SD-WAN Today and Tomorrow – Balancing Lower Cost & Greater Agility Against the Perceived Risks of the Public Internet

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Everything-as-a-Service

Public/Private Cloud – strong adoption & shifting boundaries

Big Data Analytics

APIs – enabling IT evolution

There is a strong appetite for...
What is a Software-defined WAN?

- It’s an overlay that runs on top of existing legacy MPLS/Ethernet VPNs
- Supports flexible branch connectivity
- Network changes, for example adding appliances, become centrally orchestrated by an abstract management plane

...Applied to a Specific (Enterprise) Wide Area Network
The Vendor Ecosystem (Ripe for Consolidation....)
Choosing a SD-WAN Solution

What are you trying to achieve?

Can you believe the hype?

Who to buy from?
❖ **Table stakes SD-WAN** - such as:
  o Intelligent path selection
  o Policy management
  o Zero touch deployment
  o Security e.g., IPsec VPN and firewalling

❖ **Layered security** – such as anti-virus/anti-malware, IDS/IPS and URL filtering

❖ **Advanced features** - such as carrier grade NAT, load balancing

❖ **Support for WAN optimization** - through service chaining
Secure Extensible Network (SEN): A secured platform that helps customers deploy and manage network virtualization

vSmart Cloud-based SDN Controller: Management of functions including routing, policy, security, segmentation, and authentication of devices on the overlay network

About the acquisition of Viptela by Cisco: ‘The competitive impact will take a year or more to be realized, and will largely be determined based on Cisco’s integration strategy’ Mike Fratto, Research Director, GlobalData
❖ **Optimization is a Strength** - Dynamic multi-path traffic optimization

❖ **Access Agnostic** - Exploiting multiple access links, mixing MPLS and Internet access

❖ **Convenient Management Interface** - Administrative portal for delivery via its gateways and CPE

❖ **Cloud Gateways** - VeloCloud has deployed gateways at major data center/public cloud locations
❖ **High Performance:** Management feature supports dynamic path control, data encryption and extensibility to service chain and to route services across the WAN

❖ **WAN Optimization:** Data de-duplication is applied to accelerate data and application traffic

❖ **Boost What You Need:** ‘Unity Boost’ performance pack is priced at $5 per Mbps/month and only applies to “boosted” traffic
Key Discussion Points

❖ Is SD-WAN an MPLS killer? Nope

❖ Is SD-WAN the future of WAN? Yup

❖ Should you worry about sending traffic over the public Internet? Hell yeah

❖ Does SD-WAN gain agility and cost-savings by leveraging the public Internet? Maybe – beware the hidden costs
SD-WANs complement IP/MPLS and Hybrid VPN

Rapid turn-up for branch sites is the main sweet-spot

The solution should deliver cost-effective and agile support for leveraging IaaS environments, with traffic optimization, path selection and robust layered security
Our Global Managed & Hosted IT Services practice includes Global WAN product assessments

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