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: FUTORIUM

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:

1. Manage their SD-WAN solution themselves
2. Have it managed by a service provider
3. 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?

- Fully managed service: 65 respondents
- Co-managed SD-WAN: 26 respondents
- Building it ourselves (Do It Yourself): 22 respondents
- Don't know: 7 respondents

Definitions:
- Managed service with emphasis on co-management
  - MSP manages solution and customer is completely hands off.
  - Solution designed and managed by both the customer and the MSP.
- Building it ourselves (Do It Yourself)
  - Customer manages solution from installation to administration.
- Fully managed service
  - Customer has autonomy and control over all aspects of the solution, and can build in-house IT skill sets.
- Co-managed SD-WAN
  - 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.

Pros:
- DIY: Customer has autonomy and control over all aspects of the solution, and can build in-house IT skill sets.
- FULLY MANAGED SERVICE: 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.
- CO-MANAGED SD-WAN: 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:
- DIY: Unexpected costs and lack of in-house expertise. Difficulty in cloud integration.
- FULLY MANAGED SERVICE: Customer may lose control over aspects of the solution. They may have configuration needs not supported by the MSP.
- CO-MANAGED SD-WAN: May incur overhead aligning business and technical goals between customer and MSP.

SOURCE: 2021 SD-WAN Managed Services Survey, Futuriom
Managed SD-WAN to The Rescue!

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:

**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.

**A MANAGED ROUTER**
- Provides high-capacity edge routing with traffic engineering and SLAs.

**A LAYER 3 NID**
- Provides WAN connectivity, deep visibility, real-time monitoring, and analytics.

To learn more about Juniper’s SD-WAN solution visit www.juniper.net/us/en/solutions/sd-wan