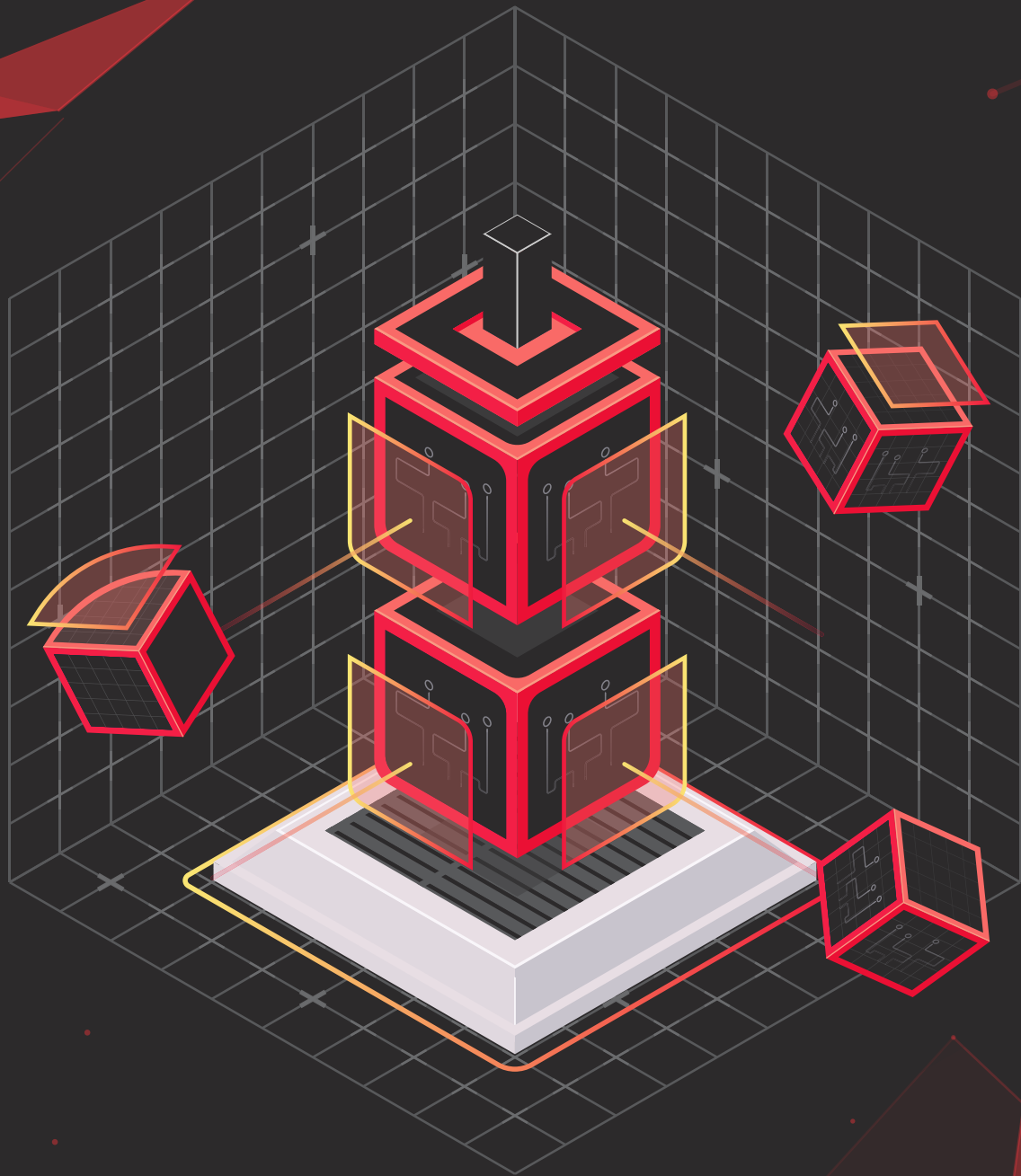


Double your SD-WAN success with VMware SD-WAN™ Solutions & Microland Network Services



The world has been in middle of a hide and seek game with enterprise resources grappling to come to terms with sudden and localized COVID lockdowns and the asks of 100% remote working. As a never-before number of applications move to the cloud the source and destination points of the application traffic are continuously on the move.

