BUILD A BETTER WAN
EdgeConnect: Powering an Application-driven WAN Edge

PRESENTED BY:
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LEADER IN BROADBAND AND HYBRID WAN SOLUTIONS

BEST-IN-CLASS WAN SOLUTION PORTFOLIO

SERVING THE WORLD’S MOST DEMANDING BUSINESSES

INDUSTRY LEADING TECHNOLOGY ALLIANCES

GLOBAL SERVICE AND SUPPORT
SILVER PEAK AT A GLANCE

Leader in Broadband and Hybrid WAN Solutions
- Founded in 2004
- David Hughes (Founder and CEO)
- 50+ patents for WAN innovations
- Profitable and growing rapidly
- Global channel partner ecosystem across 81 countries

Best-in-Class WAN Solution Portfolio
- Hardware, software, and cloud-based offerings
- SD-WAN, WAN optimization, and replication acceleration
- Highly scalable multitenant service provider solutions
- 24 / 7 / 365 follow-the-sun support and logistics
- Recognized as most visionary Gartner MQ leader

Serving the World’s Most Demanding Businesses
- 2,000+ global customers in 77 countries
- 400+ new SD-WAN customers

Industry-Leading Technology Alliances
- Network and SD-WAN
- Storage and SAN

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MARKET LEADER IN WAN OPTIMIZATION AND SD-WAN

"Consider Silver Peak for all mainstream branch office optimization needs, data center replication needs, and for hybrid and SD-WAN."

Gartner
## MPLS OR BROADBAND... OR BOTH??

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CURRENT WAN CHALLENGES

- **Inconsistent Application Performance**
  Changing traffic patterns with increase in SaaS

- **Complex WAN Architectures**
  Active-standby transport, multiple routing protocols

- **Infrastructure Sprawl**
  Routers, FWs, WAN Opt, multiple operating systems

- **Lack of Automation**
  Manual configurations and device-by-device changes

- **High Costs**
  Infrastructure, support, personnel, connectivity, delays
THE JOB OF THE WAN

Consistent Performance
Regardless of whether app is in DC or cloud.

Simplified Configuration
Instant adds, moves, changes.

Secure Connectivity
How can I reduce my exposure to threats?

Lower Costs
How can I leverage broadband?
WHAT IF YOU COULD…

Build an application-driven WAN Edge

Improve App Performance and Availability
- Better productivity
- Fewer network help desk calls
- Increased end-user satisfaction
- Offer app SLAs over any transport, including broadband
- Get app availability even with brownouts and blackouts
- Integrate app acceleration for performance over distance

Simplify the WAN
- Fewer devices at the branch
- Lower CAPEX and OPEX
- Competitive advantage
- Replace branch routers and consolidate network functions
- Power active-active links
- Improve app uptime and security

Increase Branch Agility and Security
- Faster time to market
- Compliance
- Reduced risk
- Centrally configure the WAN edge; deploy globally in hours
- Steer individual apps based on company and security policy
- Micro-segmentation of apps

Improve App Performance and Availability
THE VALUE OF EDGECONNECT

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SILVER PEAK VIRTUALIZES THE WAN

Business Intent Overlays

Virtual Network Transport

Physical Network Transport

Computer Hypervisor

Virtual Compute

Virtual Compute

Virtual Compute

VM

VM

VM

VM

VM

VM

Compute

Compute

Compute

VM

VM

VM

VM

VM

VM

Virtual Transport Overlay

Virtual Transport Overlay

Virtual Transport Overlay

Network

Real-Time Apps

Critical Apps

Business Apps

MPLS

Internet

4G LTE

Network Virtualization

Computer Virtualization
THE APPLICATION-DRIVEN SD-WAN

Powers an intelligent WAN Edge
Integrated routing, FW, WAN Opt, and service chaining in single device.

Steers apps intelligently
ID thousands of apps and immediately steer them over the appropriate link.

