A MISSION-DRIVEN PARTNERSHIP

ABOUT WESTERN STATES EQUIPMENT

Since 1956, Western States Equipment has served as a trusted Caterpillar dealer, providing equipment sales, rentals, service, and parts across five states. Operating 23 locations and supporting over 1,200 employees, they serve industries including:

- General Construction
- Mining
- Power Systems
- Forestry
- Rail
- Trucking
- Waste Management
- Heavy Construction

Western States is more than just a dealer, they are a value-driven organization committed to safety, excellence, teamwork, integrity, accountability, and innovation. Recently, they've extended that commitment to cyber safety, reflecting their focus on securing both people and systems.

QUICK STATS:

- 191K SQ. MILES OF SERVICE
- 1,200+ EMPLOYEES
- 23 ACTIVE LOCATIONS
- 8+ CORE INDUSTRIES
- TRUSTED CATERPILLAR DEALER SINCE 1956

THE CHALLENGE

Western States' lean IT team was strained by a fragmented stack (VPN, SD-WAN, firewall) and unreliable remote access for field technicians. VPN failures caused mobile lockouts, especially for heavy haul drivers.

> IMAGINE MANAGING IT FOR WHAT IS BASICALLY EIGHT COMPANIES IN ONE.
> — DAN ROBERTS, DIRECTOR OF INFRASTRUCTURE & CYBERSECURITY

THE SOLUTION

Matrix Connectivity as a Service (MCaaS) is a cloud-native connectivity and SASE platform designed to collapse complexity into a single, manageable system. By consolidating SD-WAN, firewall, and VPN into one unified solution—and leveraging diverse circuit sourcing—Matrix delivered a simplified, secure infrastructure deployed seamlessly across 23 Western States Equipment locations.

MCaaS
Matrix Connectivity as a Service

THE RESULTS

Since the rollout of Matrix Networks' Connectivity Solution, Western States has experienced substantial improvements. The mobile workforce no longer struggles with VPN lockouts or connectivity issues, and IT administrators benefit from streamlined network policy management through a single interface—supported by close collaboration with Matrix Networks Engineers. Matrix continues to serve as a trusted extension of Western States' IT team, providing expert guidance and hands-on support as their network evolves.

> " WITH MATRIX, WE HAVE OPTIMIZED OUR PERIMETER NETWORK TO IMPROVE BOTH EMPLOYEE AND CUSTOMER EXPERIENCE OVERALL.
> — DAN ROBERTS "

WESTERN STATES | CAT

RAILROAD SOLUTIONS

KEY PROJECT OUTCOMES

- IMMEDIATE ENHANCEMENT TO CYBERSECURITY POSTURE.
- VPN LOCKOUTS ELIMINATED.
- STABLE INTERNET ACCESS IN ALL SERVICE AREAS.
- BOOSTED INTERNET SPEEDS AT REMOTE LOCATIONS
- STREAMLINED CONNECTIVITY MANAGEMENT.
- SUCCESSFULLY DEPLOYED 23 BRANCHES IN UNDER 2 MONTHS.

ABOUT MATRIX NETWORKS

Matrix Networks helps multi-site organizations design, deploy, and optimize resilient LAN and WAN infrastructures. With deep expertise in networking and cybersecurity, Matrix acts as a strategic partner—solving complex challenges with tailored, future-ready solutions. Matrix Networks delivers innovative solutions made simple!

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