

# Journey into the world of SD-WAN without the capital outlay or risk

If you're keen to reap the benefits of SD-WAN but worried about the risks of implementing it, we can help. Our DyNS Explorer Lab is a physical SD-WAN hardware platform, securely embedded into our network. It provides a safe, agile platform to demonstrate the value of SD-WAN and help accelerate your digital transformation.

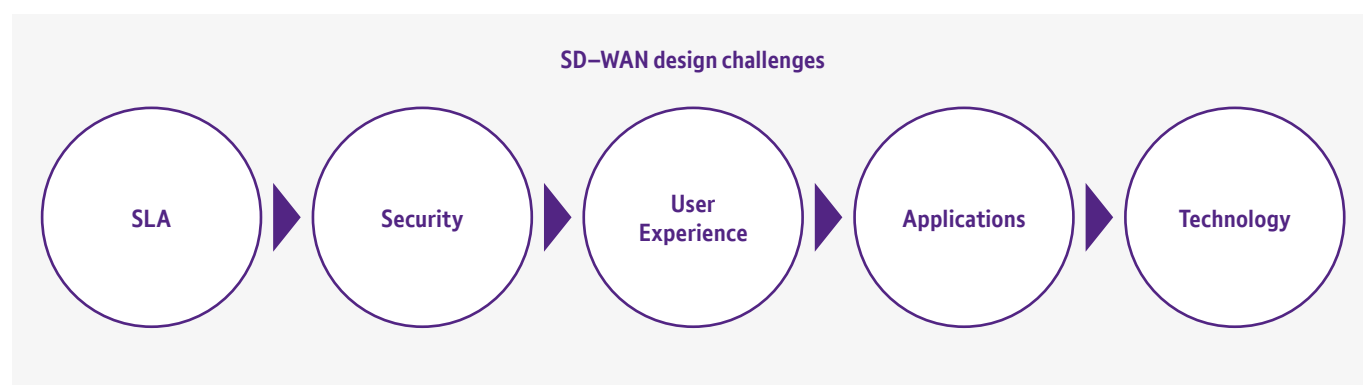
SD-WAN has changed the landscape for digital enterprises. More than ever, your employees need cloud applications and dynamic networks which scale to meet changing needs. As more collaborative and immersive applications become mainstream, the pressure grows on your bandwidth. You need to identify and prioritise critical and key applications which will drive your business. You also need to solve the connectivity experience by using a range of internet, mobile and MPLS links with intelligent path selection. You'll additionally want the ability to make changes centrally and see the network analytics from a single source.

## What's hype and what's real?

The market for SD-WAN has exploded recently, with around 80-90 vendors all claiming they can deliver the agility you need. So where can you turn and who can you trust? We've seen vendors get into financial difficulties and close, we've seen certain technology vendors buy others, we've seen technology dead-ends and we've certainly seen the promise of SD-WAN fail to materialise following deployments.

