jitter correction.

Expert Oversight

AMCON Distributing's network will be monitored 24x7x365 by certified engineers to resolve issues before they arise.

The Value of Local Support & Nationwide Reach

As AMCON Distributing continues its expansion across the country, a partnership with Great Plains Communications (GPC) offers a unique combination of local accountability and nationwide technology. GPC's strategic value builds on three pillars designed to support AMCON's specific operational needs:

Regional Roots with National Reach

Headquartered in Blair, Nebraska and just minutes from AMCON Distributing's Omaha headquarters, GPC's geographic proximity ensures AMCON receives local service and account management while seamlessly integrating new acquisitions nationwide are seamlessly integrated.

The Technical Advantage of SD-WAN

In a high-stakes distribution environment, SD-WAN ensures traffic steers away from packet loss and jitter so that mission-critical application traffic never stops. With support for speeds up to 10 Gbps, GPC provides a runway for growth that outpaces traditional MPLS.

Enterprise-Grade Security and Compliance

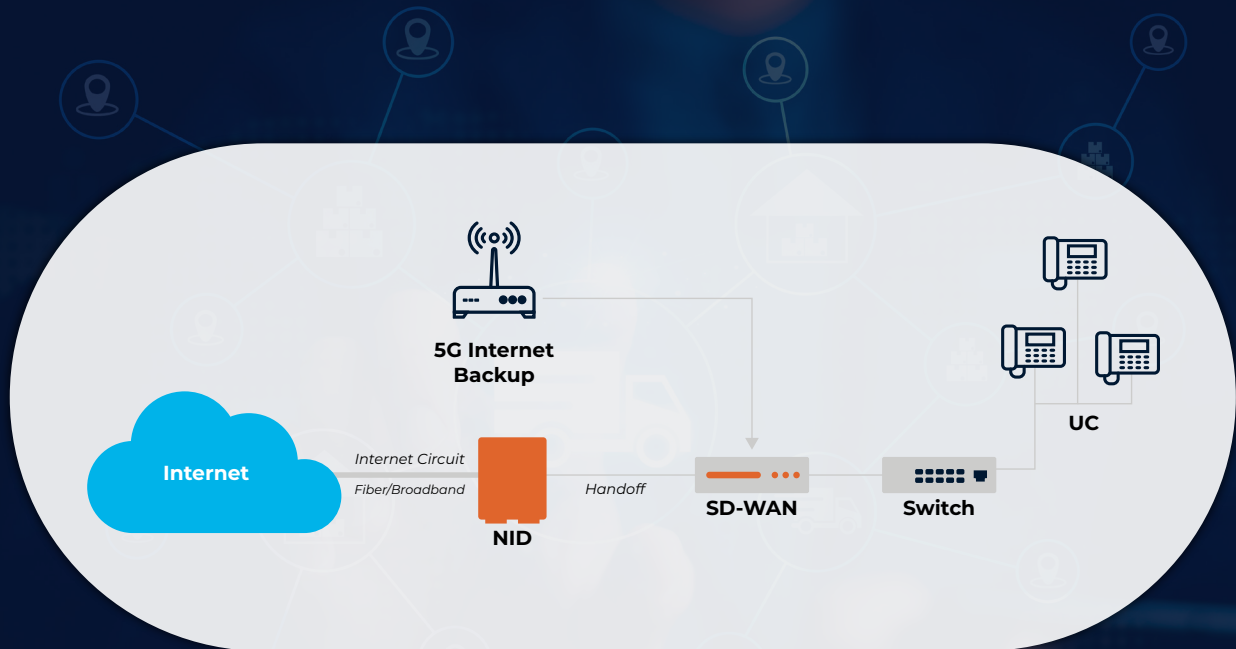
AMCON Distributing's 10-K filings highlight the risk of cybersecurity threats to the supply chain. GPC addresses this through our US-based, SOC II-compliant Network and Security Operations Centers to provide 24/7 proactive monitoring and built-in security that includes:

- Next-Gen Firewall with IDS/IPS integrated in the Edge router
- Triple Guard Security Protocols for UC
- DDoS protection to protect against high-volume attacks

Conclusion

For AMCON Distributing, network complexity translates into missed revenue, increased risk and lost opportunity. Transitioning to a Unified Managed Enterprise solution with Great Plains Communications enables AMCON to replace complexity with a single, scalable platform that delivers measurable growth, lower costs and greater strategic agility.

The transition to a unified, SD-WAN-powered network is the most significant step AMCON Distributing can take to ensure that its subsequent acquisition is operational from day one.



A unified network solution for AMCON Distributing

Don't let infrastructure bottleneck your growth strategy.

Schedule a 20-minute call with the GPC Account Team to discuss your Day One operational readiness.



John Limbach

Sr. Account Executive

(402) 533-3158 | jlimbach@gpcom.com

