

# Does SD-WAN stand up to business expectations?

## Managing cloud application complexity, security and end-user experience

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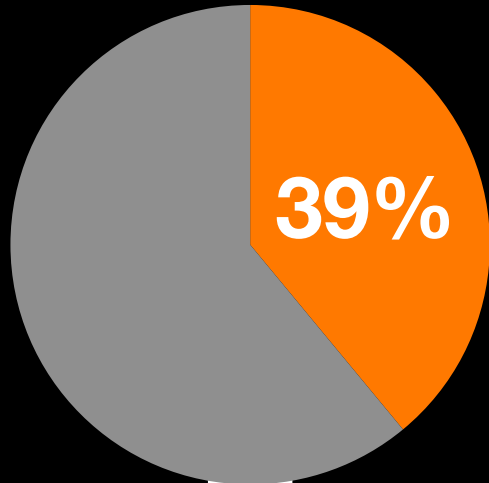
Director of Product Management – Connectivity



**Business  
Services**

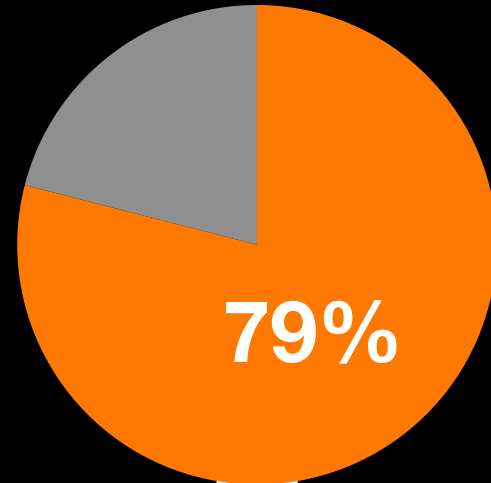


# The network should support digital transformation



... of revenue derived from  
digital initiatives in 2020

**New Revenues**



... of network changes  
are manually driven

**Operational efficiency**

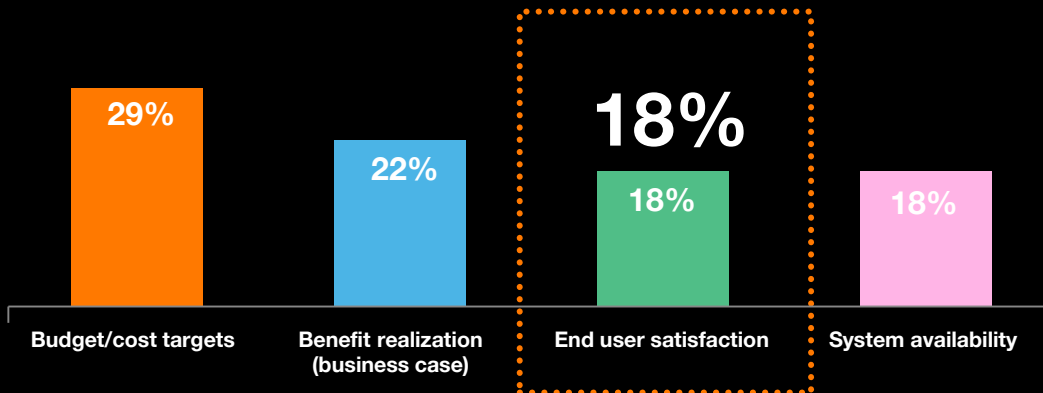
# Doing more with a flat budget

**Networking budgets will be nearly flat through 2021**

Yet demand grows, and delivery increases

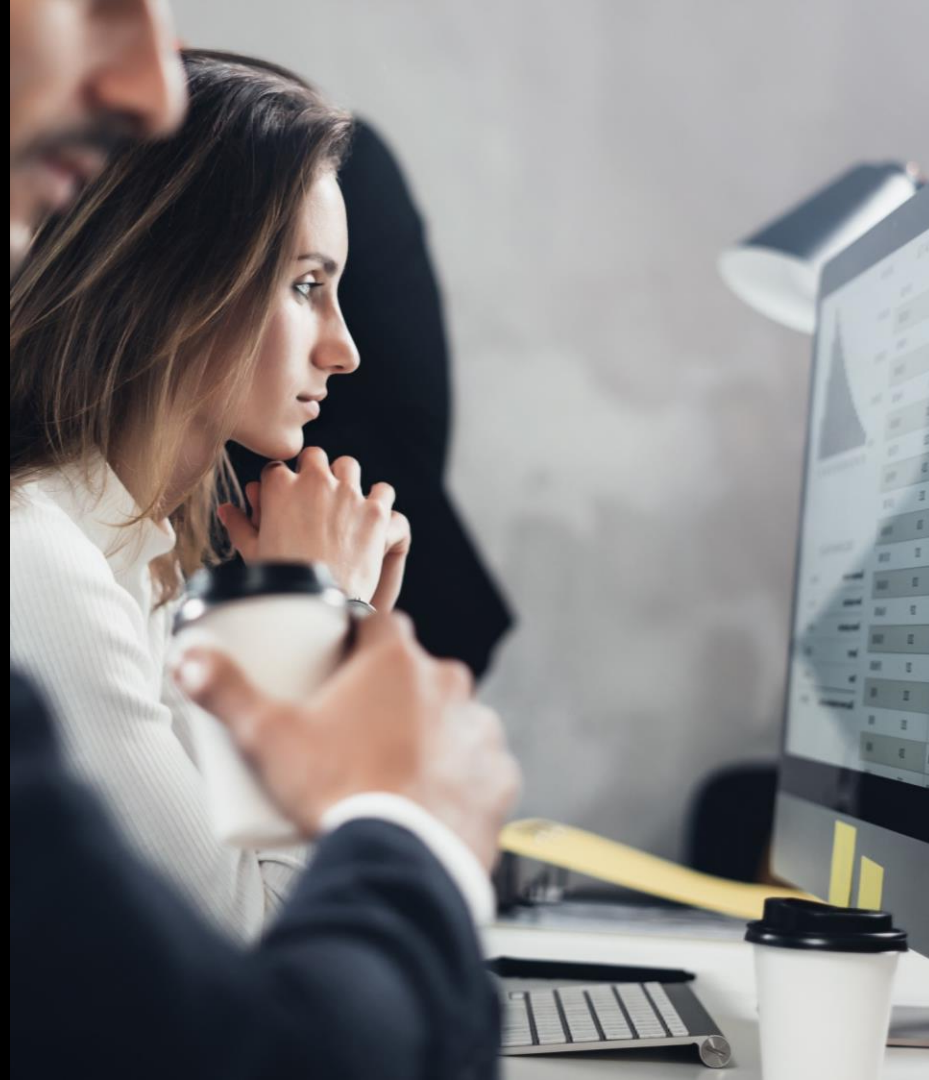
**IT Budget and Cost Target are the primary metric used to Assess the Business Value of IT**

Business case, end-user satisfaction are the next metrics



# Customer top challenges

- Being agile to on-board new acquisition
- No IT resources to support site changes
- Lack of automation and non-streamlined business process delaying the delivery cycle
- Optimizing cost while increasing bandwidth



