

WAN SUMMIT

NEW YORK 2017
SDWAN CASE STUDY

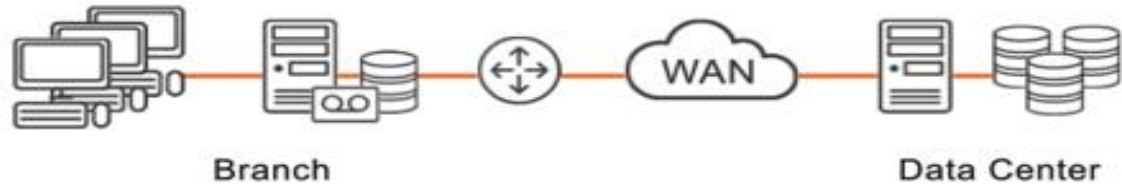
Sen Chokkan

SDWAN Business Drivers

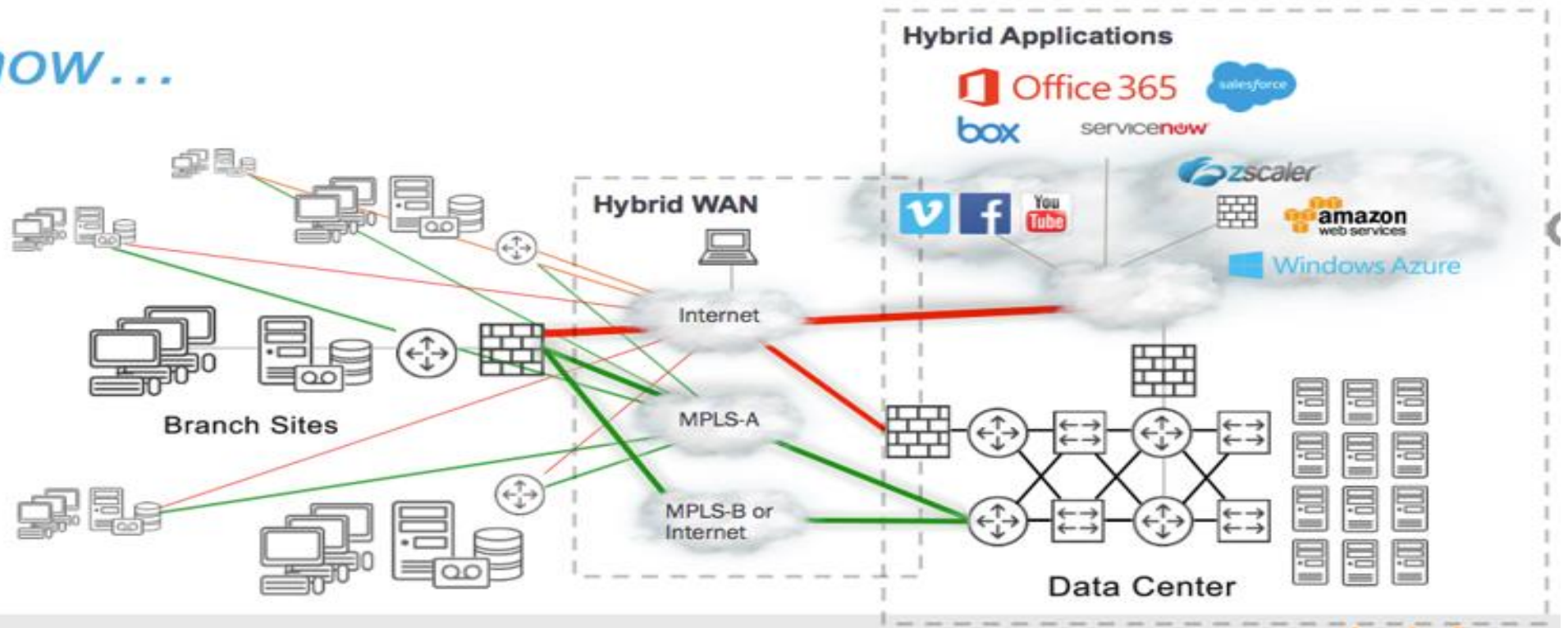
- ✓ WAN Cost
- ✓ OPEX Challenges
- ✓ Operational Cost
- ✓ Different Segmentation Requirements
- ✓ Perimeter Security
- ✓ Shorter Integration times in M&A's
- ✓ Demand for higher bandwidth
- ✓ 100 Mb FIOS at home but T1 at work?