This in turn amplifies the imperative for enterprise to have an intelligent yet simple, high-performing yet secure WAN edge solution to achieve business availability and productivity.

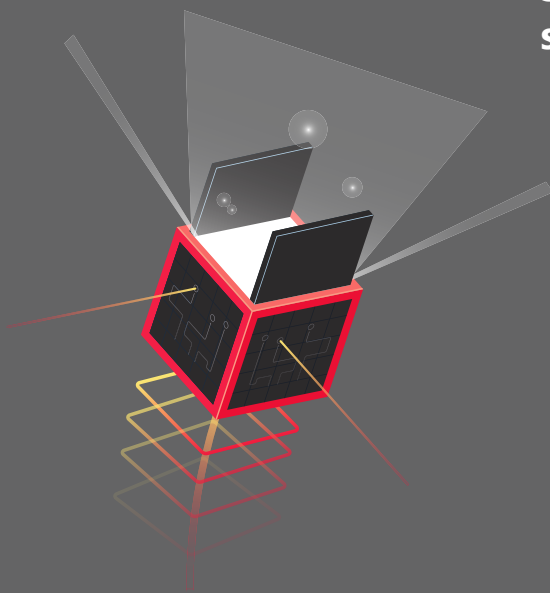
“SD-WAN Becomes the Network”
- Lee Doyle, Principal Analyst at
Doyle Research

“The global managed SD-WAN market has seen year-over-year growth of 50% or more for the last 3 years, with 2019 revenues predicted to surpass \$1.5 billion. Even with that kind of growth, vendors and service providers never expected remote workers to represent potential for SD-WAN deployment. That will be changing soon. Network service providers with business, residential and wireless services should consider bundling broadband and/or wireless links with SD-WAN for remote employees.”

- Frost & Sullivan: COVID-19 Highlights the Business Case for Extending SD-WAN to Remote Workers

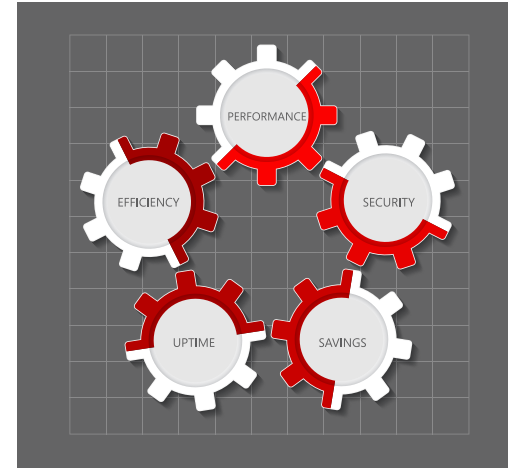
SD-WAN delivers a powerful combination of feature sets that encompass:

- ✓ Application visibility at the branch edge
- Policy based intelligent traffic path selection based on continuous underlay link performance checks
- ✓ Application prioritization
- ✓ Security stack for branch office internet break out
- ✓ Encrypted overlay traffic through VPN end to end
- ✓ Flexible WAN segmentation options based on business and application characteristics
- ✓ Cloud based controllers and gateways for seamless scaling of edge devices and performance
- ✓ Plug and Play WAN edge solution with centralized deployment and management



SD-WAN offers WAN edge solutions the freedom to operate independent of user location, WAN transport technology/Link type, WAN underlay topology and Telco service availability.

A much-desired autonomy for the enterprise.



Key Benefits that enterprises can reap with SD-WAN include:

- ✓ Enhanced application performance and user experience.
- ✓ Highly Secure branch networks while accessing cloud and internet services.
- ✓ High Uptime for WAN services and in turn Business services
- ✓ Significant cost savings on WAN Opex and service consolidation at branch edge
- ✓ Reduced operational effort to manage then enterprise WAN edge

With SD-WAN adoption is growing at 50%+ CAGR it is fast becoming the default WAN edge solution for the enterprises.