# Steps to a successful SD-WAN transformation

## **1** Discover Think and Design

Understanding your data, applications and security requirements

Perform due diligence

PoC in Openlabs or on-Premises

## **2** Build Pilot and Deploy

Pilot different site profiles

Close engagement with technology partners

Set transformation milestones and expectations

## **3** Run Adapt and Optimize

Define use cases

Build required documentation

Review and optimise policies

**End-to-end consulting, application performance audits and management**



# The wave of transformation: A typical customer SD-WAN journey

**Global monitoring, February 2019**

**Skills center, February 2019**

**Roll out, January 2019**

**Pilot, August 2019**

**Migration Strategy assessment**

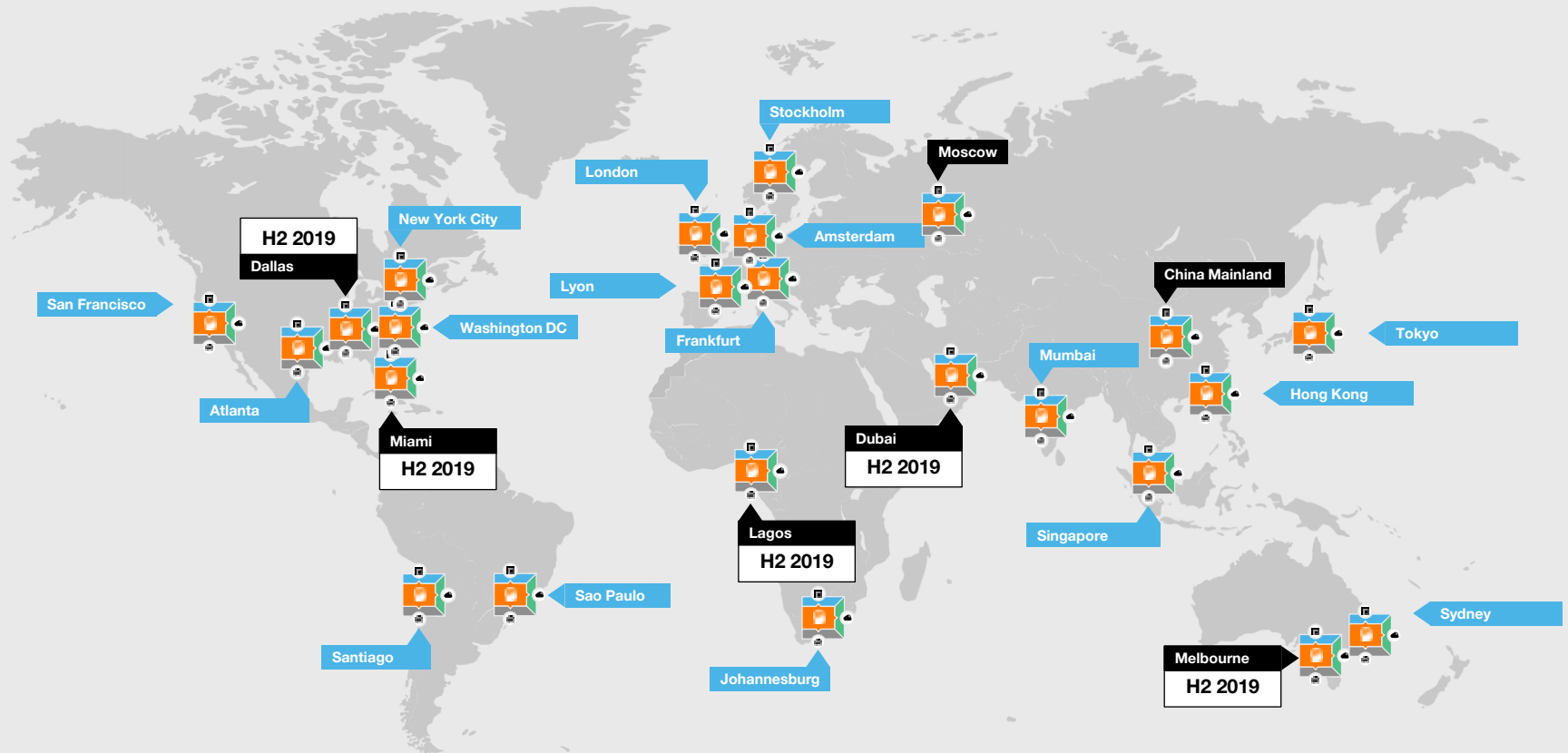
**Open lab and customer premises POC, July 2018**

