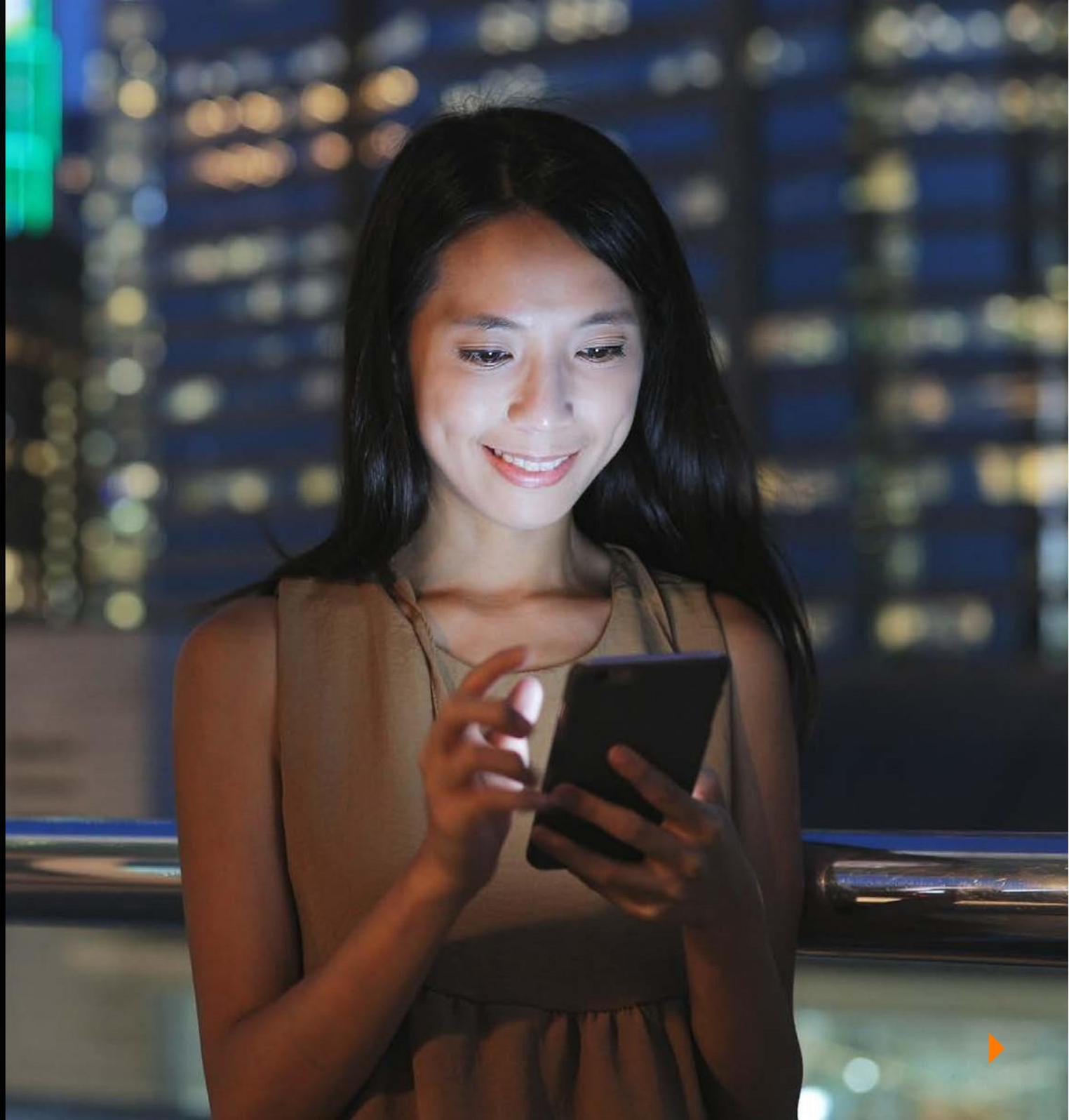


# SD-WAN

Transforming  
enterprises in  
the new norm



**Business  
Services**



# Adapting to the new normal

**As companies return to the new normal, the existing business resilience model is being put to the test as virtual collaboration becomes ever more important.**

The network is being impacted in new and unprecedented ways with more and more people working off-campus resulting in existing network infrastructure being pushed to its limits with bandwidth-intensive applications.

