Vodafone Business SD-WAN

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Why legacy networks are no longer fit-for-purpose

Legacy networks fall short on reliability, business agility and cost, and are no longer fit for purpose...

1

Businesses are transforming their networks digital strategy
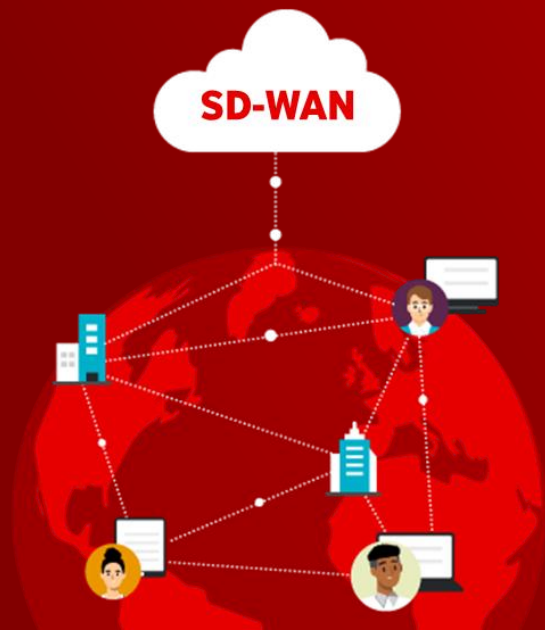
SaaS & cloud services

Hybrid working

TCO reduction

2

And they are asking for ...

SD-WAN

Reliability
- Dynamic, multi-path routing to ensure performance and capacity for real-time comms & critical business apps
- E2E visibility, assured performance and excellent UX for 3K+ Apps

Business agility
- Add new applications & adjust network settings in minutes not days via cloud-based management
- Zero-touch provisioning reduces engineer time on site, preventing business disruption

Network efficiencies
- Replace expensive private links with low-cost internet/5G
- Reduce on-premise hardware and/or consolidate network & security onto one platform
- Centralised management reducing site visits, improving sustainability

Security & continuity
- Inbuilt encryption and firewalls protects data and branches
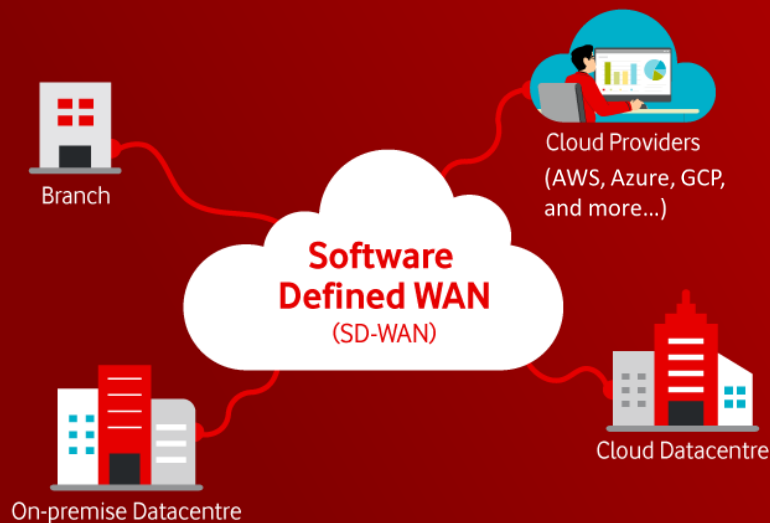- Secure access to resources for users/devices anywhere

Flexible cloud integration
- Integrate seamlessly with public/private cloud and SaaS, optimising UX and network performance

3

They need...
Vodafone Business Software Defined WAN (SD-WAN)

Branch

Cloud Providers
(AWS, Azure, GCP,
and more...)

Software Defined WAN
(SD-WAN)

Cloud Datacentre

On-premise Datacentre

An intelligent overlay wide area network service, provided over basic connectivity, supporting digital transformation

