

WAN requirements are changing: grow your revenue streams

Research by Ovum
predicts that Western
European MPLS
revenues will fall

12%
by 2020¹

Ovum research also
states that US
MPLS revenues are
predicted to fall

5%
by 2020¹

IDC predicts SD-WAN
revenues to grow to

\$6BN
by 2020²

[READ JUNIPER'S ROADMAP](#)

Disruptive technologies, such as SD-WAN, will continue to shape the market.

SD-WAN > MPLS

ENTERPRISES WANT



COST SAVINGS



PUBLIC CLOUD BASED SERVICES



BUSINESS AGILITY



AUTOMATION

SD-WAN ON AN OPEN PLATFORM CAN UNLOCK A HOST OF BENEFITS AND REVENUE OPPORTUNITIES:

Efficient policy-based routing across multiple WAN connections

Simplified configuration of WANs and automation of network management

Cross-sell of complementary services like security, wireless LAN and WAN acceleration

By 2020, more than

50%

of WAN edge infrastructure refresh initiatives will be based on SD-WAN versus traditional routers³

Gartner 2016

USE CASES



Support for high bandwidth applications



Simplifying traffic management and backup links



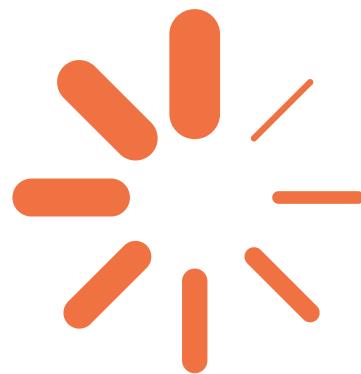
Accelerating branch deployment

ENTERPRISE ADOPTION, ADDITIONAL REQUIREMENTS

Over

65%

of enterprises surveyed for IDC survey in July 2016 planned to migrate to a hybrid SD-WAN



...within the next 18 months⁴

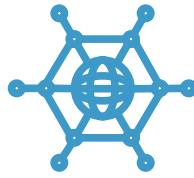
THE DRIVERS



COST
REDUCTION



TECHNOLOGY
INNOVATION



GEOGRAPHICAL
COVERAGE



EASE OF
DEPLOYMENT AND
MANAGEMENT

COST SAVINGS ANTICIPATED

CALCULATING TCO IS DEPENDENT ON SPECIFIC NEEDS
AND REQUIREMENTS OF EACH ENTERPRISE, BUT...