For businesses to remain resilient, the need for speed and agility is more important than ever to allow for quicker response in the changing environment. These also include end to end visibility to help faster decision making, and subscription services and cloud services to enable new services whilst eliminating traditional truck roll and high upfront cost.

Furthermore, the large shift to telecommuting puts ever more pressure on data privacy, security and compliance.

This ebook looks at how SD-WAN can help enterprises overcome networking and connectivity challenges to help optimize performance as businesses transition to the new normal.

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# SD-WAN: the network you need for today and tomorrow

**SD-WAN is providing the new network for what enterprises need most: flexibility, agility, control over costs and greater control of network resources. In addition, it gives you improved application performance and greater network resilience.**

SD-WAN is the driving force behind the new network by giving companies the power to remotely configure, manage, monitor and secure most elements of the wide area network (WAN), including edge devices and traffic flows.

By shifting the transport layer from hardware to software, SD-WAN lets you prioritize traffic, meaning you can use less expensive public and private transport links like broadband and wireless alongside more expensive Multiprotocol Label Switching (MPLS) connectivity. The automation, centralization and flexibility that SD-WAN gives you results in a more agile WAN environment.

## What is software-defined technology?

- Software-defined technology is becoming the new norm as it replaces the physical infrastructure. Enterprises now commonly support their IT and business with a software-based application or service, delivered via the cloud or as a virtualized function.
- SDx stands for software-defined whereby 'x' can be any infrastructure normally deployed in the physical sense. For example, there is software-defined networking (SDN), software-defined wide area networks (SD-WAN), and software-defined local area network (SD-LAN).
- With SDx, not all physical infrastructure disappears, but the intention is to simplify management and minimize the number of physical devices by consolidating multiple functions onto a single device and or dashboard.
- SDx introduces agility by providing flexibility and faster response time to business change with a software-defined approach.

**71%** of organizations are actively researching or have SD-WAN in production

**61%** of organizations are actively researching or have edge computing tools in production<sup>1</sup>

# Where is SD-WAN today?

**SD-WAN can help you enable business resilience –but can do much more besides. SD-WAN reflects the business need to move to a software-defined future where virtual devices are set to replace network appliances, and where applications move to the cloud.**

The key drivers for enterprises to make the shift to SD-WAN are still control and reduced TCO: SD-WAN simplifies management and operation of your global infrastructure, and by decoupling your hardware from orchestration, you benefit from cost reductions, reliability and enhanced security.

According to Gartner, SD-WAN use is set to increase rapidly: while fewer than 20% of enterprises had implemented SD-WAN in 2019, this will have grown to over 60% by 2024. While SD-WAN is important and a key business enabler, it requires extensive design and optimization. It pays to have an expert partner manage its complexity for you so you can maximize the business value SD-WAN provides.

## Some tips to remember about SD-WAN

- **Post-deployment you will need to manage network operation to accommodate changes in infrastructure or applications.**
- **It is not a zero-touch solution: You will still need to install and manage a dedicated appliance or a virtual one at each respective site to send and receive traffic.**
- **Underlay network matters: SD-WAN does many things but it will not magically solve problems caused by a collection of low-quality connections. A good quality WAN provides the connectivity you need for critical traffic like voice and video.**
- **It's only a part of your security solution: SD-WAN isn't a magic bullet for your security challenges. It forms part of a broader security solution that includes micro-segmentation and role-based access control.**
- **SD-WAN is not a deploy-and-forget solution: as your data use changes, you need the additional visibility and analytics provided by SD-WAN to get better insights to help you optimize your traffic flow continuously.**

## New norm challenges and considerations



# SD-WAN: enabling new capabilities

Digitalization, underpinned by new technologies like SD-WAN, are enabling new capabilities.

