



**Make all the right
moves in your
SD-WAN journey**

Ready?



**vodafone
business**

Executive Summary

Organisations are transforming with digital solutions to achieve agility and resiliency. As economies start to reopen, IT-led transformation initiatives – which include moving IT workloads to the cloud, enabling remote working and leveraging data analytics – become front and center.

Digital transformation gathers pace as businesses re-prioritise ICT needs. Home offices are fast becoming the new branch – highly distributed, more heterogeneous, but often less secure. As businesses embrace collaboration tools with video and move from an 'office-first' to home or hybrid working environments, the need to transform networks is critical.

The network will be key to recovery and must evolve to support these new requirements. A distributed workforce means increasingly distributed data and applications residing in multiple clouds, edge locations and end-user devices. 5G will see further integration of wireless access into the corporate network, delivering new capabilities.

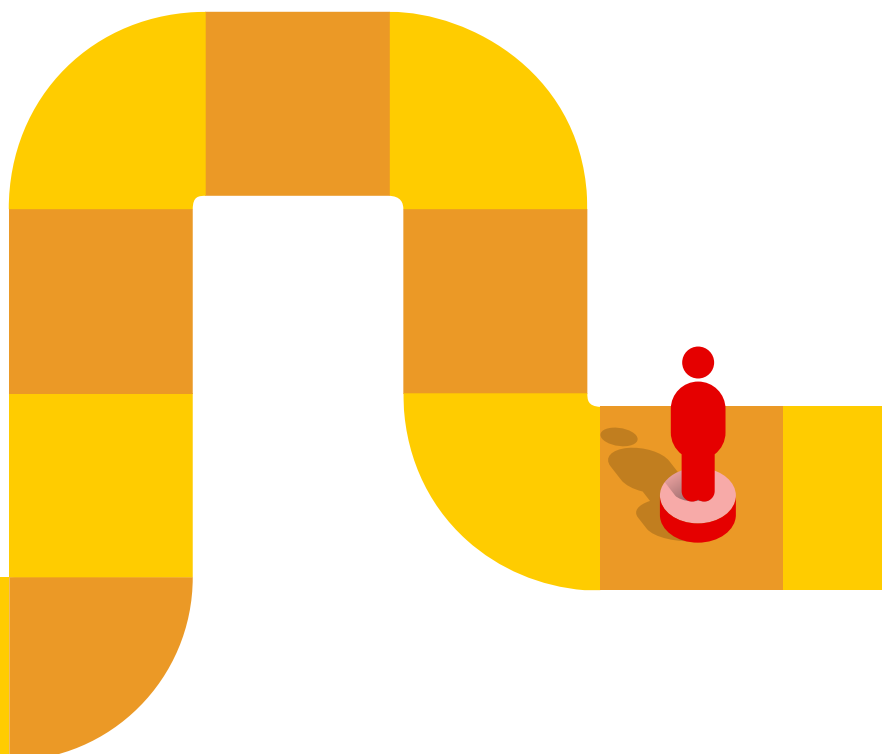
To better understand IT and network drivers and challenges, Vodafone Business commissioned GlobalData to survey decision makers in the region. The survey revealed:

- APAC organisations are looking towards SD-WAN and demonstrate a strong understanding of the future of networks;
- Enterprises may not be aware of the benefits of integrating the SD-WAN software overlay with the physical infrastructure, the network underlay;
- The need for a more intelligent and automated network to better support ongoing business transition towards an AI-driven digital enterprise and resiliency.

Networks should be software-defined to allow agility and designed with the intelligence to provide the right service levels based on user intent. As such, software-defined WAN (SD-WAN) technology is an important step for organisations moving towards a more flexible network.

Vodafone-GlobalData APAC Ready Network survey

In early 2020, GlobalData interviewed over 30 senior level decision makers involved in network and IT planning and strategy for organisations with significant cross-border operations in Asia Pacific region. The cross-industry research set out to discover the drivers and challenges of IT-led transformation. The findings from this research was released in June 2020.



Stay ahead of changing demands with a reliable, flexible network – regardless of situation

We all share a determination to keep workplaces up and running, whatever adversity we face. Everyone wants reliable solutions to challenges.

Priorities can shift from developing and launching new applications, to rolling out digital collaboration initiatives for customers and employees across the year. Regardless, enterprise networks need to respond, provision and manage just as quickly to support changing business requirements.

Yet, most are finding it increasingly complex and expensive.