To replace legacy networks for improved agility, reliability and lower cost

Connecting business locations together, and to the cloud, over multiple Vodafone, or 3rd party, links (Internet, 4/5G) to meet business outcomes
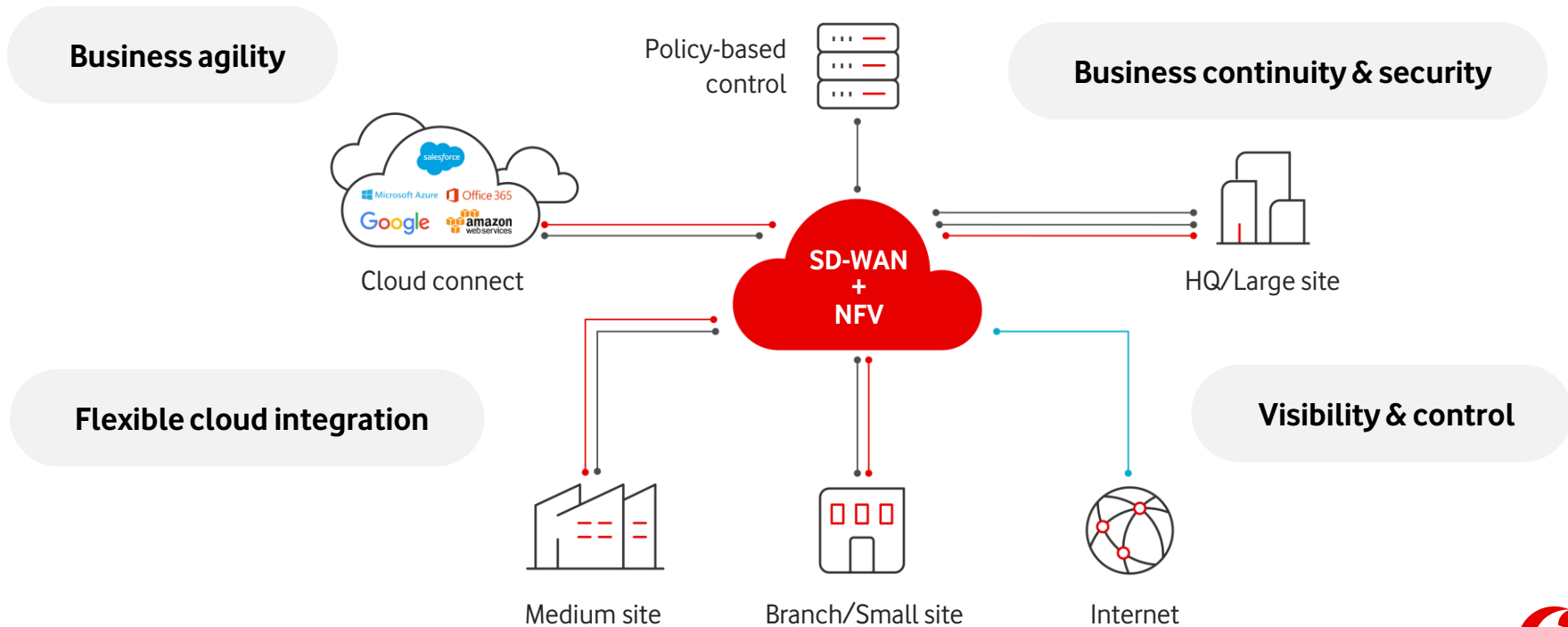
02

A closer look at
SD-WAN

A platform that won't let you down

Simple to deploy and migrate to the cloud providing improved and consistent network performance for every worker at every site

03

Vodafone Business SD-WAN credentials

Why Vodafone Business SD-WAN

Best of Breed Partnership

vodafone business

Leader in SD-WAN/SASE/Zero Trust Edge/Global WAN

Gartner.
FORRESTER®
IDC **iSG**

+

Your choice of SD-WAN

CISCO | CISCO Meraki | vmware | F**ö**RTINET

Vodafone Business Advantage

Scalable platforms & low latency cloud connectivity via SASE POPs & SD-WAN gateways. Bundle our underlay for E2E SLAs

Add advanced analytics for UX monitoring, integrate your IT processes via APIs

vodafone business

Our scale enables unique commercial propositions and best value feature licences

Experts in Design, Build & Run of SDN. Flexible, proactive, managed or co-managed, E2E AI powered CX

Ongoing releases and innovation roadmap investment

vodafone business

SD-WAN in action: An extensive track record

Customers from around the world benefit from the agility and security of our SD-WAN solution combined with multi-site scale, flexible commercials and seamless migration

45,000
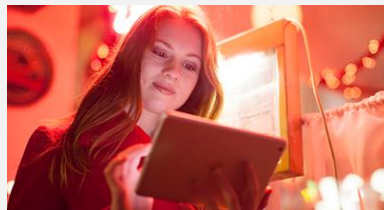managed CPEs*

2,300
global customers and counting*

Industrial packaging company adopts **cloud-first across 84 plants** in 36 countries

280 site **fully managed SD-WAN** replacing legacy MPLS network

A European Farming Cooperative with 26,000 employees in 30 countries, with 171 locations