- Monitor end-to-end data workflows by orchestrating SD-WAN equipment at the edge and in Orange Next Gen Hub for cloud connectivity to ensure performance meets expectations.
- Ensure security and segmentation at the edge can be leveraged and extended to the application wherever it is located.
- Support customers with multicloud strategies.
- As multicloud need accelerates, security becomes even more essential. Orange Next Gen Hub infrastructure provides a fully-secured multicloud environment that enables agility and performance.



## Orange Next Gen Hub: multi-cloud, multi service, multi access AI-driven networks

-  Flexibility
-  Security
-  End user performance

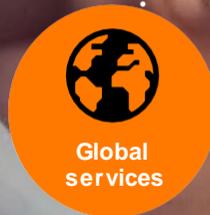


# Flexible SD-WAN by Orange

In the new normal, many companies are looking to extend native SD-WAN connectivity to remote and small office/home office (SOHO) employees.

We provide end-to-end security, optimized end-user experience to any public or private cloud applications, identity federation and strong authentication.

**Flexible models**  
Fully managed,  
co-managed,  
self-operated



**End-to-end Consultancy**



**Integrates and complements**  
Enterprise security  
Remote working



**Agile implementation**  
Appliance or software based  
Light touch deployment



**Performance and cost effectiveness**  
Multicloud with in-country  
SD-WAN Gateways

# SD-WAN: powering massive network transformation

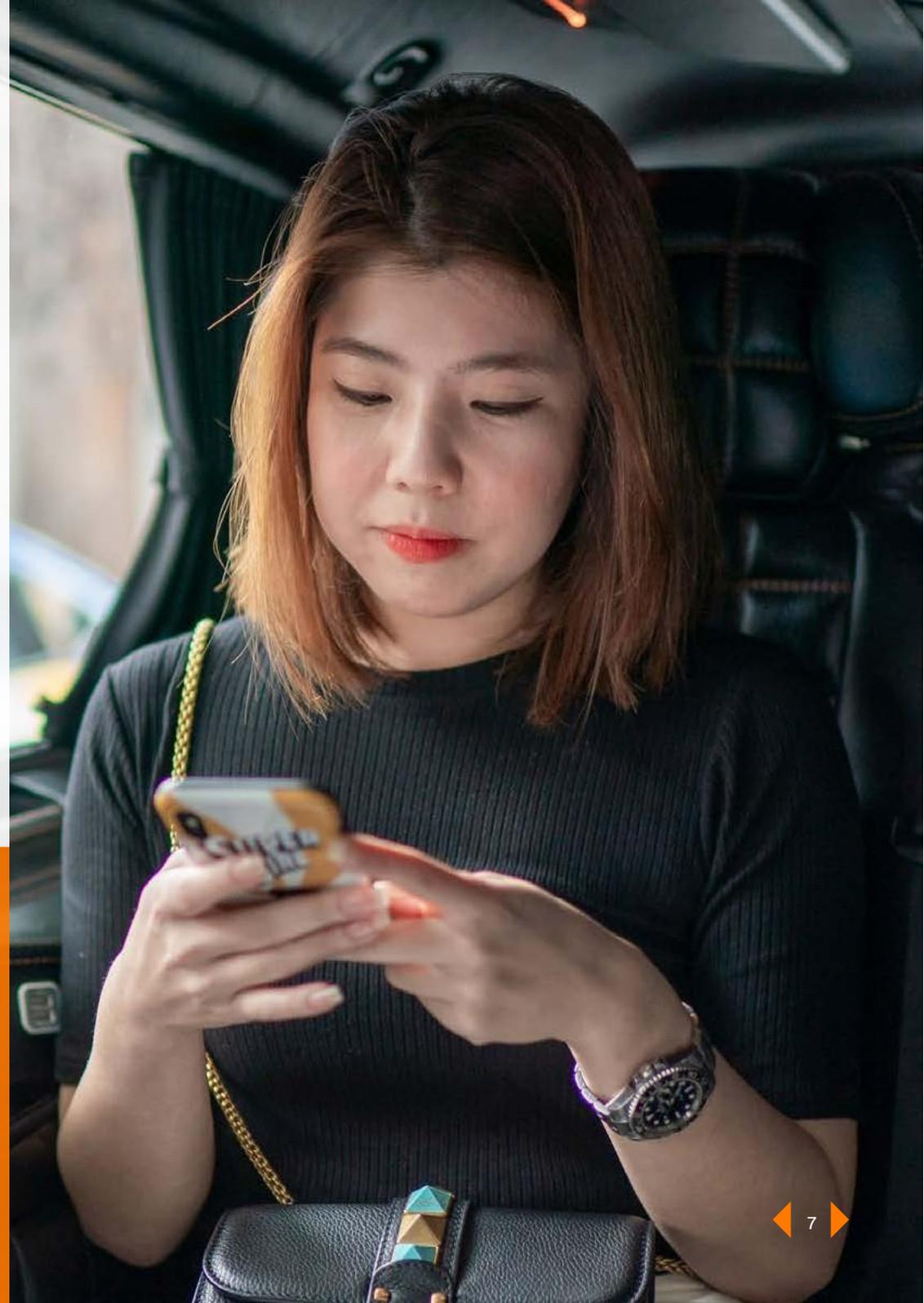
## SONY

### Orange and Sony: SD-WAN at the center of worldwide digital transformation project

- Global network transformation initiative towards software-defined.
- Sony has strategic goal to pull together all business units under “One Sony” banner.
- Plan is to gain synergies from business units by facilitating collaboration.
- Orange providing new, consolidated IT infrastructure built on unified, global network, to migrate 500+ locations around the world onto SD-WAN.
- Future-proof SD-WAN platform will enable Sony to share IT talent and have end-to-end visibility for improved global service agility.