The survey's key findings are as follows:



Digital transformation

61% say their IT and network strategy is aligned to the company's digital transformation strategy. However, incompatible platforms and applications, and legacy processes are the biggest challenges.



Digital Workplace

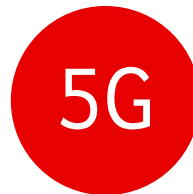
The demand for remote working is accelerating. **1 in 3 (33%)** are preparing for digital transformation with cloud/mobile first strategies and rolling out cloud-native environments.



Business transformation

79% consider technology as a driving force for business transformation. 64% say the key driver for digital transformation is to create new revenue streams.

However, business transformation could be held back by the network, legacy apps and different connectivity solutions.



5G fueling next-gen networks

9 out of 10 (91%) think the adoption of 5G will accelerate the use of next-gen mobile technology for work-related tasks – but these initiatives may fail due to interoperability issues.

Is your network ready to remain a step ahead of ever-changing demands?

- Can your network keep pace with growing cloud and mobility adoption?
- Are you able to consolidate and centrally manage disparate network resources?
- Do you have visibility and control of your network traffic?

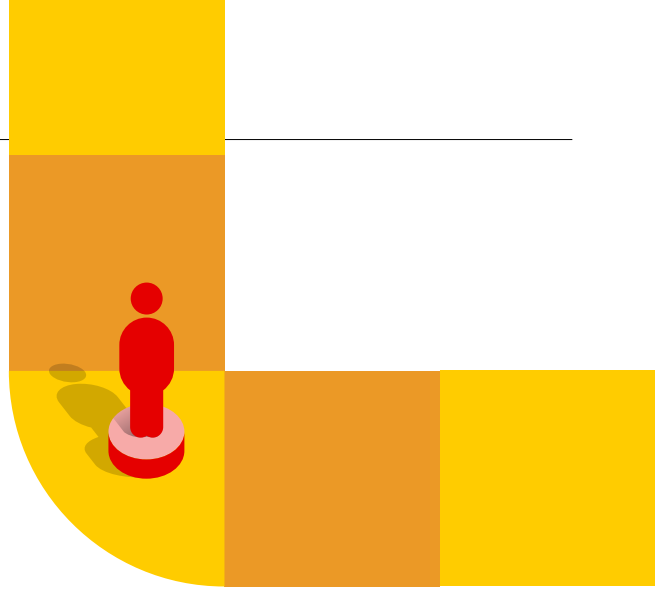
If you have a “no” answer to any of the above, consider adopting SD-WAN to meet evolving demands and gain a competitive edge.

START



Your network should enable your journey

Before making your next move, explore how SD-WAN can help overcome network complexities and improve business operations to drive growth.



Challenges & Pitfalls

Network unable to manage workloads in hybrid, multi-cloud environments

Growing applications stress network bandwidth and performance

Lack of expertise to actively manage network security

Struggle to keep up with increased demands for throughput and latency



How SD-WAN helps

Enhanced network controls help manage workloads either on-premise or in clouds to improve business efficiency

See what's going on across your networks to prioritise resources

Stop worrying about intrusions with built-in encryption and firewalls

Ensure your key applications do not lag



According to the survey, a majority of APAC enterprises (94%) are currently trialing, deploying or considering the deployment of SD-WAN over the next 12 months.

Eyes on the prize: Navigate your own SD-WAN journey

You've started your journey with an eye on the ultimate prize: SD-WAN success. As you progress, bear in mind that each organisation's path will be unique.

Evaluate the impact and benefits you want to achieve as you go through each stage of your SD-WAN journey. Here are several common SD-WAN use cases to consider – and what to look out for as you navigate each task to unlock business benefits.



START



Remote Working

Having a network to support digital workplaces - in office or at homes

GO TO 7

4

61% say network performance and availability are a key measure of ICT effectiveness

7



Empower remote workers and digital workplaces

Remote workers need to be able to work in smarter ways and enjoy the freedom of working from anywhere they like.

Key considerations:

- Network traffic demand and security concerns
- Every user, app, customer and device added creates potential capacity and bandwidth issues

How SD-WAN can help:

- Enable network to handle traffic both in and out of peak hours and periods
- Automate configurations of physical networks
- Deploy new security barriers instantly

Unlock business efficiencies through cloud migration

Different business functions use cloud-based applications for collaborating and increased productivity daily. Can your network handle it?