- ✓ Cloud adoption
- ✓ 60% of the traffic heading to the cloud
- ✓ Keep active customer calls during WAN circuit failures
- ✓ Better visibility and Reporting
- ✓ Shorter provision times
- ✓ Centralize and Implement Policy based operations
- ✓ Digitization & DevOps Adoption

Next Generation WAN Transformation



Then and now...

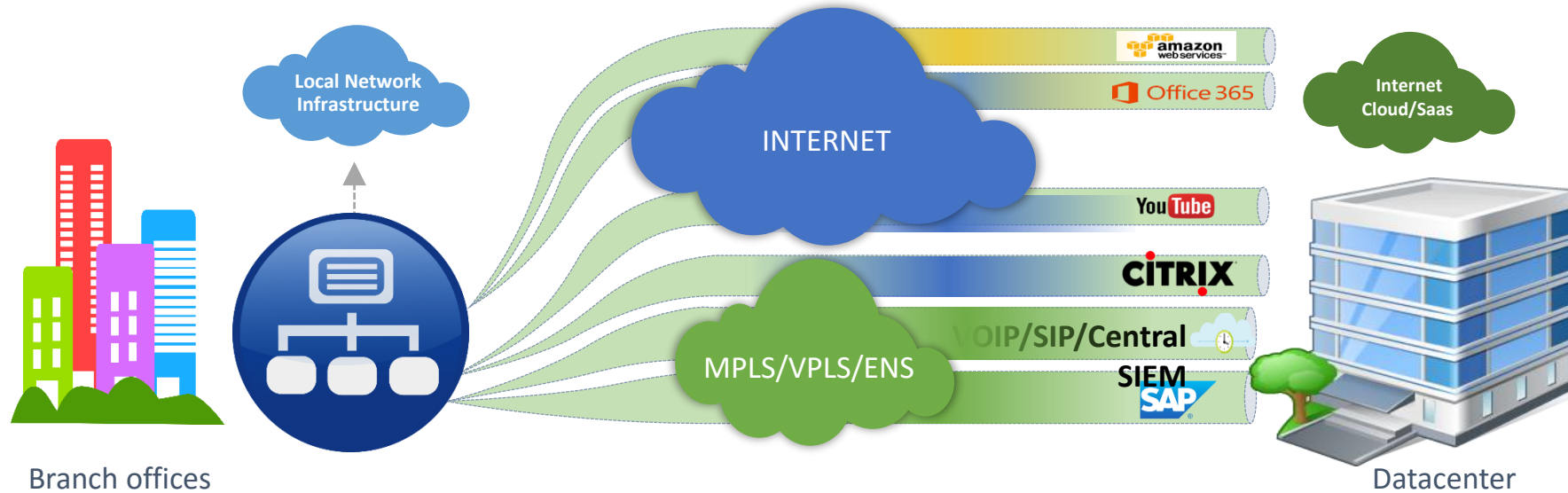


SDWAN Design & Traffic Flow

Perimeter Security

Different types of connectivity

Access to the cloud & Enterprise Apps

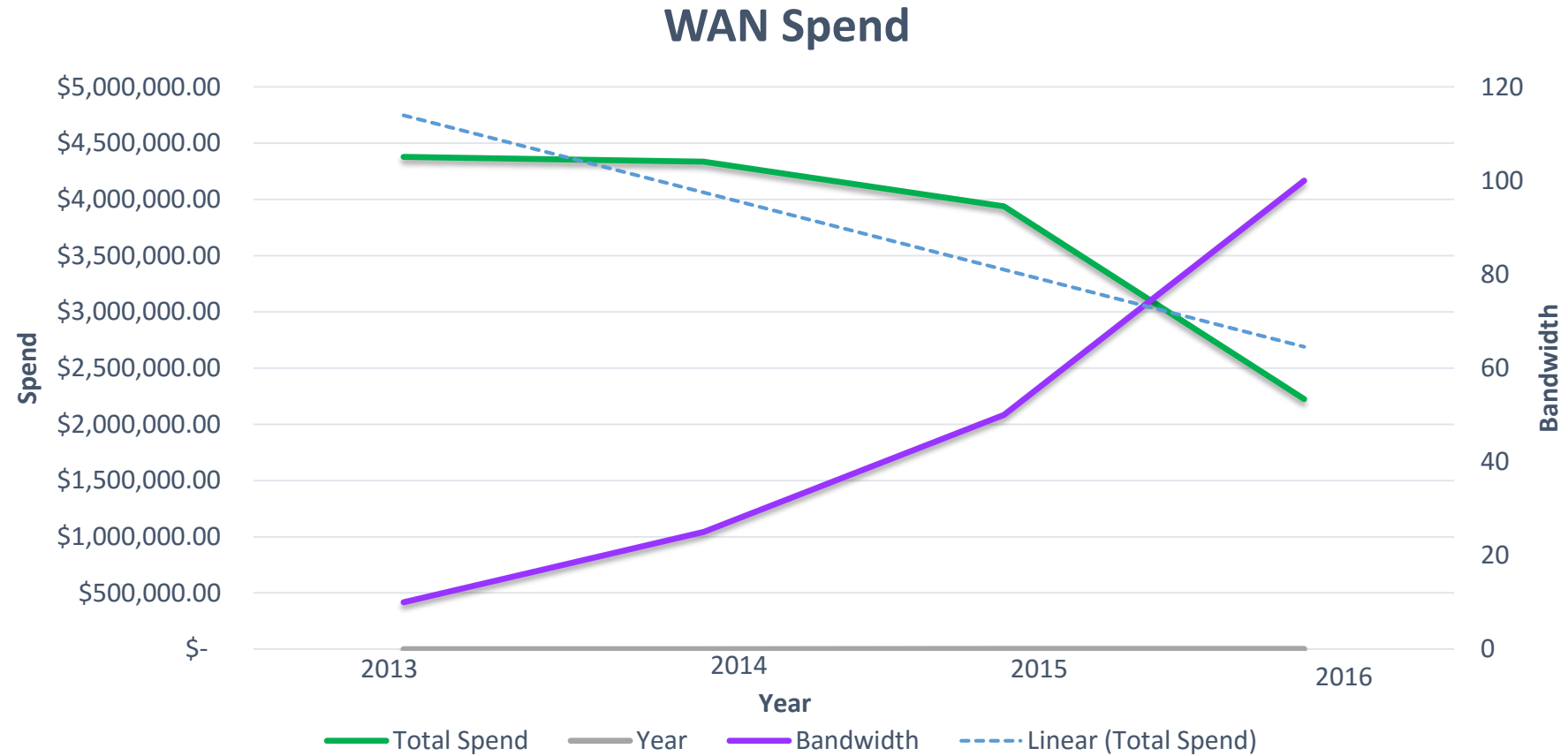


Provider Redundancy
On-demand BW increase

5X-100X more Bandwidth
at 30 to 50% cost reduction

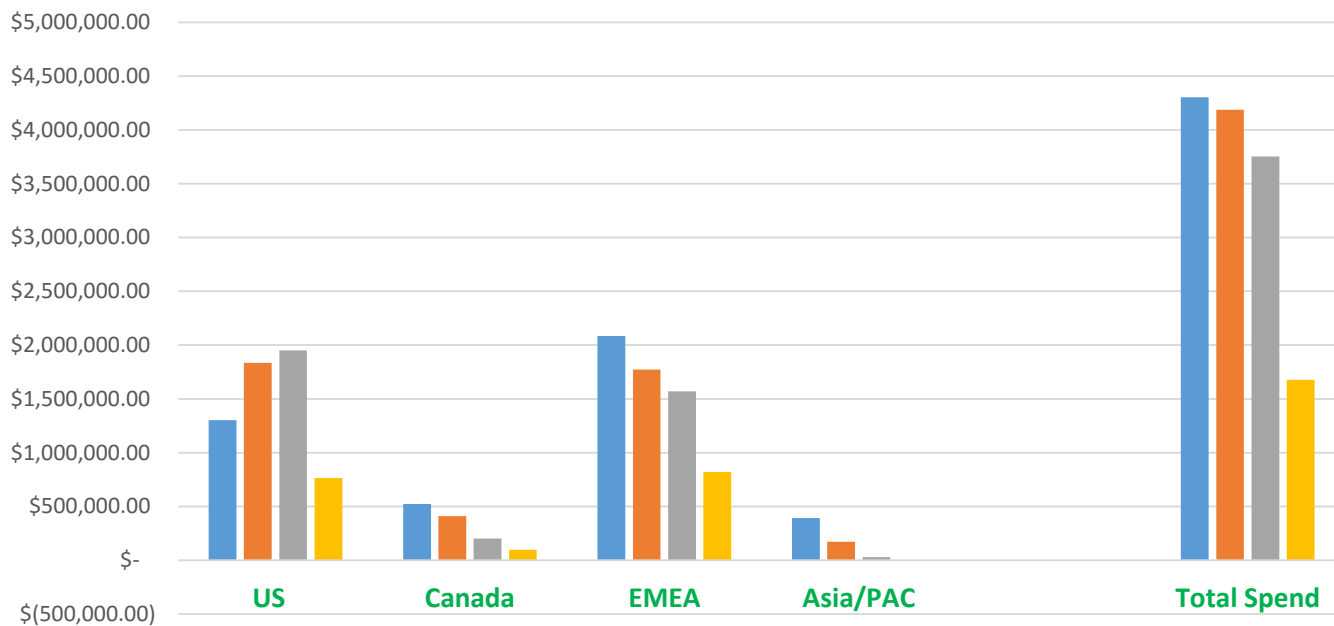
Faster access to Datacenter
Applications