The best of VMware

VMware has been an industry leader in virtualization and software defined infrastructure for many years with pioneering products like VMware NSX Data Center.



“ White Paper: The Journey to Telco SD-WAN Managed Services

The WAN is demanding a new architecture and SD-WAN fills the void in the market. Indeed, IDC's Software-Defined WAN Survey suggests that secure connectivity to cloud apps, the ability to improve performance of these cloud apps, and the ability to automate and simplify management of WAN infrastructure are the top 3 drivers of SD-WAN adoption in the enterprise.

The VMware SD-WAN Ready Set GO program is designed to enable service providers to develop an SD-WAN offering, get to market faster, and shorten the contract-to-cash period. The program enables service providers get to market faster using VMware SD-WAN technology and infrastructure, an experienced deployment team, and market expertise. IDC sees the program as very compelling for service providers that are in the early stages of developing their own offering and need to get to market quickly in an effective low-risk fashion.”

VMware's SD-WAN™ product portfolio (through its acquisition of VeloCloud) is undoubtedly the leading solution in the market. The Frost & Sullivan "Frost Radar Global SD-WAN Vendor Market 2020" report calls out VMware as the global SD-WAN Growth and Innovation leader, attributing it to the completeness of its offering.

The VMware SD-WAN solution has unique feature sets to address the various solution requirements:

- Dynamic Multipath Optimization™ and application visibility
- Unified secure gateway – Email, content, VDI and reverse proxy
- Centralized VMware SD-WAN orchestrator
- VPN encrypted services with per packet load balancing
- VMware cloud hosted remote access service to connect to enterprise network
- Virtual network functions and service chaining capability
- Zero touch provisioning and operations

Typical VMware SD-WAN usage scenarios for enterprises include:

- **Rapid branch deployments** with right mix of internet and private links to achieve cost optimization, rapid bandwidth provisioning & scaling and Improved performance.
- **Secure Home office deployments** for home internet-based enterprise connectivity. Secure internet, right traffic policies for application traffic prioritization and enhanced collaboration experience and performance
- **Enhanced Unified communication and collaboration experience** for home office and branch office users.
- **PCI compliant architecture** and solution for various vertical industries especially retail stores.
- **Cloud application performance improvement** requirement for remote sites.
- **WAN cost optimization** – WAN edge service consolidation with VNF and gateway services, Hybrid WAN solution with Internet links for WAN opex reduction.
- **Traffic Segmentation scenarios** for shared infrastructure for multiple business units and for application specific topology creation.
- **Remote user enterprise connectivity** through hosted VPN service gateway.

Expertise on call

Although SD-WAN technology has simplified operational features such as policy-based configuration and plug and play deployments, enterprise customers need the expertise of a SD-WAN professional services partner like Microland to focus on two priorities:



- 1. Avoid the pitfalls in SD-WAN design and deployment:** For enterprises, WAN edge transformation from traditional routing to policy-based SD-WAN design and deployment is a challenge as SD-WAN solution offers a paradigm shift in WAN edge operations. SD-WAN transformation requires gathering the right data points from current infrastructure, analyzing the existing operational pain points and sizing, and designing and deploying VNFbased, security integrated intelligent SD-WAN operations. Customers without prior experience on SD-WAN deployments face challenges not only on technology understanding but also on the right project management competence needed to navigate this complexity.
- 2. Accelerate the SD-WAN transformation:** Many enterprises get into SD-WAN transformation while facing sudden issues in network performance and unforeseen circumstances such as COVID or due to unplanned application rollout and cloud services adoption, which disrupts the application access pattern. In such situations the SD-WAN transformation is expected to be done in very short span of time which can only be handled by professional service experts with vast experience and SD-WAN service innovation.