Key considerations:

- Application interoperability issues and security risks
- Secure connectivity to a growing mix of public and private clouds
- Increased cloud-related bandwidth demands across disparate branch locations
- Achieve visibility and centralised security controls

How SD-WAN can help:

- Mitigate application interoperability issues
- Enable application-based routing to intelligently steer traffic
- Enable direct, seamless and secure connections through cloud providers and endpoints

Cloud Task

Accommodate more apps and workloads across multiple clouds

GO TO 14

11

76% of enterprises will have more than half of business critical apps in the cloud within the next three years

14

NEXT





Branch Task
Connecting branch locations to support business expansion
GO TO 25 **22**

73% of companies will have more than half of enterprise data and application workloads in branch locations
25

! Simplify branch management

A global business needs a proven, highly responsive network to serve customers across multiple locations.

Key considerations:

- Control and manage network technologies used across multiple sites
- Secure connections to all branch, remote offices and temporary sites
- Maintain a uniform user experience for customers and employees in different locations

How SD-WAN can help:

- Self-servicing of network control
- Get visibility into the top/bottom application usage and traffic throughput levels at core or branch
- Provision bandwidth, security patches and new applications quickly across multiple sites

WAN Task
Optimising WAN performance across all IT infrastructure
31

Improve business operations through WAN optimisation

Don't let network and IT infrastructure limit the quality of your apps. SD-WAN provides exceptional control over WAN performance and bandwidth.

Key considerations:

- Improves WAN reliability
- Spikes in requests for dynamic network provisioning and agile services
- Consistent application policy management
- Ensure business efficiency and continuity with optimised path utilisation

How SD-WAN can help:

- Set up a centralised WAN without additional infrastructure investments
- Use software-defined capabilities to prioritise application bandwidth
- Balances traffic across different services requirements, and provides redundancy during outages





Win with a full deck of underlay and overlay capabilities

Stack up the Overlay

Create a software-defined network overlay to shift the burden of network management away from the physical infrastructure to:



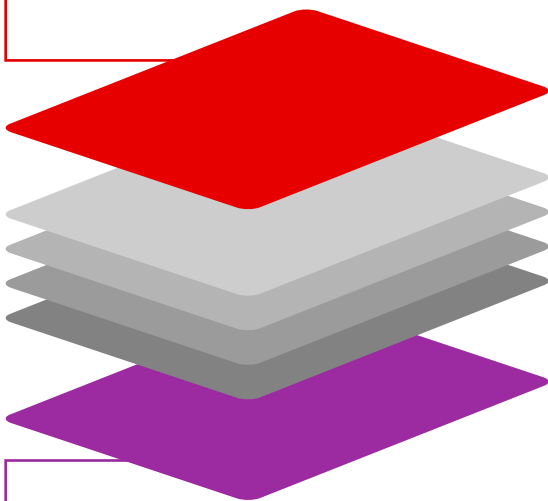
Improve performance of web and SaaS apps



Expand branch applications without compromising security



Automate network configuration and management policies



Master the Underlay

Embed SD-WAN capabilities into the physical underlying network infrastructure to:



Route application traffic and bandwidth efficiently to meet business priorities



Plan, design and automatically implement changes to roll out new services faster



Use the network to dynamically set policies and resources

SD-WAN is more than just a connectivity solution.

It gives you control over applications going through the network, and steer traffic to meet your business priorities. But first, you need to know how to **play your cards right**.

A successful SD-WAN strategy needs to factor in both **overlay** (over-the-top network capabilities) and **underlay** (underlying network infrastructure) considerations based on your use cases, legacy infrastructure and desired business outcomes.

What APAC enterprise decision makers deem as benefits of SD-WAN best achieved with a combination of overlay and underlay:

Add new capacity and redundancy cost effectively

39%

Improve end to end network visibility including own and third-party networks

36%

Improve root cause analysis and lower overall WAN costs

33%

Here's why you should choose a single telecommunications service provider with expertise and experience in both overlay and underlay:



Centralised view and management of policies



Get deep understanding of diverse underlay options across typical regional WANs



Understand impact of local access technologies on end user experiences



A single network service provider allows for intent-based infrastructure focused on outcomes and results

Winning partnership for SD-WAN success

Digitalisation or transformation journeys are complex, but ultimately rewarding. Better yet, you don't have to venture alone. You can team up with a telecommunications provider to have network experts and specialists supporting you at every step.