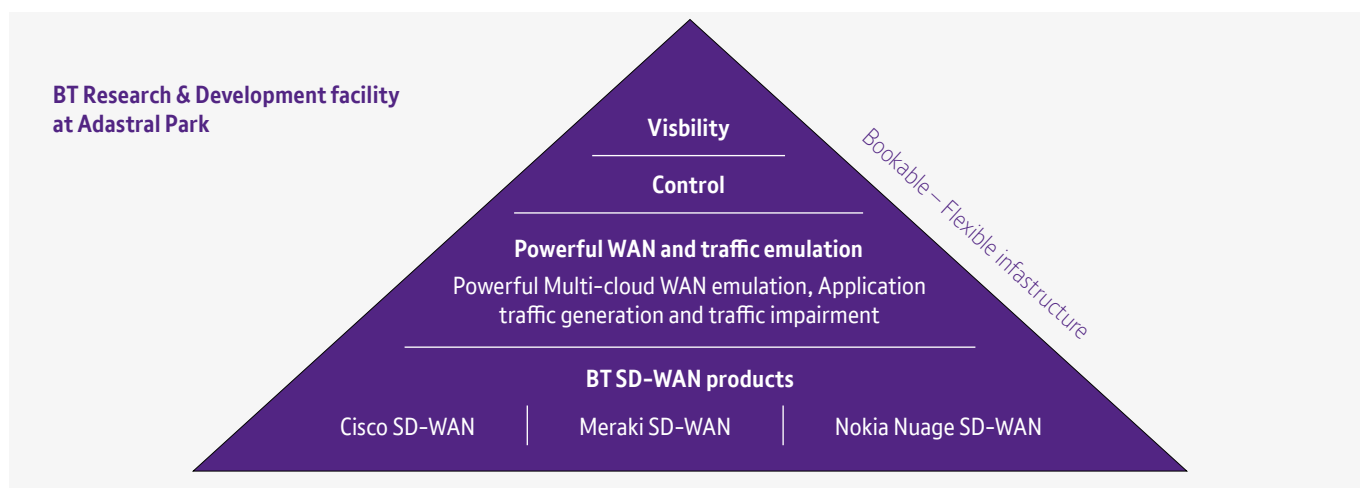
At BT, we've invested heavily to validate a range of SD-WAN technologies so that we can help you distinguish between fact and fiction. We'll align the objectives of your business with the technology that best delivers. We'll provide a managed and serviced environment so you can sit back and let this technology improve efficiency and your bottom line. To do this, we need your time to evaluate your objectives before we even start talking about technology or proposing devices.

We'll use our consultative process to evaluate your current environment and your needs around cloud, connectivity, applications and security and we'll mix in some customer and user strategic thinking. Once we have a handle on your goals we can use our ready-made SD-WAN and network emulator to generate application traffic and mock up your network – this will give you insight into how SD-WAN could transform your customer and user experience.



## Explore the benefits of more control and greater visibility

We've seen high demand for this. It's agile and delivers powerful insight across a range of technology platforms like Meraki, Cisco SD-WAN and Nokia Nuage so you'll need to book your space.



With DyNS Explorer Lab we'll tailor the experience to your needs and, by using the output from our earlier phases, carry out meaningful tests which will help you prove the value of SD-WAN to your organisation. Whether that is testing resilience, simulating applications into the cloud for a remote branch office or performance of priority applications under bandwidth pressure, we'll work with you and

provide full documented evidence of the testing we conducted to help you to interpret these back to your stakeholders.

You'll also get a first-hand view of advanced analytics from your chosen SD-WAN technology. Like giving the network manager a chance to see the day-to-day reporting and analytics available.

### Explorer and Explorer+ scenarios

#### Explorer delivers:

- pre-modelled tests and simulations
- pick and mix catalogue to show response scenarios for SD-WAN
- agile process to show behavior mapping for applications
- demonstration of the analytics and portals.

DyNS Explorer Lab will give options around pre-modelled testing functions which could immediately provide answers to how your customer response changes when you segment traffic or what effect it will have on users if you put your traffic over the internet.

Or we can use our bespoke Explorer+ facility to show specific tests for you. We expect our Explorer+ process to take between 2-4 weeks and we'll need some of your time to identify your own and others' objectives for the new technology.

You can take the initial Explorer option and move to an Explorer+ option if you are unsure, we want to give you assurance that SD-WAN will offer quantified benefits that save you money and help you to operate and compete. If you subsequently want to move to a pilot phase then we would be happy to talk and support further.

#### Explorer+ delivers:

- full consultative process to model needs and scenarios
- unique demonstrations and tests to show behaviors
- longer process for set-up and emulation of your network environment
- detailed completion reports to underpin your value of SD-WAN.

Our process is engineered with dedicated and skilled staff who will navigate you through the journey and base it on the outcomes you want to see. Our professional team of experts will be on hand to book the platform, load the required traffic to emulate the network and give guidance and knowledge around the output. The team have been involved in setting up the products for other BT customers so they know this stuff inside-out.

Are you ready for the transformational power of SD-WAN? **Call your BT account manager and ask for DYNS Explorer Lab**

Offices worldwide.

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Issued: July 2019