Microland SD-WAN services: Making SD-WAN happen

Microland is a global infrastructure services provider with over 30 years of network services experience in network consulting, transformation and managed services. Known for service excellence, flexibility and innovation, Microland has gained a unique position in delivering SD-WAN services for global enterprises leveraging its track record of successfully deploying SD-WAN solutions across 3500+ sites spanning continents and industry verticals. Focused on “*Making Digital Happen*” for customers, Microland Network Services is backed by a culture of continuous innovation in Analytics, Automation and AI.

Microland's customer engagements include many global Fortune 500 companies and a legacy of high customer satisfaction scores above industry benchmarks.

Microland offers end to end SD-WAN services right from the initial technology Proof of Concept to design, deployment and managed services. Our services also include onsite physical surveys, installation and break-fix maintenance of SD-WAN infrastructure.

vmware®

SD-WAN™

VMware SD-WAN is built on an SDN model. It provides segregation of management, control and data planes.

- Prevents a failure in one service plan from affecting the rest
- Scales design using cloud hosted gateways
- Makes backup and failover of individual planes easier
- Allows for Cloud-based management with ubiquitous access across all device types
- Connects as VMware SD-WAN Edge to multiple VMware SD-WAN Gateways
- Generates the benefit of Dynamic Multipath Optimization (DMPO) for all traffic traversing the overlay tunnel

Network Assurance Platform – The Microland differentiator

Network Assurance Platform is a proprietary Microland tool that enables enterprises to achieve **2X faster SD-WAN deployments coupled with significant savings in cost and effort.**



Network Assurance Platform

Microland's Network Assurance Platform delivers pre-built SD-WAN transformation intelligence through ready to use SD-WAN design options, deployment configuration tasks, project management processes, automation for information gathering and real-time dashboards on project progress. With intuitive insights and best practice knowledge captures, the Network Assurance Platform's transformation module delivers **2X faster SD-WAN rollout and faster realization of SD-WAN benefits for customers.** Deploying the VMware SD-WAN Transformation solution using the Network Assurance Platform is a hyper-efficient deployment experience that has receiving glowing customer appreciation. The platform also provides a modular and holistic solution with its operational excellence module, which delivers

post SD-WAN deployment network management service analytics and automation for network operations.

Network Assurance Platform has the capability to integrate with the customer's existing applications and tools with APIs for data exchange, and additionally offers vendor insights and network infrastructure performance analytics as add-ons.

Network Assurance Platform (NAP)