**Solution Workshop, May 2019**

**Solution pitch/demo, May 2019**



# Next Gen Hub worldwide covering



# Specific architecture for China deployment





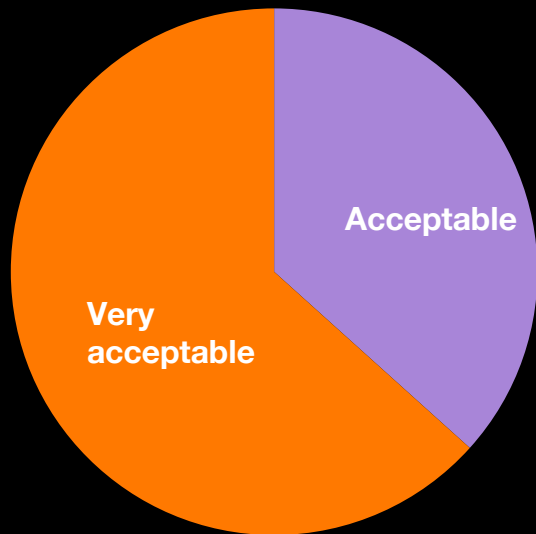
# Co-development brings Innovation

- Voice over SD-WAN
- WAN Optimization



## Post Deployment Impacts and Experiences

Rate how well the benefits met your expectations



(Zero respondents rate 'Very Poor' or 'Poor')



