



SD-WAN transformation

A critical part of digital change

SD-WAN is a critical technology in supporting the ambition of digital transformation but also the rapid move to the digital workplace and enabling remote workforces.

3%

of organisations have no plans to implement SD-WAN.

92%

said that increasing network bandwidth demands was an important or essential driver for implementing SD-WAN within their organisation.

95%

said that digital transformation was an important or essential driver for implementing SD-WAN within their organisation.

The **top three technical implementation challenges** when adopting SD-WAN are the lack of:



- hardware compatibility
- SDN understanding
- SDN support.

The **top three non-technical implementation challenges** when adopting SD-WAN are the lack of:



- budget
- training and support
- business leaders' technology awareness.

The importance of partner support

Organisations know they will need partners for SD-WAN to piece together the technology and provide relevant skills and identify use cases.

The **top three attributes when working with a partner are:**



network performance



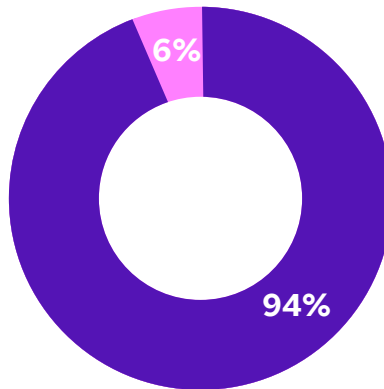
trusted relationship



network reach

94% of people surveyed

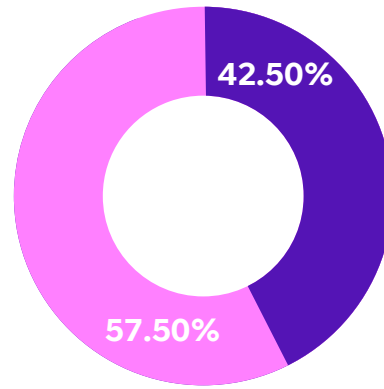
outsource or co-manage their IT network infrastructures to a partner organisation:



- we will do it ourselves
- outsource or co-managed

The average split

between internet and MPLS in an organisation:



- Internet
- MPLS

BT came top of the IT network providers



that organisations would consider partnering with in the future, ahead of Verizon, Accenture, T-Mobile, and NTT.

62% of organisations surveyed said



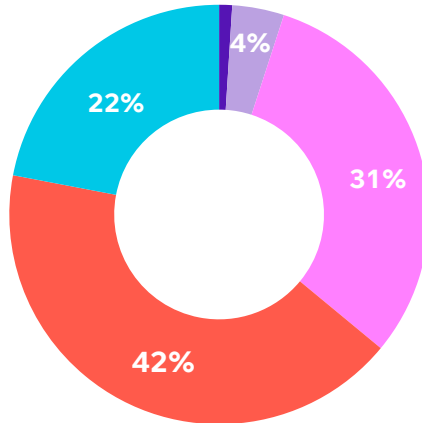
that there would be an increase in budget spend on internet connectivity over the next 12 months.

Security is crucial to SD-WAN

The clearest message throughout the study was the importance of security and enterprises are keen for help in this area from partners.

The results when asked, how important it is for security to be built into an SD-WAN solution as opposed to an add-on:

- not important at all
- not important
- important
- very important
- essential



96%

said security was an important or essential aspect to their decision making when choosing their SD-WAN solution.

In relation to IT network security, the **top three potential risks of moving to SD-WAN are:**



a much wider attack surface to manage and protect



the use of public internet



the concern about lack of skills to correctly apply security

Put your network transformation in safe hands. Contact your [BT specialist here](#)

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