Improving visibility and optimising costs with internet connectivity

Industrial parts supplier use SASE to improve **performance and security**

A software solutions provider to the finance sector, headquartered in New South Wales, Australia spread across **6 countries and 11 locations**
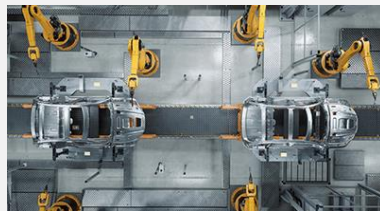
NEXT →

SD-WAN in action: An extensive track record

Customers from around the world benefit from the agility and security of our SD-WAN solution combined with multi-site scale, flexible commercials and seamless migration

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managed CPEs*

2,300

global customers and counting*

2,300 depots across 13 countries & 3 regions for a major auto repair organisation. Our '**Walk in Takeover**' made it an easy transition to a Vodafone Business Managed Service

A global 20 site SD-WAN across 8 countries including DE, China, AUS, IN, FR, SA, US, Serbia. Our solution included **AWZ/Azure end points, Zscaler integration** and on time delivery

14 site SD-WAN overlay across **Central and Eastern Europe** for a Czech automotive supplier

74 sites migration from MPLS to a Co-managed SD-WAN solution in APAC, Middle East and Africa. The solution supports **access to cloud services** and Zscaler

72 site APAC SD-WAN including 26 sites in China. The solution includes a new API Telemetry solution to work in conjunction with the customer's security information platform
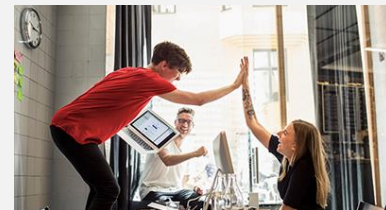
SD WAN solution **consolidated 90 supply** contracts (200 Direct Internet Access & Broadband circuits in 40 countries) to one solution **simplifying management and reducing costs**

Vodafone Business SD-WAN

We can manage it for you – or with you...

Managed Service

Our global service desk and regional operations centres run 24x7x365 and support customers with all aspects of the design, build, transition and running of their SD-WAN

Vodafone specialists conduct a network/application-level readiness assessment to optimise business outcomes and the user experience.

Our transition & transformation framework ensures right-first-time delivery with zero risk migrations including design, planning, operating and service management. We cover underlay, overlay, local access and wider services within the solution to 192 countries

Our managed service gives you peace of mind and includes:

- Inventory Management
- 24/7 Incidents Support
- Proactive incidents
- Problem Management
- MACD Bundles / SFRs
- Local language to regional, local and dedicated service desks support
- Change Management

- Vulnerability Management
- Release Management
- Customer Portal
- APIs
- Managed Security Services
- Service Management
- Professional Services

Co-managed Service

Co-Management via Vodafone Orchestrator with a choice of profiles

New Admin

*Username   Ex: user@domain.com   First Name

Native   Non-Native   Last Name

*Password   *Contact Email

*Confirm

Access level   Basic   Phone

Select...   Mobile Phone   (201) 555-01
Superuser
Standard Admin   Security: Full Access   Secure Access: Full Access
Customer Support
Customer Read Only   Access
Security Admin
Securit Read   ...users, global settings, and has full access across all services
Network Admin
                                    Create   Cancel

APIs Integration

- ITSM - Service Now
- Security Incidents and Events Management

Read Only - Network, Security or both as standard

NetAdmin - Control config of SD-WAN Device and business policies

Custom - Specify access permissions to suit business

SecAdmin - Control config of firewall and security policies on CPEs

EntAdmin - View and manage both SD-WAN and Security elements on CPEs

Our managed and co-managed services are backed up by the broadest range of SLAs in line with our vision for an excellent customer experience

SD-WAN is a part of the wider Vodafone Business Roadmap and SDN Portfolio

Multi/Single Vendor SASE*

SD-LAN SD-Branch

Advanced Analytics & AI Remediation

Software Defined Cloud Interconnects

Network as a Service

Bringing together benefits of being a leading Global Managed Services Provider

*Secure Access Service Edge

04

Next Steps

Start your SD-WAN transition today...

Plan your move to SD-WAN with Vodafone Business: Book now!

- Demo
- Readiness Assessment
- Proof of Concept
- Trial

Work with our advisers to build the SD-WAN which works for you.