Our team will:

- 1 Start with an assessment of the current network environment**
- 2 Evaluate network performance and user behaviour to understand future demand**
- 3 Identify the best options for your organisation's SD-WAN ambitions**

SD-WAN will bring out the best in your networks for:



Intelligent use and prioritising of network resources

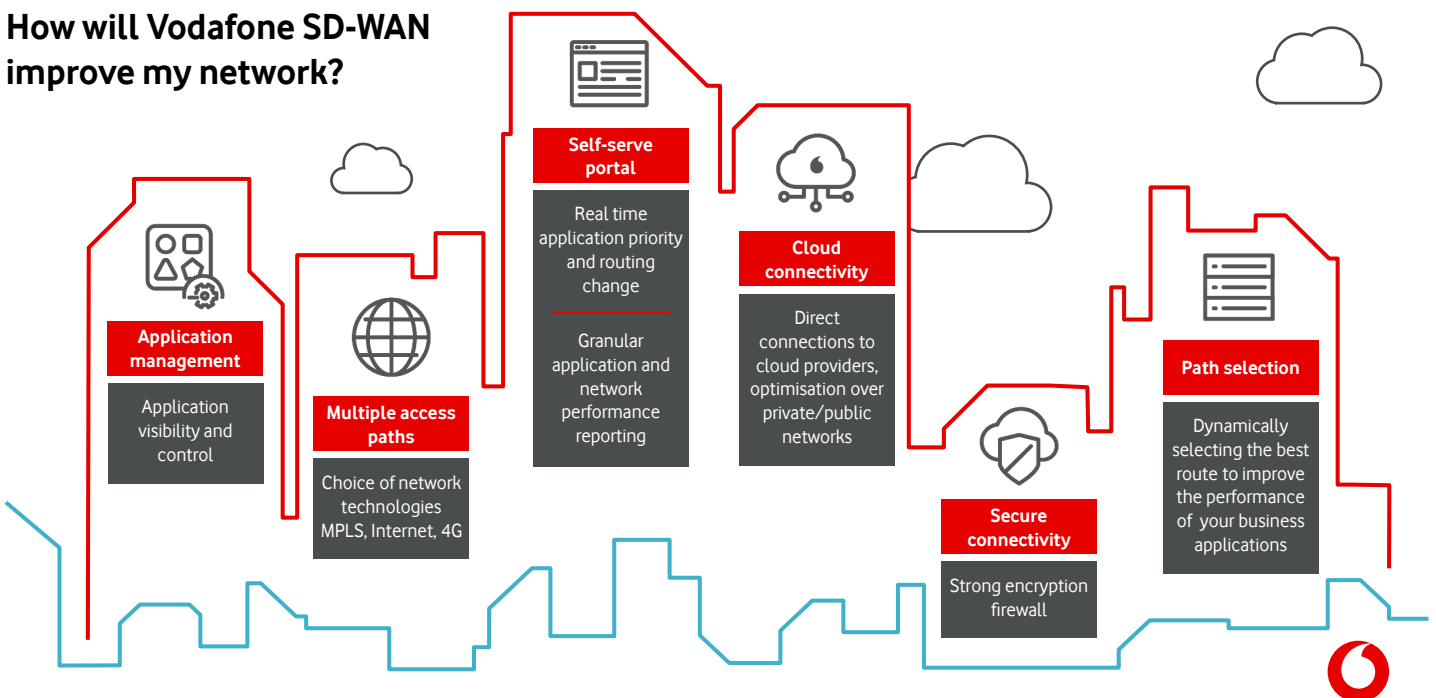


Automated and simple network deployment



Centralised visibility and network management

How will Vodafone SD-WAN improve my network?



Why Vodafone

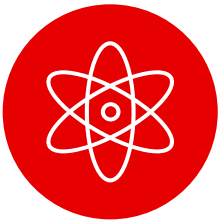
Regardless of where your SD-WAN journey is at – overlay and/or underlay adoption, we are here to help. Focus on business outcomes with Vodafone SD-WAN for high-speed networking and intelligent connectivity. Talk to Vodafone Business today to find out more.



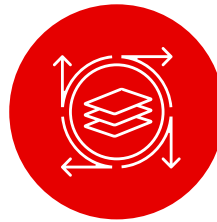
Global network across 182 countries and 1M kilometres of fibre assets for private and/or internet access around the world.



Customer account management approach that focuses on understanding needs with consistent service agreement and delivery across the globe.



4G/5G access to SD-WAN delivering true network separation for resilience.



Expertise and experience in integrating overlay and underlay networks across various use cases.



Managed, co-managed or DIY, we provide flexible service through our consulting, professional services or bandwidth-on-demand options.

Find out more

For more information about Vodafone's SD-WAN capabilities, visit: <https://www.vodafone.com/business/solutions/fixed-connectivity/ready-network/sd-wan>



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