

## SOLUTION OVERVIEW

# Protect business applications processes with Application Aware SD-WAN

## Application Aware SD-WAN ecosystem

- Selected by worldwide enterprises across all industry sectors
- One of the largest customer bases in the industry (over 220,000 managed sites)
- Positioned as a Visionary in Gartner's Magic Quadrant for WAN Optimization for the 6<sup>th</sup> consecutive year
- Deployed by leading CSPs (BT, OBS, AT&T, EarthLink, Vodafone, KDDI, KPN, Swisscom, Telecom Italia, Telefónica, Easynet) as part of their application-aware network and application performance guarantee solutions

**76%**

of our enterprise customers have Hybrid WAN projects ongoing, *InfoVista's User Conference (2016)*

**60%**

of enterprises have performance issues on SaaS applications that aren't accelerated, *Ipanema's User Conference: Survey – 2015 Trends*

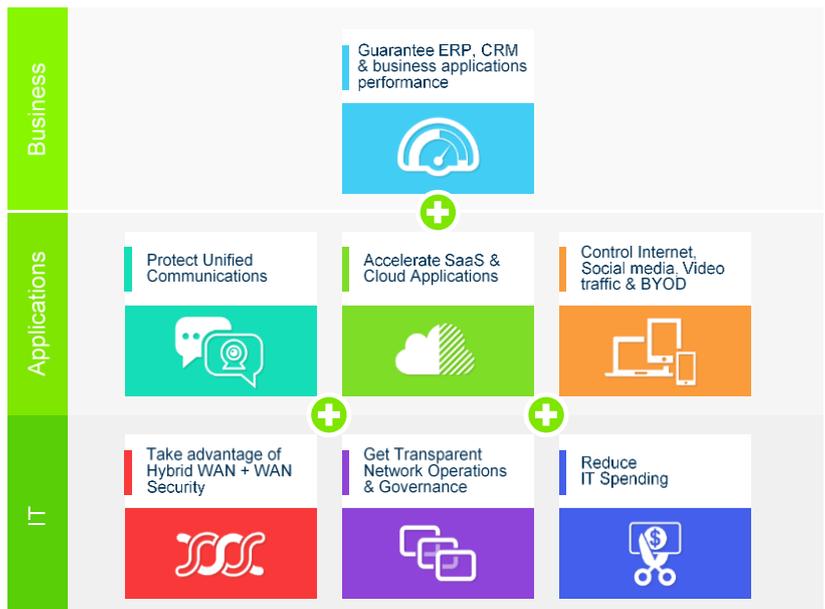
## Business efficiency relies on application and network performance

Businesses are constantly battling to become more efficient and increase output while minimizing costs. It's a ruthless arena, and CIOs are consistently looking toward IT as a key enabler, and especially to solutions that will give them an edge.

IT solutions and innovations are embedded into day-to-day business functions. Desktop virtualization, SaaS applications, Bring Your Own Device (BYOD), social media and unified communications are just a few examples of IT functions that companies rely upon on an everyday basis. All of these applications or services are very often offered to delocalized branches via private or public WANs, so it's the WAN that bears the brunt of the strain.

## The real challenge of the CIO is to guarantee the performance of business applications

The CIO needs to guarantee the performance and success of the entire application portfolio of the organization. After all, who wants to ensure recreational Internet quality if the cost is a shaky SAP experience? A CIO shouldn't have to make this choice. ERP, unified communications, cloud applications, virtual desktops, social media, video, database transfers, mobility and BYOD are all critical applications that contribute to business efficiency.



# 55%

of large enterprises will have hybrid cloud deployments by end of 2017, *BT*

# 30%

of WAN bandwidth is growing per year, driven by video, cloud, real-time collaboration applications and the growth of the digital enterprise, *Gartner (The WAN Is the New LAN, 2014)*

*"Thanks to InfoVista, our network is totally aligned with our business requirements. With the flexible application-based managed service delivered by e-Qual, we can guarantee the performance of our business critical applications, including our ERP and MS Lync, anytime, anywhere while reducing our IT costs".*

**Philippe Faure,**  
Chief Information Officer,  
Gemalto

*"With 15,000 users on Skype for Business and Wi-Fi accessible to all of our customers, we couldn't take the risk to not deliver an optimum Quality of Experience. We also needed to make sure our critical applications, such as bank transactions and VoIP, would not be impacted."*

**Bart Adriaensen**  
Head of Telecom and UC<sup>2</sup>  
eWorkplace, KBC Group

*"With InfoVista's Ipanema solution we're now able to ensure key application performance – our expectations in terms of how innovation is transferred over the network have been fulfilled, generating a positive image of the IT Systems Department as a partner and innovator to the Business."*

**Luc Parent,**  
SEB Group,  
NetCenter Manager

With the InfoVista's solution, you can guarantee the performance of each business application at any time, align the WAN performance with your enterprise's business goals and achieve many of your key objectives, including:

#### **Business efficiency**

- Guarantee business application performance to every user, everywhere and anytime
- Maximize end-user satisfaction and quality of experience
- Implement governance for applications and networks

#### **IT efficiency**

- Deliver IT transformations on time and on budget
- Enable clear, measurable and accountable network operations

#### **Cost savings**

- Protect application investments
- Avoid bandwidth upgrades

### **Application Aware SD-WAN: the only solution that integrates all the features to guarantee application performance**

Application Aware SD-WAN self-learning and self-optimizing system guarantees the best application performance by tightly integrating all solution features, including:

- Application Visibility
- Application Control
- WAN Optimization
- Dynamic WAN Selection
- WAN Security
- Network Rightsizing

**For only \$3/employee/month, you save \$30/employee/month on network and IT operations and protect \$300/employee/month of business application investment\***

*\*Application Aware SD-WAN typical ROI across all industries*

By guaranteeing application performance with InfoVista, you:

- **Guarantee business applications in every circumstance**, maximizing user productivity and customer satisfaction;
- **Decrease the number of calls to the service desk**, by automatically removing most application performance brownouts before users feel the pain;
- **Secure the deployment of new applications** and increase their adoption rate without deploying complex and costly additional resources;
- **Provide IT operation teams** with precise information about application traffic and performance, turning them from techno-centric stakeholders to business-centric contributors;
- **Reduce bandwidth requirements by 2 to 3**, delaying the need for bandwidth upgrades by up to 3 years without impacting the end-user quality of experience;
- **Simplify hybrid WAN deployments**, by leveraging secure direct-Internet and browsing without additional security devices, thus reducing the cost per Mbps by a factor of 2 to 4.