Service Intelligence, Visibility & Automation



**TRANSFORMATION
EXCELLENCE**
Project Collaborations
& Dashboards



**ANALYTICS &
DASHBOARD**
ITSM Insights
Network Performance Insights
Infrastructure Insights
User Experience

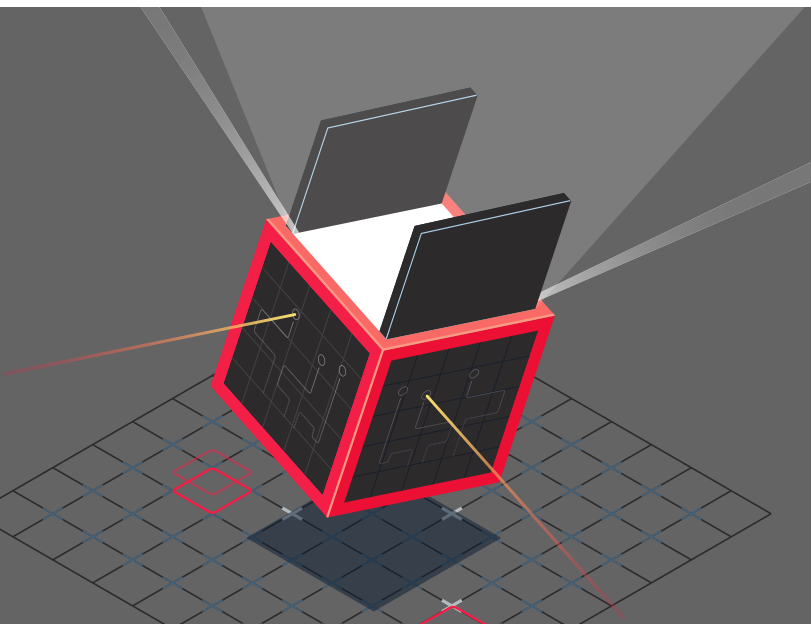


**VENDOR
MANAGEMENT**
Multi-vendor Service
Management



**OPERATION
EXCELLENCE**
NAP Tech Automation
Auto Ticket Assignment
NAP Network Central

Doubling SD-WAN success with a VMware-Microland partnered solution



Microland and VMware are partnered to deliver customer success in VMware SD-WAN deployments globally. While VMware SD-WAN technology offers a market leading solution for well-rounded enterprise application access with integrated virtualization and security at WAN edge, Microland delivers VMware SD-WAN deployment innovation with its Network Assurance Platform backed by significant depth in experience and expertise. Microland is authorized by VMware as a preferred

partner for VMware SD-WAN deployments with capability to deliver **Network services in more than 80+ countries** globally including onsite services. Customers can also leverage Microland's **Network-as-a-Service**, solution and service consumption model for further operational and financial simplification.

We bring to bear a solid combination of product and technology excellence combined with service innovation and execution excellence, all essential for a successful SD-WAN transformation.

Read more on our SD-WAN point-of-views that includes the debate on:

Hype or Reality

Why, How and with Whom



[Click Here](#)

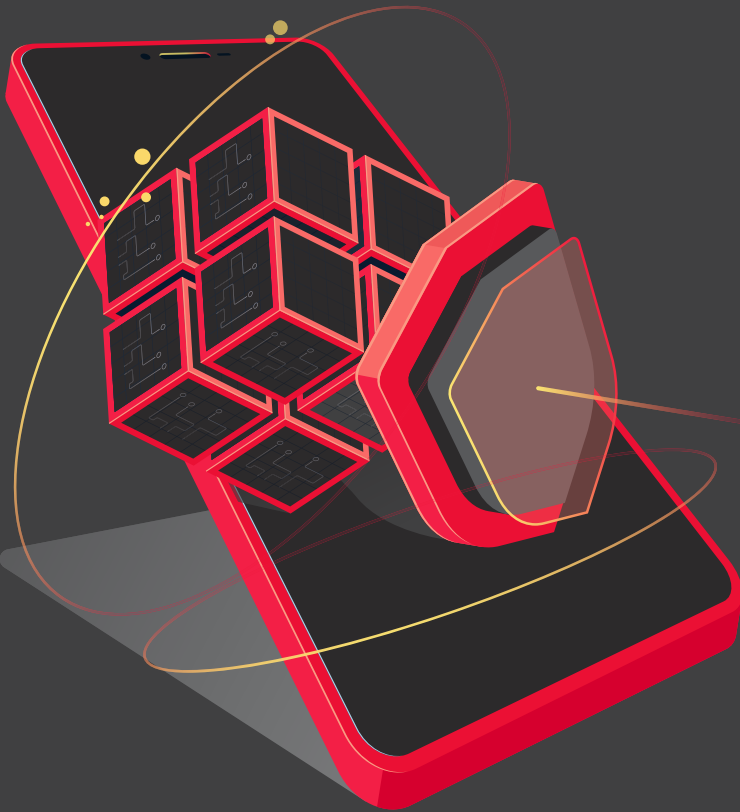
[Click Here](#)

and all these and more : [Click Here](#)

To know more on how to perfect your SD-WAN transformation and double the edge of your current WAN infrastructure leave us note for a no-obligation demo at info@microland.com

Welcome to the new network!
Microland SD-WAN solution powered by VMware®
will get you there!

About Microland



Microland's delivery of digital and “Making Digital Happen” allows technology to do more and intrude less. We make it easier for enterprises to adopt nextGen Digital infrastructure.

We enable this using our expertise in Cloud and Data Centers, Networks, Digital Workplace, Cybersecurity and Industrial IoT, ensuring the embrace of brilliance is predictable, reliable, and stable.

Incorporated in 1989 and headquartered in Bengaluru, India, Microland has more than 4,500+ digital specialists across offices and delivery centers in Asia, Australia, Europe, Middle East and North America.

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