- Sony will also benefit from improved performance of cloud apps, greater site resilience, and improved performance, security and scalability.

**“Only Orange could deliver a platform with the scale and scope to cover all the moving pieces of our international business. It’s a transformative move on our part that opens the way for us to embrace new forms of IT innovation, which will push the company forward”**

Makoto Toyoda, CIO, Sony Group.



# Deploying SD-WAN with confidence and certainty

## MSI: removing complexity from SD-WAN

Remove the complexity involved in SD-WAN deployments by working with a multisourcing service integrator (MSI). The right partner working as an MSI can ease the load on you by managing contracts, ISPs and other third-party service providers on your behalf. For example, your MSI can iron out any issues you might have with applications leaving you to concentrate on running your business.

Orange MSI means you benefit from having a single team responsible for managing both your SD-WAN infrastructure and underlay. An MSI also gives the advantage of a framework that enables improved visibility, cost control, management, governance and performance across your whole service provider landscape.

An MSI ultimately gives you convenience: you have one unified service desk you can call and your MSI takes care of incident management and problem resolution, and your MSI works closely with ISPs to restore any services if they go down. Overall, working with an MSI gives you greater peace of mind when making your transition to SD-WAN.

## Extending our secured SD-WAN offering to the end-user

There is a growing need to ensure security and visibility extends to the end-users no matter where they are connected.

Using service chaining capabilities and global footprint of our Next Gen Hub, Orange can integrate remote users into the SD-WAN overlay, ensure end-to-end security and optimize user experience when connecting to any public or private cloud applications. For example, public cloud connectivity to access third-party collaboration tools is underpinned by local or distributed security.

