



# SD-WAN, SASE AND SECURITY MANAGED SERVICES PORTFOLIO



*As a Managed Service Provider and proven experts in all things SD-WAN and SASE, our vast professional services portfolio ensures that your solution is fit for purpose, matches or exceeds expectation and is delivered within budget - right first time*

## CHANNEL PARTNERS

rely on SDWAN Solutions Professional Services to provide all network and security services and solution components that channel partners yourselves do not always offer, and to help integrate your own services into customer required solutions, to provide complete solutions.

## DIRECT CUSTOMERS

rely on SDWAN Solutions Professional Services to fully understand your business, application & budget requirements, to design, demonstrate, POC, install, manage and support the best fit network and security solutions, combining technologies from the world's leading vendors.

## TECHNOLOGY VENDORS

rely on SDWAN Solutions Professional Services to design, demonstrate, POC, install, manage and support your products, and to integrate additional services into solutions, for your end customers and reseller partners.



## HERE'S WHY OUR PROJECTS ARE SUCCESSFUL

- We are a managed service provider with 100% focus on SD-WAN and SASE.
- We are the only company in the world with 2 x MEF accredited SD-WAN Subject Matter Experts (and we are the only SMEs in the UK).
- We hold over 35 different vendor certifications and accreditations.
- We have local field engineers in 190 countries globally.
- We test all solutions in our own multi-national research and development laboratory environment.
- We are multi-award winners in our field of expertise.
- We have beaten global tech giants to market with 5 world first innovations since 2018 including the very first *SDWAN CLOUD*, *SDWAN 1-2-3*, *SDWAN ASSIST* – the first and only online SD-WAN and SASE solution design tool, and *SDWAN REMOTE / SASE REMOTE* – deviceless SD-WAN (with or without security) for home and remote working teams.
- Our unique *SDWAN COMPLETE* product range is the most comprehensive network and security services portfolio available anywhere, to further enhance, secure and customise your end solution.

“From our very first meeting I knew that SDWAN Solutions was the right partner for our project. Their knowledge and experience shines through”



## OUR EXPERTISE INCLUDES THE PICK OF THE CROP



SDWAN SOLUTIONS PROFESSIONAL SERVICES: PROVEN EXPERTS IN SD-WAN AND SASE TECHNOLOGY

WWW.SDWAN-SOLUTIONS.GLOBAL



*Choosing the correct SD-WAN or SASE solution for your business may be one of the most important decisions you'll make this year. But remember, the most important part of your move to SD-WAN or SASE is choosing the right partner to successfully deliver your project.*

“Choose the services that you need – everything from single components to a complete A-Z solution lifecycle”



## CHERRY PICK THE EXPERT PROFESSIONAL SERVICES THAT YOU NEED - OR TAKE THEM ALL

### 1. SDWAN and SASE CONSULT – MEETING or WORKSHOP

Our expert consultancy service investigates your entire digital transformation strategy and helps you plan every aspect that relies on network or security – Vendor technologies, infrastructure and connectivity, hardware, Cloud or multi-Cloud, business applications, SLA requirements, DC integration, business process migration, expansion, consolidation, and M&A integrations – helping you avoid costly mistakes in the future.

### 2. RFI / RFP PROCESS MANAGEMENT

You can rely on our vast and unbiased multi-vendor SD-WAN and SASE knowledge and experience to ensure that your business gets the best possible solution using only qualified vendors when you engage us to run your RFP or RFI process, from start to finish. We know the technologies, we know the vendors and most importantly, we know their capabilities. Our standard RFP process has 54 modules covering every aspect of SD-WAN and SASE procurement.

### 3. TAILORED SOLUTION DESIGN

We are vendor agnostic and will always recommend and design solutions based on a detailed consultation with you. We ensure that you are fully aware of all the features, benefits and any potential shortcomings of your solution. We are the proven experts in SD-WAN and SASE technology, so you don't have to be!

### 5. PROOF OF CONCEPT and PILOT TRIALS

It is always recommended to see how your chosen solution performs within your own network, or to compare how different vendor solutions perform in a live environment. We configure and install POC and Pilot trials on your network for peace of mind – you see how the solution performs, and how we perform, before committing to a final solution.

### 4. RESEARCH and DEVELOPMENT LABORATORY

We have live lab environments in London (UK) Brussels (BE) Johannesburg (SA) and in the Cloud and can demonstrate solutions and concepts in real-time, using real connectivity options. The laboratory is not a simulated environment and so demonstrates actual performance in real world scenarios.

### 6. FIELD ENGINEER SERVICES

With experienced local field engineers available in 190 countries, we install, manage and support our SD-WAN, SASE and hardware solutions across the globe. Most of our engineers are located within 1 hour of major cities. We also offer Engineer-as-a-Service and Deployment-as-a-Service in these countries.