# Successes

- Flexibility and agility
- Change Management

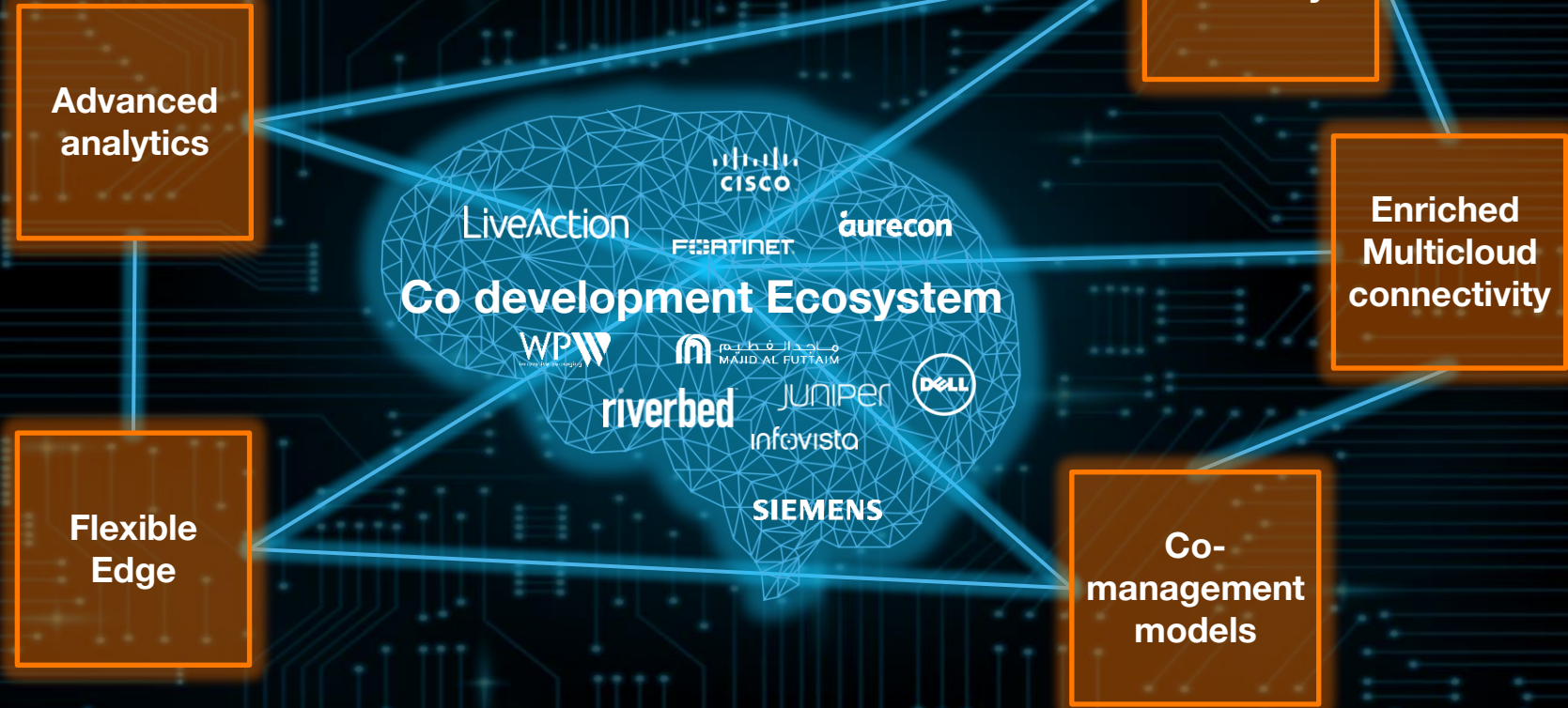


# Challenges

- Underlay independency
- Greenfield / Brownfield

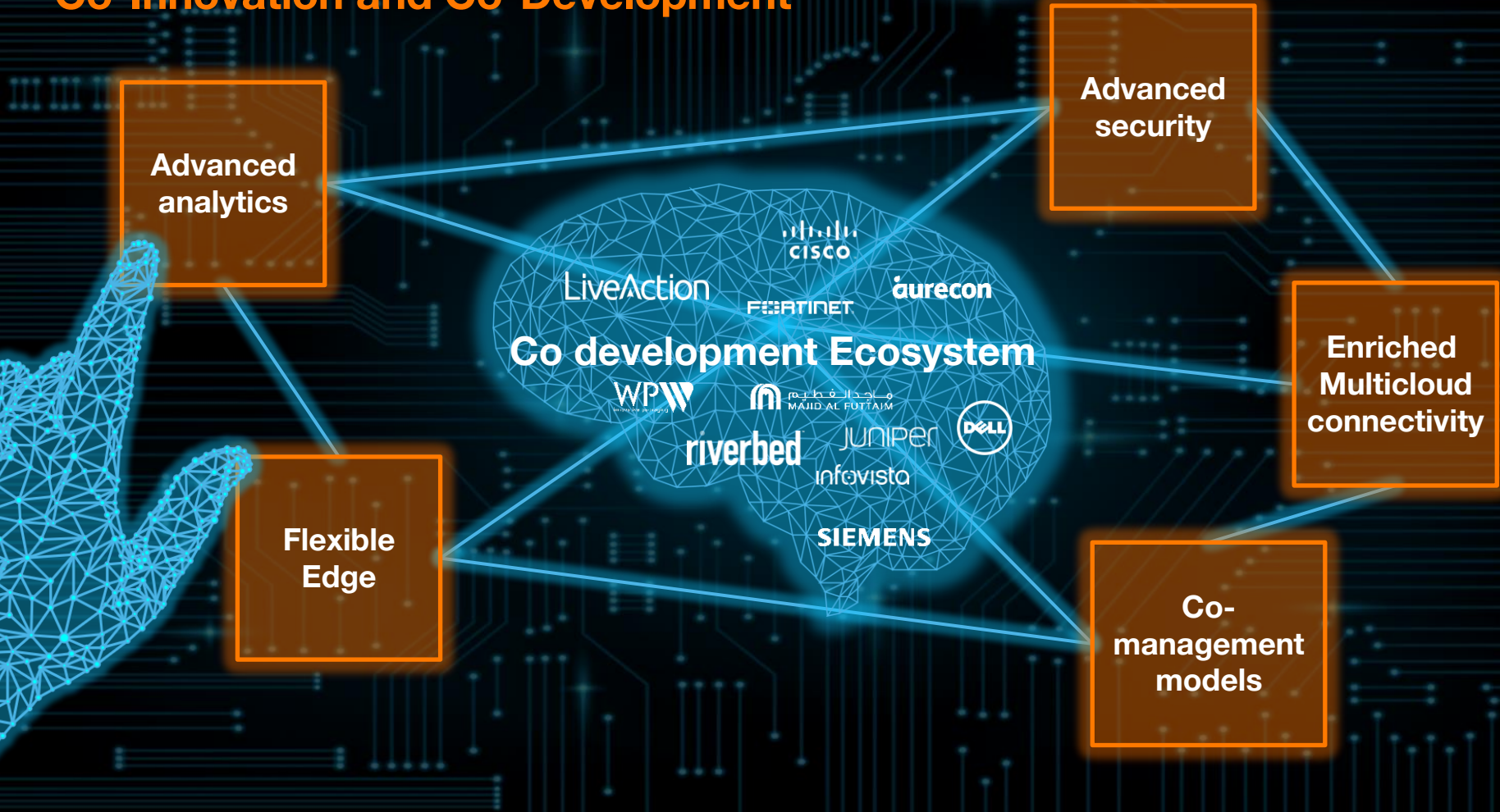


