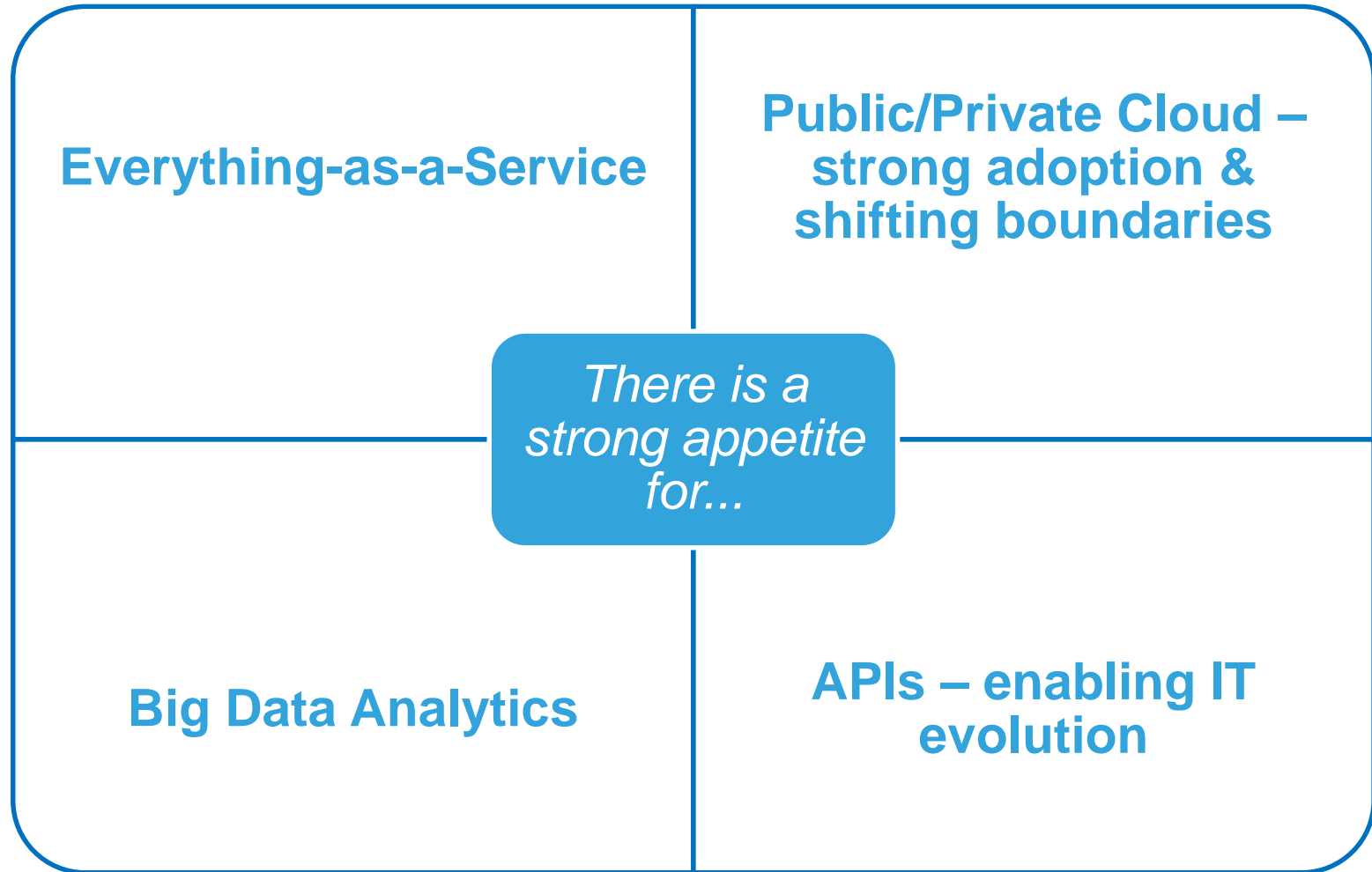


SD-WAN Today and Tomorrow – Balancing Lower Cost & Greater Agility Against the Perceived Risks of the Public Internet

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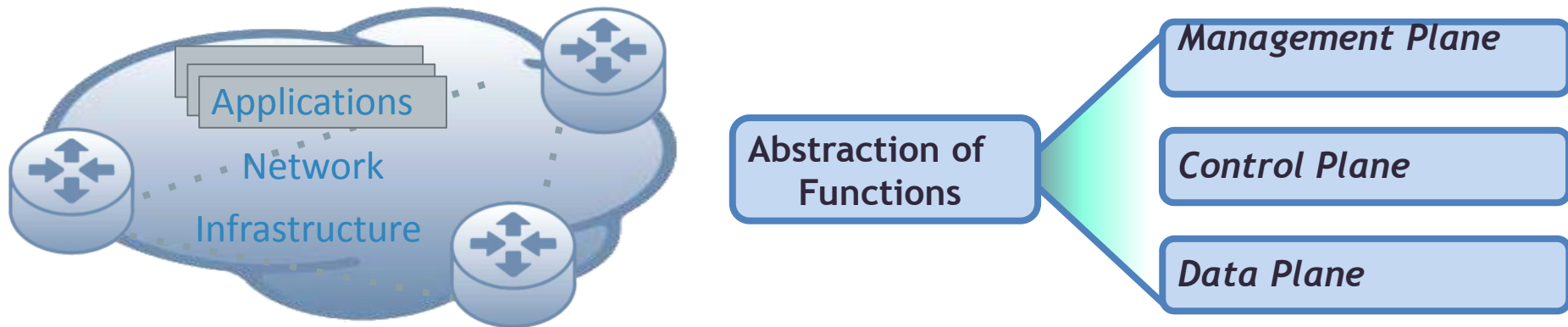
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What is a Software-defined WAN?

- ❖ 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....)







- ❖ **Table stakes SD-WAN** - such as:
 - Intelligent path selection
 - Policy management
 - Zero touch deployment
 - 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

- ❖ 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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