Improves app performance
Deliver on app SLAs even during brownouts and blackouts; App acceleration as needed.

Saves Capex & Opex
Smarter use of bandwidth; Fewer devices; Simple orchestration.
BUSINESS INTERNET OVERLAYS

Orchestrator Applies Business Intent to Network Segments

- Guest Wi-Fi
- Enterprise
- VoIP
- Transport

- Guest VLAN
- Data VLAN
- Voice VLAN

- Hub-Spoke
- Dual Hub and Spoke
- Full Mesh

- Internet
- MPLS + Internet
- MPLS + LTE

- Min Cost
- Max Availability
- Max Quality

Internet
MPLS
4G LTE
SIMPLIFIED WAN EDGE ORCHESTRATION

- Business Intent Overlays
- WAN Path
- Automating Internet Breakout - Drag-and-Drop Policy Assignment
- Topology
- SLAs
- Path Conditioning & QoS
- WAN Opt (as needed)
QOS OVER BROADBAND

Reliably run real-time applications over the internet

Bonding multiple links and applying Dynamic Path Conditioning resulting in higher performing overlays

Overlay Network Health 100%

Degraded Underlay Networks
Tunnel Bonding

Path Conditioning Fixes Packet Loss and Out-of-Order Packets
**PATH CONDITIONING: PERFORMANCE OVER ANY LINK**

**Packet Loss Correction**
Packets lost in transmit across the WAN are rebuilt.

**Out-of-Order Packet Correction**
Packets delivered out-of-order across the WAN are reordered into the correct order.
ZERO-TOUCH PROVISIONING – EASE OF DEPLOYMENT

Orchestrator Adds New Branches to the WAN in Seconds

A. Appliance Discovered, Approved
B. Added to a Group
C. Added to the Unity Fabric
THE VALUE OF EDGECONNECT

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ADVANTAGES OF AN APPLICATION-DRIVEN WAN

- **Gain Competitive Advantage**
  - 40x Faster Apps
  - Add / remove branches instantly
  - Uptime during blackouts

- **Reduce Risk**
  - <1 Second Failover
  - Segment your apps
  - Automated policies

- **Lower Cost**
  - Capex / Opex Savings
  - Eliminate branch equipment
  - Simplified management

- **Increase Business Agility**
  - 100x Faster Deployment
  - Simple and flexible deployment models
  - Comprehensive visibility
ENTERPRISES EMBRACE EDGECONNECT
BUILD A BETTER WAN FOR ANY USE CASE

Hybrid WAN
Improve app performance and availability; lower cost by improving and increasing utilization across all available links (MPLS, broadband, 4G/LTE).

Simplifying WAN Architecture
Automated, app-driven approach; can be deployed in both existing (overlay approach) and new environments (SD-WAN appliance supporting integrated network functions).

Increasing App Availability
Increase application availability during blackouts as well as brownouts when the link is not performing well due to congestion, latency and packet loss.

Reducing MPLS Dependency
Improve operational efficiencies; respond quickly to business needs with alternative services such as broadband.

Increasing SaaS / IaaS Performance
Optimize direct, secure access to SaaS and IaaS via public Internet, avoiding backhaul to HQ data center.

Accelerating WAN Deployments
Accelerate WAN deployments from months to hours by making broadband perform like a private line; centralized orchestration.
THE SILVER PEAK ADVANTAGE
The premier solution for an application-driven WAN edge

PERFORMANCE
- App SLAs over any transport
- Optional WAN Opt as needed
- Predictable app performance

VISIBILITY AND CONTROL
- 1st packet iQ for 10,000+ apps
- Intelligent app steering
- Granular internet breakout

CORE SD-WAN
- 400+ production customers
- Business intent overlays
- Flexible deployment models

EXTENSIBLE
- Router replacement
- Business intent overlays
- Service chaining

SECURITY
- Orchestrated security polices
- Micro-segmentation
- Security service chaining
Thank you