# Co-Innovation and Co-Development

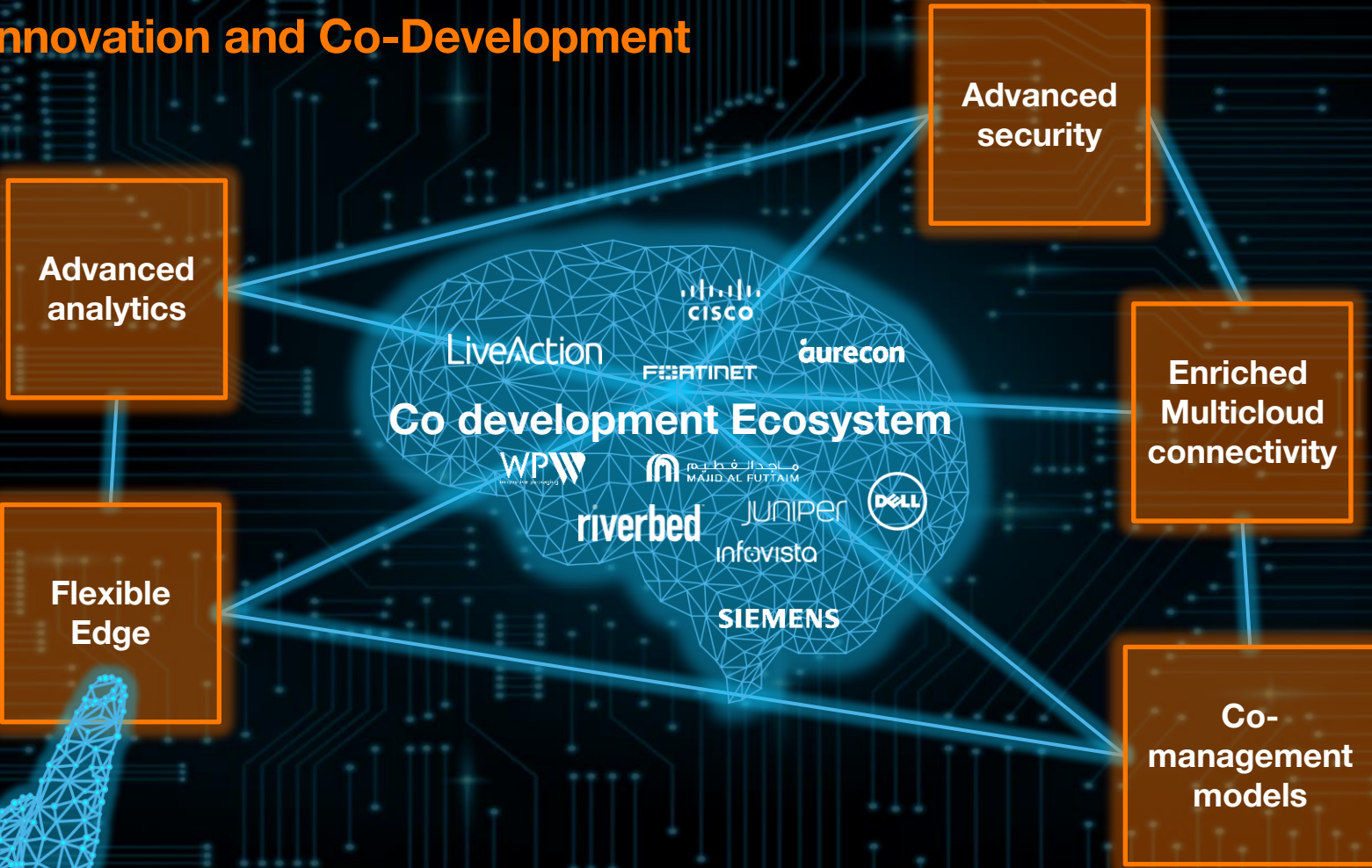




# Co-Innovation and Co-Development

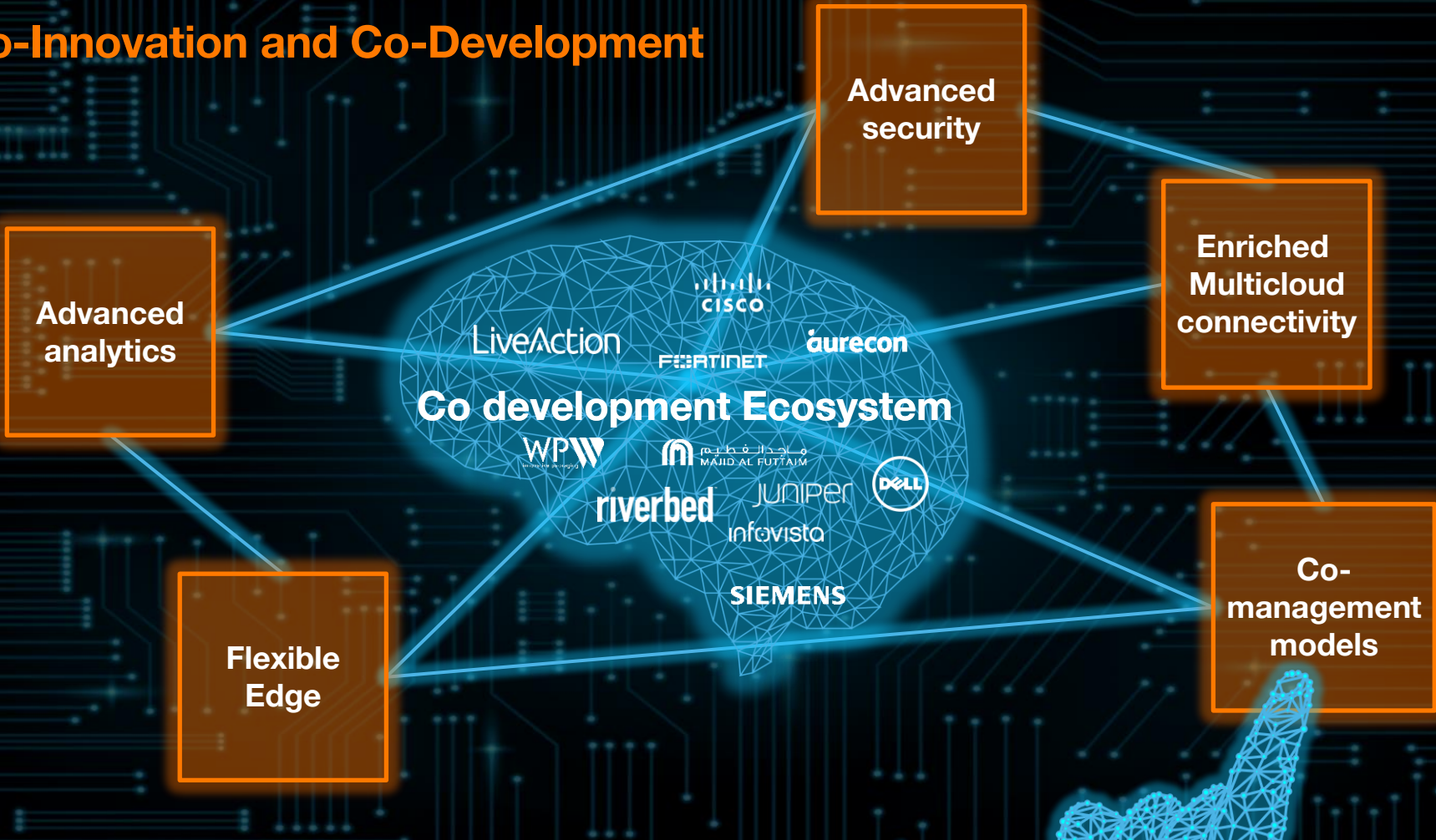


