

Nominee: Silver Peak

Nomination title: Unity EdgeConnect

The Silver Peak SD-WAN solution portfolio is disrupting the networking industry. Launched in 2015, Unity EdgeConnect has helped customers to create secure, automated, virtual network overlays designed to run applications and data over a mix of public broadband, private MPLS and other types of broadband connectivity. With EdgeConnect, geographically distributed enterprises can accelerate business applications, improve employee productivity and support business growth initiatives, while realising dramatic cost savings.

The WAN has always been about connecting users to applications and moving data more effectively over long distances. While those requirements still exist today, the wide adoption of virtualisation and cloud-based applications can introduce performance bottlenecks and impair user productivity when connecting to data centre and cloud applications from branch office locations over traditional WAN architectures. While the economics of broadband is attractive, adoption is often held back due to performance and security concerns. Cost pressures are exacerbated by underutilised resources that have not been optimised or aligned with business requirements and it takes too long to implement changes, stifling business agility. The resulting frustration has led to the creation of new software-defined WAN technologies.

Silver Peak Unity EdgeConnect

Delivered in both virtual and physical appliances, Unity EdgeConnect is specifically designed to address these challenges and provide the most complete WAN solution in the industry. EdgeConnect simply and intelligently pools multiple sources of connectivity into high-performance virtual WANs to deliver an unmatched user experience edge to edge. This enables enterprises to augment or replace MPLS networks with secure broadband internet connectivity at their own pace. Unlike legacy networking vendors with WAN offerings consisting of multiple components that are complex to deploy and manage, or early-stage start-ups with point products that only address basic connectivity challenges, EdgeConnect delivers a level of broadband QoS that increases the reliability and security customers expect from a private line.

Key features include:

- **Broadband QoS –** With path conditioning, Dynamic Path Control (DPC), tunnel bonding and inbound/outbound rate limiting, EdgeConnect improves performance and overcomes the

adverse effects of dropped or out-of-order data packets. Broadband QoS provides private-line-like performance over the public internet

- **DPC – Real-time traffic steering over any broadband/MPLS link based on company-defined business intent policies. With outages or brownouts, DPC automatically switches-over to a secondary connection in less than a second, eliminating the risk of disruption**
- **Zero-touch provisioning – EdgeConnect can be deployed at a branch office in seconds, automatically connecting them to the data centre, other branches, or in cloud IaaS like Amazon, Microsoft Azure and VMware’s vCloud Air**
- **WAN security – Data is secured edge-to-edge via 256-bit AES encrypted tunnels. Unauthorised outside traffic isn’t allowed. EdgeConnect can be directly connected to the internet, WAN hardening secures branch offices without the appliance sprawl and the increased operating costs associated with deploying and managing dedicated firewalls. Traffic is also segmented by application further reducing security risks**
- **Cloud intelligence – Real-time updates on the best performing path to reach hundreds of SaaS applications, ensuring users connect to those applications in the fastest, most intelligent way available**

With EdgeConnect, enterprises can add the industry’s only optional WAN Optimization performance pack, Unity Boost. It can be used when specific applications require higher performance. Customers can subscribe to Boost and deploy application acceleration technology on an application basis as needed rather than on a site basis. EdgeConnect also provides customers with unprecedented levels of visibility and control into both data centre and cloud applications, and the ability to centrally assign business intent policies to secure and control all WAN traffic.

With the SD-WAN market gaining rapid traction worldwide and IDC research predicting that it will grow to become a £6 billion industry by 2020, Silver Peak has already helped hundreds of customers in a short timeframe embrace SD-WAN technology alongside its thousands of existing customers. Silver Peak has proven to be at the forefront of the industry and is helping customers to begin the journey towards a ‘thin branch,’ where there is a reduced need for multiple devices. Whether they are looking to augment or fully replace their MPLS network with secure internet connectivity, Silver Peak is helping companies to dramatically reduce the complexity of the WAN, while improving performance. In addition, partners such as Exclusive Networks, Proact, Response Data Communications and Transact, are also looking to leverage the new Silver Peak Unity EdgeConnect solution to meet their customers’ requirements for moving to a broadband WAN.

Ongoing support

Silver Peak provides 24/7/365 global support and logistics for its products, as well as offers training to educate IT professionals on Silver Peak technology and the key fundamentals of SD-WAN. The company offers technical certifications at ‘professional’ and ‘expert’ level, and instructor-led training courses to help individuals obtain them. All of the training classes are free of charge and most courses are offered as self-paced online courses. Instructor-led courses are generally offered on a monthly basis and can be attended in person or remotely.

Silver Peak Unity EdgeConnect WAN solutions have proven to be a breakthrough in helping enterprises across the globe to dramatically reduce the rigidity and complexity of their network with a SD-WAN.

By leveraging the internet and delivering solutions that enable customers the most economical source of connectivity available, businesses are benefitting from a fast and automated set-up, and given the ability to make the internet perform like a private network.

Why nominee should win

- **Performance:** Deliver predictable application performance and QoS across the WAN
- **Visibility:** See, control and segment all applications and data running across the WAN
- **Security:** Secure and segment WAN traffic and applications with encrypted virtual overlays across the WAN & Cloud
- **Extensibility:** Ability to service chain and route services across the WAN
- **Cost Savings:** The flexibility to leverage any combination broadband connectivity types, while lowering costs by up to 90%