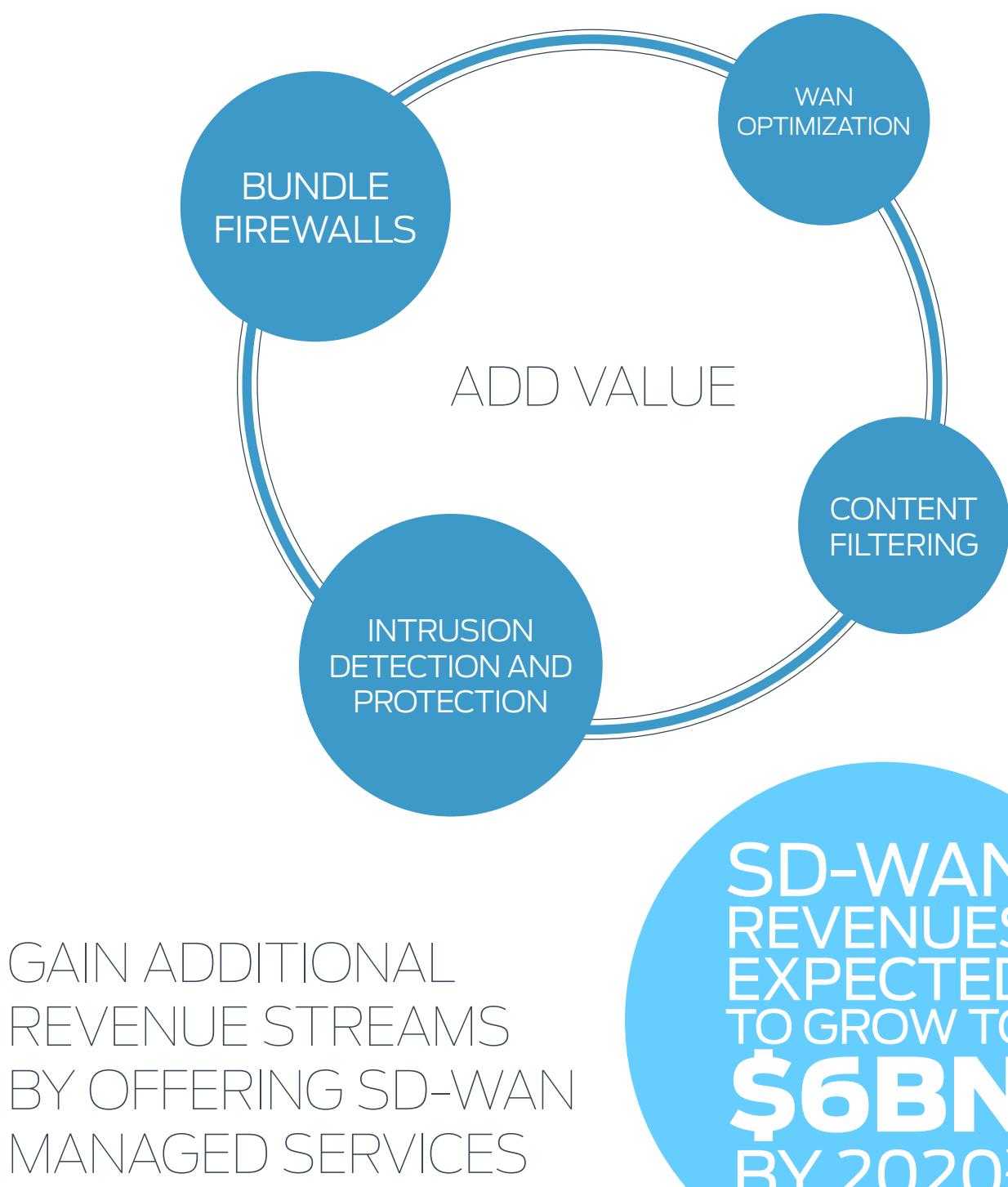
COMPARED TO
TRADITIONAL WANS,
WE ANTICIPATE SD-WANS
CAN SAVE AT LEAST

40%⁵

IDC SUGGESTS MOST
ENTERPRISES SHOULD
ANTICIPATE A COST
SAVING OF AROUND

20%⁴

ENTERPRISES WANT SD-WAN
WITH SECURITY!



SD-WAN REVENUES EXPECTED TO GROW TO
\$6BN BY 2020²

YOUR OPTIONS

01

DO NOTHING: DO NOT ADOPT SD-WAN

02

RE-SELL 3RD PARTY SD-WAN

03

DEPLOY SD-WAN TO ENABLE GROWTH
INTO NEW ENTERPRISE SEGMENTS

04

DEVELOP A HYBRID WAN STRATEGY
(INTEGRATE MPLS IP VPN, BROADBAND
AND LTE)

SD-WAN WILL TRANSFORM EXISTING
WAN BUSINESS MODELS

THE MARKET IS MOVING FAST



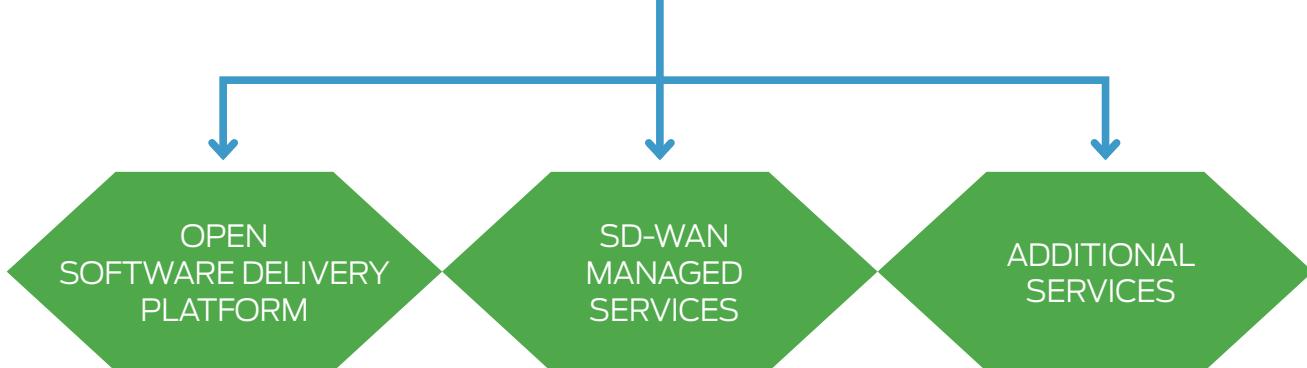
ENTERPRISES WILL ADOPT A
SOLUTION WITHIN 18 MONTHS



SEIZE THE OPPORTUNITY NOW



CLOUD CPE – PLATFORM FOR DELIVERING SD-WAN



SD-WAN: THE CATALYST FOR NEW REVENUE STREAMS

FOR MORE INFORMATION ON THE SD-WAN OPPORTUNITIES FOR SERVICE PROVIDERS

GET YOUR E-GUIDE:
SD-WAN DEPLOYMENT ROADMAP

¹Ovum IP VPN Services Market Forecast 2015 – 2020. ²IDC: “Cloud and Drive for WAN Efficiencies Power Move to SD-WAN,” IDC, March 2016. ³Gartner Webinar, High-Tech Tuesday Webinar: SD-WAN Forecast and Opportunity – How SD-WAN Will Disrupt the Router Market, Joe Skorupa, December 2016. ⁴ IDC Worldwide SD-WAN Survey; Special Report 2016. ⁵Gartner Technology Overview for SD-WAN, Andrew Lerner and Neil Rickard, 21 December 2016.