# Co-Innovation and Co-Development

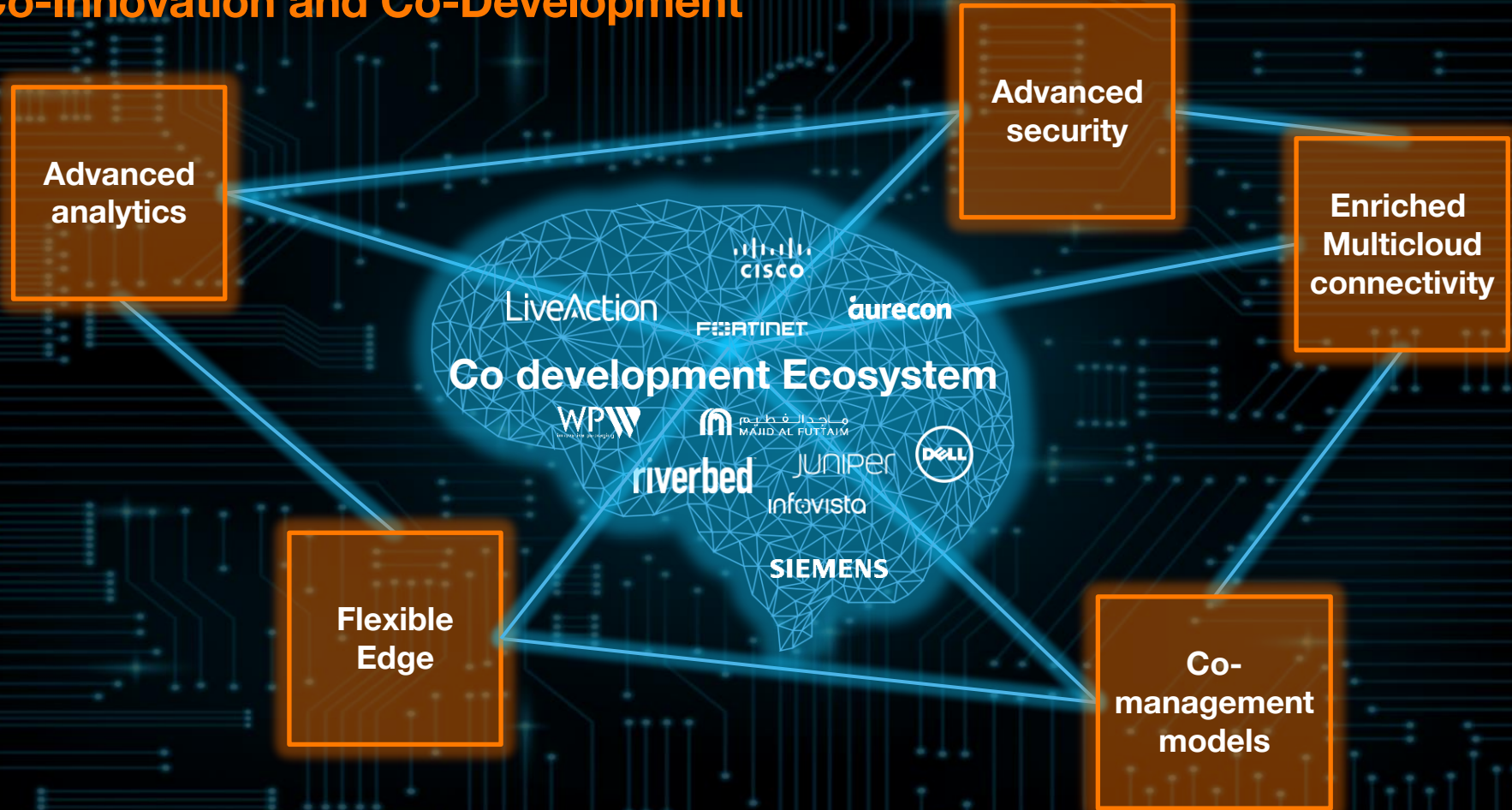




# Co-Innovation and Co-Development



# Co-Innovation and Co-Development





# Key takeaway

- SDWAN is not one size fits all
- Consulting approach
- Co-development with partners and customer
- Agile mode
- Fast evolving technological world



# Come and see us:

## Demo booths:



**Business  
Services**

**Flexible SD-WAN  
Journey**

## Partner Talks:

**riverbed**

**11:15 Balcony room**



**16:30 Balcony room**





**Thank you...**  
**we're listening**

**Companies thrive  
on innovation.  
We work to  
shape yours.**