## 7. uCPE HARDWARE APPLIANCES

Our VENA and VECTA universal customer premises equipment hardware ranges support most of our SD-WAN software vendors and have NFV capability to also run third party security software on the same device as SD-WAN. A single device for SD-WAN and security. We configure, install, manage and support the devices in 190 countries, with 4 hour or NBD RMA.

## 9. 24x7x365 TECHNICAL SUPPORT DESK

Our experienced technical team is available 24x7 to proactively monitor and support every component within the solution – connectivity, hardware and software, with full escalation to CTO and CEO level. Tickets can be raised via an online portal, by email or by phone.

## 8. INSTALLATION and MANAGEMENT

We project manage the installation of the solution connectivity and physical hardware devices according to an agreed roll-out schedule and we manage the solution, either as a fully managed or co-managed option. Management includes all configuration, moves and changes.

## 10. SOLUTION RE-TECH GUARANTEE

Where we supply the solution connectivity, we constantly monitor available technologies at each site and let you know when new options are available, ensuring that your solution is as technically advanced as possible, throughout the contract.



## OUR ADDITIONAL PRODUCTS AND SERVICES

### HOSTED ORCHESTRATOR

Your SD-WAN orchestrator is hosted within SDWAN CLOUD, as a fully managed service, ensuring you can always reach your control centre.

### SAAS OPTIMISATION

Your MSTeams, Zoom and video traffic is optimised as close as possible to the SaaS provider ensuring you never buffer or drop a call. \*Not available with all vendor solutions.

### REPLACE MPLS & BACKBONE

Optimise the Internet middle mile connection between your sites to guarantee better than MPLS SLAs and performance, while adding in redundancy, intelligent path selection and routing. The core technology behind this makes the Internet act like carrier-grade private WAN links, and is backed by a carrier grade SLA.

### SDWAN CLOUD

Connect to every IaaS, SaaS, public and private Cloud instance and to over 700 global DC locations directly from your SD-WAN network.

### SDWAN COMBINE

Seamlessly communicate between different SD-WAN vendor solutions, usually required after mergers or acquisitions. No need to replace a vendor – use both in one solution.

### COMPLIANT ACCESS TO CHINA

Eliminate the usual high cost and complexity with high-performance SD-WAN-as-a-service that provides compliant access to mainland China using Internet broadband connections. Customers can expect lightning-fast file transfers, pristine voice and video sessions, and overall performance comparable to MPLS.



### LAYER 4 CRYPTO SEGMENTATION

Data assurance is solved with crypto-segmentation in which fine-grained policies are defined per policy and classification across the SD-WAN fabric. Whether it is keeping your encrypted data secure and separate from the provider network and/or defining fine-grained policies for you to classify important data, we provide the data assurance MSPs and their end-users are seeking while mitigating risk and reducing the attack surface for everyone.



YOUR SD-WAN, SASE AND NETWORK SECURITY PROJECTS ARE IN SAFE HANDS



**PROJECT RECOVERY:** Stephen M, Director, Technology company, working on behalf of a global System Integrator

“SDWAN Solutions were our partner of choice and they’ve helped us to understand why the project was in recovery mode, what the design faults were and how to turn the project around and reach a successful conclusion. Combined with their strong relationship with Silver Peak, SDWAN Solutions brought exceptional intelligence and expertise to quickly identify the issues and handled what was a political charged situation to a positive state and a successful project. We will work with SDWAN Solutions on any projects that require SD-WAN expertise having generated a level of confidence that any challenge can be overcome.”

**SD-WAN DEPLOYMENT:** Rob C, IT Manager Freight / Logistics company

“Toby, the CTO from SDWAN Solutions has been amazing and been able to answer and solve any issues we have faced.”

**TELECOMS THOUGHT LEADER:** James H, CTO UK Wholesale telecoms provider and 2018 British Computer Society (London) Chairman

“Anthony is an energetic, enthusiastic and intelligent man. His extensive experience in the telecoms industry shines through in customer meetings and when working with colleagues. Anthony is honest in what he says and generous with his insights. He is one of the leading authorities on the state of the SD-WAN market and his advice is always worth listening to.”



KNOWLEDGE BASE – THE CHERRY ON THE TOP

All documents are available for download at [www.sdwan-solutions.global](http://www.sdwan-solutions.global)



SD-WAN and SASE incl MPLS comparison guide



MPLS vs SD-WAN Technical & Commercial



Case Study: Even global giants get IT wrong



Channel ASSIST and partner checklist



SASE REMOTE: Deviceless SD-WAN with security