BOOK A DEMO →

SD-Internet
Add-On to Business Broadband or DIA- more reliable, secure Internet Access

Large Scale
Sophisticated networks connecting sites across multi-country/regions

Mid-sized WAN
Domestic network (20-100+) sites of different sizes centered in 1 country

Small Branch
10s to 1000s of branches in 1 or more countries of the same profile e.g., retailers, depots

Cloud First
Networks with heavy cloud access for critical services and SaaS

Security Focused
On-Prem or Cloud SASE security Extending also to solutions for secure government

Vodafone Business SD-WAN built just for you...
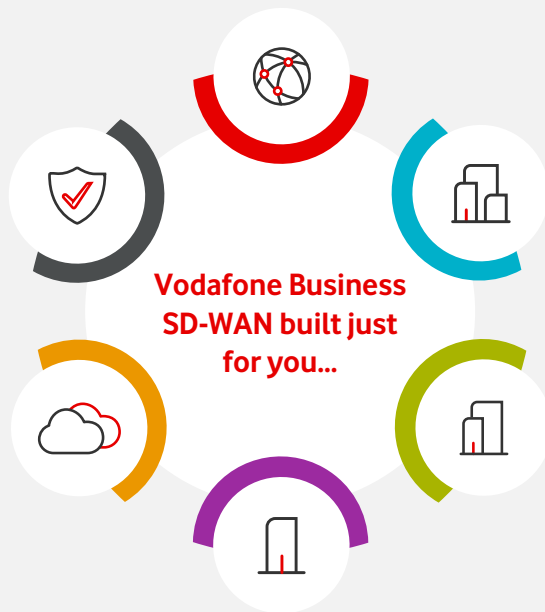
Vodafone Business SD-WAN supports the challenges faced by YOUR sector

Retail sector requirements

- Cloud Adoption
- Quality of Service
- M&A Network Integration

Healthcare sector requirements

- Telemedicine
- App Prioritisation
- HIPAA Compliance

Information Technology sector requirements

- Optimised Access
- Network Security
- Visibility and Simplification

Financial Services sector requirements

- Easy Upgrades
- Visibility & Security
- Regulatory Compliance

Not-for-profit

- Cost-effective
- Hybrid working
- Cloud adoption

Education sector requirements

- Distance Learning
- Ease of Management
- Integrations

Hospitality sector requirements

- Optimised performance
- PCI compliance
- Easy Upgrades

Construction & Manufacturing sector requirements

- Remote Connectivity
- Performance
- Cloud Adoption

Media & Entertainment

- Fast file sharing
- Seamless information upload
- Remote connectivity

How our SD-WAN portfolio compares for key use cases

	CISCO Meraki	CISCO	FORTINET	vmware
Core Use Case	✓ Ideal for simple, small site, SD-WAN networks, branches and Campus LANs	✓ Ideal for large, sophisticated networks which require reliable connections between major sites, datacentres and clouds	✓ Ideal for security sensitive, highly regulated businesses, thanks to highly secure SD-WAN & SASE capabilities	✓ Versatile SD-WAN, Internet and SASE, with Cloud/SaaS integration and reliable application performance ✓ Suitable for most use cases
Target Network	✓ Small SD-Branch (<1GB WAN or LAN) ✓ LAN only (Branch or Campus)	✓ Complex, corporate networks with mixed site sizes (N x 10GB)	✓ Security-sensitive, corporate networks connecting mid-to-large sites (N x 10GB)	✓ Regional/National networks, down to small branch/single sites (<5GB per CPE)
Verticals	✓ Retail ✓ Education ✓ Local Public Sector	✓ Critical Infrastructure ✓ Finance ✓ Utilities ✓ Industrial	✓ Banking & Finance ✓ Utilities ✓ Critical infrastructure ✓ Government & Public Sector ✓ Manufacturing	✓ Retail ✓ Manufacturing ✓ Transport ✓ Logistics ✓ Services

Our consultants work with you to establish the most appropriate solution for your needs

- Cisco Meraki is well-suited to small branch networks with inbuilt security and optional LAN capabilities. For security focused networks it's emerging SASE offer is set to challenge the leaders

- Cisco Viptela is best for larger more complex networks, it also scores above average for mid-sized, cloud first and security focused networks with native, CPE based, security.

- VMware is strong for all use cases. It is a challenger for security-focused networks as a single-vendor SASE offer

- Fortinet is the leader for security-focused networks with both native (CPE based) and SASE capabilities, where customers have preference for a strong security brand.

- For secure remote worker, SASE ZTNA solutions, Fortinet are strongest, and Meraki is a challenger