Orange Flexible Application Access solution, as an extension of our Flexible SD-WAN solution, gives you best in class end-user centric security options, including connectivity to cloud based security platforms, identity federation and strong authentication.



My office anywhere



Native integration with SD-WAN



End-user centric security



# SD-WAN: at the heart of digital transformation



**AkzoNobel**

## Orange and Akzonobel: SD-WAN powers digital transformation with secure end-to-end global connectivity services

- Orange is providing SD-WAN, SD-LAN, multisourcing service integration (MSI), security and consulting services for AkzoNobel's IT global connectivity transformation.
- A centralized delivery model that ensures the transformation remains within financial constraints of the project, whilst simplifying supply chain.
- Centralized IT/OT network operations from customer factory to stores across all regions, especially with automation achieved via software defined policies.
- Increased secure network performance with SD-WAN optimizing access over internet, alongside direct cloud access.

**“To operate more efficiently, we wanted to simplify our IT ecosystem partner landscape. We knew we could count on Orange as our strategic IT services provider. Looking forward, we are eager to co-innovate with Orange around OT and data intelligence services to further boost our business.”**

**Dirk van der Heijden, Director Global IT Operations, Akzonobel**

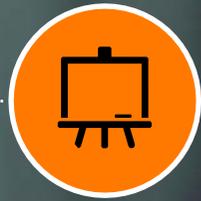


# Five steps to maximize your SD-WAN investment



## Discovery

Brainstorm and assess your needs



## Strategy & planning

Review your environment's ability to support digital projects



## Proof of concept

Validate use cases and explore value with Open Labs



## Build

Design, customize and integrate the solution for production



## Run

Deploy the services with continuous improvements

In order to embark on an SD-WAN transformation with maximum results and success, Orange Business Services has developed a consultative transformation process to help you reach your future-proof global solution.

SD-WAN only provides agility when deployed and designed properly with alignment to the business objectives. Before starting deployment, it is essential to gauge your readiness to adopt and transform.

Our approach enables a transformation journey with defined phases that you select based on your readiness level. Each phase provides deliverables that you can leverage to form your strategy, business case and practical intelligence to enable that most effective and successful transformation to SD-WAN.

# Recognized as a global and regional leader

Orange Business Services positioned as a leader in the 2020 Gartner Magic Quadrant for Network Services, Global.



Magic Quadrant for Network Services (Global), January 2020



Orange Business Services rated as a leader in IDC MarketScape: AsiaPacific next-generation Telcos: Telecom Services 2020 Vendor Assessment.



# We are a network-native digital services company

We draw upon core strength, connectivity, to support customers in the transformation of their infrastructure, while adapting to their needs in a fast-changing business environment. We help you to have the right digital foundation in place for your business that will bring flexibility, while eliminating risk and increasing security.



## Global network coverage

Orange provides network services in 220+ countries and territories. Internet with over 140+ ISPs with more than 50 public cloud providers linked to our network.



## Multicloud skills

We have multi-cloud skills and are able to deliver a Cloud native solution making it easy to shift workloads from one Cloud to another.



## SD-WAN expertise

With our proven skills on application performance management, we bring you the best of SD-WAN solutions that integrates legacy IT, reduces costs and increases flexibility.



## Security

Our security experts ensure a safe ICT deployment, by enforcing your company security policy. Cloud and Internet security or advanced virtualized security functions in your remote office.



## Customer service

We operate 5 Major Service Centres (MSC) located in various continents to provide 24/7 support.



## Visibility

We provide online self-help portal with application level visibility and advanced reporting.

Find out more about Orange Business Services by visiting:

[www.orange-business.com/en/connectivity](http://www.orange-business.com/en/connectivity)



**Business  
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Source: 1. IDG <https://www.idg.com/news/2020-state-of-the-network-research/shares-insight-into-the-adoption-of-5g-sd-wan-edge-computing/>

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