

SDWAN SOLUTIONS GLOBAL

**SD-WAN PARTNER
COMPARISON
CHECKLIST**



www.sdwan-solutions.global

MAKE THE CORRECT CHOICE


As the person in charge of leading a project to introduce SD-WAN and all of its key benefits to your existing infrastructure, you are under a lot of pressure to deliver right first time. There is an incredible amount of information out there on how to do this, and sadly, not all of the information is correct.

You inadvertently turn to what you know best – your existing supplier be that specific vendors or carriers. Unfortunately, this may not be your best choice, as more and more historic vendors try to promote themselves as experts or their product as having true SD-WAN features, when often this is not the case.

- There is no single off-the-shelf SD-WAN product that is right for everyone.
- Be cautious of ICT partners that offer only 1 or 2 SD-WAN options – you may be offered a solution that is not suitable for your requirements.
- The proof is in the POC – compare vendors side-by-side in action on your network.
- Be extra vigilant of hidden solution costs – additional components that are needed to make the solution function as expected.




COMPARE YOUR ICT PROVIDERS

#	Supplier Competency		Provider 1	Provider 2	Why it's important to you
1	Certified SD-WAN Subject Matter Experts (there's only 12 globally)	2			The provider should have the experience, knowledge, official certifications and the respect in the industry behind them to be properly considered subject matter experts
2	Over 30 SD-WAN vendor certifications	✓			The provider must fully understand their own services and solutions as well as other vendor solutions to be able to propose the best possible solution to you
3	Solutions designed to customer requirements	✓			There is not a single off the shelf solution that is suitable for everyone - your requirements are unique to your business and your network solution needs to satisfy these requirements
4	Only offers True SD-WAN technologies and solutions from certified and tested vendors	✓			Some vendor solutions are SD-WAN in name only and do not offer the functionality that true SD-WAN delivers
5	10 SD-WAN vendor technologies	✓			The provider aligns your business requirements to the most suited SD-WAN vendor technology, not to the only one on offer
6	3 World leading Security vendors	✓			Your business needs to be protected by the best security available, and your provider should have the ability to change security provider without changing SD-WAN vendor or replacing hardware




COMPARE YOUR ICT PROVIDERS

#	Supplier Competency		Provider 1	Provider 2	Why it's important to you
7	1000s of connectivity providers	✓			Network provider choice ensures every site has the best available connectivity installed to maximise resilience, redundancy and performance and is not dependant on a single provider
8	Universal CPE hardware with VNF capability	✓			Universal CPE ensures that SD-WAN and security software are not tied to the hardware, allowing you change elements without replacing the hardware. Running multiple applications on a single device reduces cost and management
9	24 x 7 x 365 support	✓			The provider and their support experts should be available to you 24 x 7 x 365
10	6 Access technologies	✓			The provider ensures all of your sites have access to all available connectivity options at all times, without limitation
11	UK and EU Headquarters	✓			The provider is able to support business requirements locally and globally without restriction
12	Local Field Engineers in 190 Countries	✓			You have access to your provider's field engineer services across the globe, in your local language
13	Deployment in 190 Countries	✓			Solutions should not be limited to specific countries or regions, now and in the future. Ensures a single global solution and increased performance, reduced cost and centralised management




COMPARE YOUR ICT PROVIDERS

#	Supplier Competency		Provider 1	Provider 2	Why it's important to you
14	Mix and Match solution components	✓			Best in class technology vendors make up your solution - You are not forced to settle for a single vendor suite of products when you only want one element
15	3 installation options	✓			Installation options should be available to suit your requirements or preferences
16	3 management options	✓			Management options should be available to suit your requirements or preferences
17	Short term connectivity contracts available	✓			Ensures no contractual tie in for technologies that may become out-dated during your contract
18	SaSe Options	✓			The provider offers integrated security options, either on the physical edge device or supplied via Cloud as part of a tailored solution design, deployment and management
19	SDWAN Cloud	✓			Allows seamless access to every IaaS, SaaS, private Cloud and public Cloud instance as well as connection to nearly 700 global DC locations on a PAYU, as part of your SD-WAN solution. Also enables you to operate separate SD-WAN vendor solutions in a single network, particularly relevant during acquisitions and mergers.
20	Multi-Cloud Access	✓			Access to multiple Cloud instances for resilience and redundancy as standard with your SD-WAN solution.




COMPARE YOUR ICT PROVIDERS

#	Supplier Competency		Provider 1	Provider 2	Why it's important to you
21	Online solution design option	✓			Convenient, tailored multi-vendor solution design, at your own time and pace, without having to physically meet with dozens of suppliers, could save you months of investigation
22	Field engineer deployment option	✓			The option of a fully managed installation, at any location in over 190 countries, if required. Relevant where no internal IT resource is available at some or all of your locations.
23	Solution Re-Tech guarantee	✓			Keeps your solution as technically optimised as possible, through-out the contract, replacing technologies as and when new options become available.
24	Seamless multi-vendor solution integration	✓			The provider can support different SD-WAN vendor solutions and allows seamless communication between them when mergers and acquisitions result in different provider networks
25	Complete suite of SD-WAN and SaSe services	✓			The provider offers every possible SD-WAN related professional service including consultancy, to design, POC, implementation, management, expansion, consolidation, RFP process and many more
26	100% focus on SD-WAN and SaSe	✓			The provider offers focused attention and expertise on SD-WAN and SaSe technology - not a jack of all trades




