



SD-WAN

JUNIPER
NETWORKS

Is Managed SD-WAN Right for You?

What is SD-WAN?

Software-defined wide-area networking (SD-WAN) solutions use software to manage and improve multi-branch networks. SD-WAN solutions allow businesses to replace their expensive WAN connections, creating a better network experience for both users and IT pros.

90%

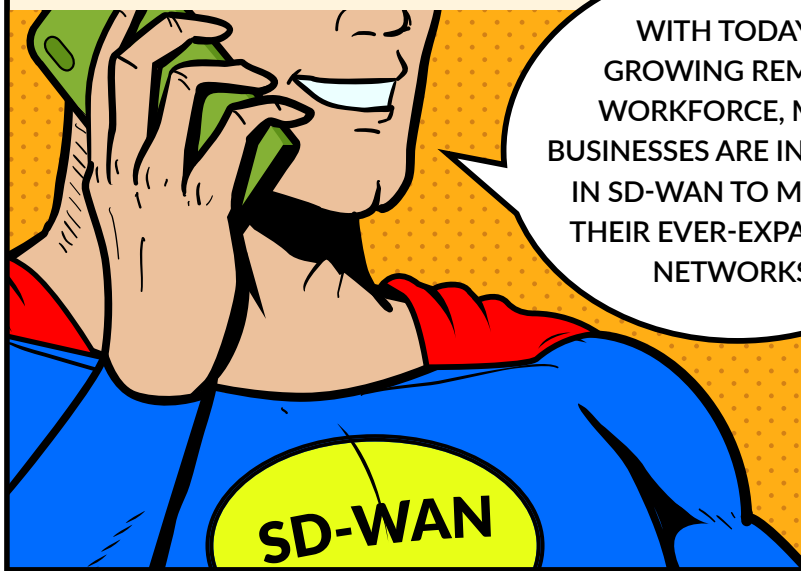
of organizations are either starting or expanding an SD-WAN solution

SOURCE: FUTURIUM

Is now the right time to invest in SD-WAN?

A conventional, complex WAN has unpredictable service quality for multi-cloud, public cloud, and other business-critical applications. That's why demand for the benefits of SD-WAN—including availability, quality, and capacity—continues to rise.

SD-WAN technology has been in place for several years, but the question for many businesses is how to bring it on board.



WITH TODAY'S GROWING REMOTE WORKFORCE, MOST BUSINESSES ARE INVESTING IN SD-WAN TO MANAGE THEIR EVER-EXPANDING NETWORKS.

75%

of organizations believe their IT environment is either more complex or significantly more complex than two years ago

SOURCE: ESG

Managed SD-WAN

VS

DIY

Businesses have three options when it comes to managing an SD-WAN solution:

Manage their SD-WAN
solution themselves

Have it managed by
a service provider

Use a hybrid of the
two approaches

A SURVEY ASKED 120 IT PROFESSIONALS:

If you were to evaluate
SD-WAN technology
(or have adopted it
already), does your
organization have a
preference for building
the SD-WAN or a
managed service?

Managed service
with emphasis on
co-management

65

Building it ourselves
(Do It Yourself)

26

Fully managed
service

22

Don't know

7

SOURCE: 2021 SD-WAN Managed Services Survey, Futurium

0 10 20 30 40 50 60 70 80 90 100

RESPONDENTS

	DIY	FULLY MANAGED SERVICE	CO-MANAGED SD-WAN
Definitions	Customer manages solution from installation to administration.	MSP manages solution and customer is completely hands off.	Solution designed and managed by both the customer and the MSP.
Pros	Customer has autonomy and control over all aspects of the solution, and can build in-house IT skill sets.	Time and cost savings as IT resources are supplied as needed. Greater assurance of necessary knowledge and experience. Integration with other network and cloud services. Ensured stability of the solution.	Potentially provides greater flexibility. Customer may have limited time to deploy or maintain a new WAN, or they may benefit from an accelerated deployment and a co-managed solution. MSP can handle connectivity while customer controls policies.
Cons	Unexpected costs and lack of in-house expertise. Difficulty in cloud integration.	Customer may lose control over aspects of the solution. They may have configuration needs not supported by the MSP.	May incur overhead aligning business and technical goals between customer and MSP.

Managed SD-WAN to The Rescue!



73%

of companies report that SD-WAN is deployed as a managed service in their organization's environment

SOURCE: ESG

Working with an MSP can result in major cost-cutting compared to managing WANs in-house for a user base that demands superior network quality. The overwhelming majority of SD-WAN deployments are now being supported by managed service offerings.

An MSP as a trusted partner makes all the difference for an increasing number of organizations who enjoy the following benefits without using their in-house IT resources:

Single contact point for all issues

Variety of support options up to 24x7

Security as a Service

Automated management

Predictability

Why Juniper's AI-driven SD-WAN?

DELIVERS
BREAKTHROUGH
ECONOMICS

50%

Reduction in
Bandwidth Costs

ENABLES SIMPLER OPERATIONS
AND BETTER VISIBILITY INTO END
USER EXPERIENCES

60%

Reduction
in Latency

75%

Reduction in
Infrastructure Costs

Juniper's AI-driven SD-WAN offers considerable cost savings and enriches user experiences with insight, automation, and action.

AI-DRIVEN SD-WAN PROVIDES

Superior application performance and service quality

Strong security using zero-trust principles

High availability with service guarantees

Fast deployment and easy to scale for quick time to value

Optimized Unified Communications for voice, video, mobility and collaboration

Flexibility to grow as you scale and open new locations

AIOps for user experience insights, anomaly detection, and automated troubleshooting

Visibility, analytics, and tighter control for your WAN

Are There Different Levels of Managed WAN Services?

An MSP can offer three different levels of managed WAN services:

A LAYER 3 NID

Provides WAN connectivity, deep visibility, real-time monitoring, and analytics

A MANAGED ROUTER

Provides high-capacity edge routing with traffic engineering and SLAs

FULL AI-DRIVEN SD-WAN

Forwards traffic based on policies and real-time conditions, automatically selecting the best path for the right application at the right time.



To learn more about Juniper's SD-WAN solution visit

www.juniper.net/us/en/solutions/sd-wan



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