WAN Bandwidth VS Spend

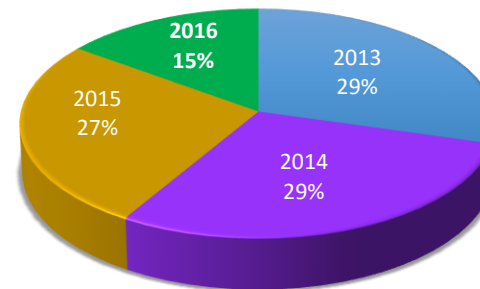


Global Spend at a glance - SDWAN

Wide Area Network Costs 2013-2016



Total Spend



Region	2013	2014	2015	2016
US	\$ 1,303,282.97	\$ 1,834,001.06	\$ 1,952,050.17	\$ 762,859.83
Canada	\$ 523,887.38	\$ 409,344.63	\$ 201,269.93	\$ 96,596.58
EMEA	\$ 2,083,279.77	\$ 1,773,379.27	\$ 1,568,962.67	\$ 819,208.86
Asia/PAC	\$ 392,594.70	\$ 171,326.51	\$ 30,321.42	\$ (1,877.07)
Total Spend	\$ 4,303,044.82	\$ 4,188,051.47	\$ 3,752,604.19	\$ 1,676,788.19

- ✓ 40% Cost savings overall
- ✓ 20 to 100X Bandwidth Increase
- ✓ Cloud Enabler
- ✓ Better Perimeter Security
- ✓ Sub second failover capability
- ✓ Increased Visibility

Lessons Learned

- ✓ Group sites by business function
- ✓ Classify sites based on agreed SLA
- ✓ Look for providers who can offer better SLA and Support
- ✓ Focus on People
- ✓ Educate your business stakeholders – cloud is scary
- ✓ Have a good security policy in place

- ✓ Segmentation Requirements
- ✓ Full mesh or hub & spoke
- ✓ Selecting the right vendor is critical
- ✓ Identify the personnel in your team as a lead
- ✓ Routing between SDWAN & Non-SDWAN Sites
- ✓ Communicate what it means for the business

- ✓ Support for more than two ISP's
- ✓ Train your support team & NOC personnel
- ✓ 165 locations, small to large offices and Distribution Centers
- ✓ Cisco/Meraki for non Call Centers & Talari for Call Centers

Questions & Comments

Q & A