COMPARE YOUR ICT PROVIDERS

#	Supplier Competency		Provider 1	Provider 2	Why it's important to you
27	Multi-Award winning company	✓			The provider has earned Industry and peer recognition for SD-WAN and SaSe products and services
28	Engineer-As-A-Service	✓			The provider has the ability to supply engineering resource where you do not have IT teams, in 190 countries world-wide
29	Deployment-As-a-Service	✓			The provider has the ability to deploy services and solutions for you, where you do not have IT teams, in 190 countries world-wide
30	Proof of Concept trials	✓			The provider is able to demonstrate the solutions and technologies within your live environment , thereby proving real-time capabilities and benefits
31	Research and Development laboratory	✓			The provider has the ability to test the proposed solution, in a live simulation environment, before POC or deployment
32	SD-WAN vendor training for customers	✓			As part of your solution, the provider ensures that you become confident and certified in the vendor technology, important for co-managed and self-managed solutions
33	Solution Co-management option	✓			The provider allows you to make changes to your network, once certified, as and when you need to, knowing that the provider is available 24 x 7 to make these changes for you also.




COMPARE YOUR ICT PROVIDERS

#	Supplier Competency		Provider 1	Provider 2	Why it's important to you
34	Orchestrator-As-A-Service	✓			The provider is able to host and manage the solution orchestrator as part of your solution
35	SD-WAN functionality testing process	✓			The provider ensures and confirms that the SD-WAN technology is suitable and will provide the expected benefits accordingly, with no surprises
36	Application enhancement	✓			The provider designs the solution around application requirements and performance to boost business productivity
37	Able to utilise satellite connectivity	✓			The provider is able to use satellite connectivity successfully in conjunction with lower latency connections,
38	Solutions scalable to thousands of edge devices	✓			No limitation on the number of edge devices that can be installed as part of a larger deployment
39	Physical and virtual appliances	✓			The solution is able to run on physical and virtual appliances, or a mixture of both
40	Solution provides per packet traffic steering	✓			The provider solution reacts sub second to changes in conditions and applications are NOT pinned to links requiring them to failover to secondary links
41	Project management	✓			The provider has experienced PM services available for your solution deployment




COMPARE YOUR ICT PROVIDERS

#	Supplier Competency		Provider 1	Provider 2	Why it's important to you
42	PAYU access to nearly 700 global DC locations	✓			The provider solution enables you to connect to global DC locations and only pay for the bandwidth you use, as part of your SD-WAN solution. No need to maintain point to point links globally
43	4G private APN network option	✓			The provider solution separates your traffic from consumer LTE networks in congested areas
44	OPEX pricing model	✓			The provider offers zero installation fees with a set monthly payment option
45	Full account management with quarterly reviews	✓			Your account is fully managed with a single point of contact, by the provider
46	Clear escalation path	✓			Complete escalation path for 24 x 7 support right through to CTO and CEO level
47	Free of charge Proof of Concept	✓			The provider does not charge a fee or cost for the POC
48	Sub-second failover after link failure	✓			The provider ensures that your solution reacts sub-second to link failure or link brownout, preventing dropped calls etc
49	Independent solution advice, always	✓			You receive the best solution for your requirements, and not the only solution that your provider can supply



COMPARE YOUR ICT PROVIDERS

#	Supplier Competency		Provider 1	Provider 2	Why it's important to you
50	SD-WAN and / or Security components can be replaced without replacing the hardware	✓			Change SD-WAN or security without replacing the hardware as is the case with a single provider SaSe
51	All available bandwidth is used	✓			The provider solution makes use of all installed connectivity ensuring that secondary lines are used and not sitting idle, waiting for a main link failure.
52	LTE can be used as a main connection	✓			Some providers only permit the use of LTE services as a link of last resort or as a dedicated back-up solution, thereby limiting your connectivity choices
53					
54					
55					
56					



THIS IS HOW WE WORK WITH YOU TO MIGRATE TO SD-WAN

- **We listen to your business requirements**
- We design a bespoke solution for you
- **We align the best SD-WAN vendor technology**
- We select the best connectivity options
- **We fine tune the solution with you**
- We test the solution in our Research and Development lab
- **We demonstrate the solution in a live POC in your network**
- We ensure all agreed POC criteria are met
- **We negotiate the best commercial offer for you**
- We agree a full solution roll-out
- **We train your team on the solution technology**
- We configure & install remaining sites
- **We monitor, support and maintain your new network**
- We co-manage the network with you
- **We RE-TECH your connectivity throughout the contract**

- **You reap the commercial, technical and business benefits of having a tailored SD-WAN or SASE network**

We are the trusted experts in all things SD-WAN and SASE – so you don't have to be!



SDWAN SOLUTIONS SUMMARY

We are a built for purpose Managed Service Provider and Trusted experts in all things SD-WAN and SASE delivering multi-vendor tailored solutions to customers in all verticals.

We help SMEs and Enterprise Customers that need to move to a Business-first Networking Model succeed by allowing the network to conform to the Business through a leading SD-WAN solution.



SDWAN SOLUTIONS GLOBAL



LONDON

70 Gracechurch Street,
London, United Kingdom
EC3V 0HR

TEL +44 (0) 203 638 6680



BRUSSELS

Avenue Fonsny 46 Box 59,
Brussels, Belgium
1060

TEL +32 (0) 2 792 33 78



JOHANNESBURG

The Campus, Twickenham
Building, Cnr Sloane and Main
Bryanston, South Africa 2021

TEL +27 (0) 11 575 1825



www.sdwan-solutions.global