

# SD-WAN WORKSHOP

**Our SD-WAN Workshop provides you with a well-structured approach to building your SD-WAN business case and gives you access to our SD-WAN lab environment.**

The workshop is a consultancy engagement designed around our proven CAPS Methodology to make the topic of SD-WAN enlightening, interactive and relevant.

Access to multiple SD-WAN solutions and complementary technologies in our lab environment allows you to test solution behaviour from a single location, accompanied by a Teneo engineer.

The final deliverable is a Teneo recommendation document that acts as a solid foundation to your business case, helps you predict ROI, and helps you decide which combination of SD-WAN technology and delivery model is right for your organisation.

Our SD-WAN Workshops typically include collaborative representatives from Network, Applications, Infrastructure, VoIP/Telecoms, Cloud and Security teams. Group sizes range from 5-15 people.

Leveraging our years of technical SD-WAN knowledge, practical, real-life SD-WAN experience and established SD-WAN lab, we'll help you realise the advantages of SD-WAN across a broad IT environment in the fastest and most agile way possible.

## PRE-WORK

To get the most out of our SD-WAN Workshop, it's highly recommended that you research certain topics in advance. We'll help you decide what those topics should be. Examples include:

- Goals for your SD-WAN project
- Current WAN costs
- LAN to WAN routing protocol requirements
- Desire to move to direct-to-Internet and leverage direct-to-SaaS tunneling
- Desire to move to public cloud and "cloud first architecture"
- Current 'legacy' WAN issues and service limitations you'd like to resolve
- Current 'legacy' WAN security issues you'd like to resolve

## SAMPLE AGENDA

A sample SD-WAN Workshop agenda can be found below. Part 1 of our SD-WAN Workshop can be delivered separately but is most often combined with Parts 2 and 3.

### PART 1

- What does SD-WAN mean to you?
- SD-WAN overview including technology plus-points, Teneo's predictions and the real advantages compared to 'legacy' WAN technology
- Common business drivers to move to SD-WAN
- What does SD-WAN need to deliver to your business?
- SD-WAN GUI examples
- Introduction to the Teneo CAPS Methodology
- Capabilities to look for in an SD-WAN services partner
- SD-WAN migration pitfalls to avoid
- Teneo customer deployment examples

## BENEFITS OF OUR SD-WAN WORKSHOP

- Make SD-WAN relevant to your organisation.
- Save research time by learning directly from Teneo's experience.
- Drive collaboration across the areas of your IT team that SD-WAN touches upon.
- Access multiple SD-WAN solutions and complementary technologies in Teneo's SD-WAN lab environment.
- Receive a recommendation document that forms part of your SD-WAN business case and helps predict ROI.
- De-risk your SD-WAN project by choosing the right technology and delivery model based on SD-WAN Workshop outcomes.
- Accelerate SD-WAN deployment and competitive advantage for your organisation.

# SAMPLE AGENDA CONTINUED

## PART 2

As an introduction to Part 2 of our SD-WAN Workshop, we'll recap on the following:

- What Does SD-WAN Mean to you?
- What are the common business drivers to move to SD-WAN?
- What does SD-WAN need to deliver to your business?

For the main part of this section, we'll follow the Teneo CAPS Methodology, which focuses on Cost, Agility, Performance and Security to derive the core detail behind your SD-WAN requirements.

## COST

- Where do you need to make savings?
- Current WAN costs for carriers, management, contract management, etc.
- Current carrier providers, their SLAs and what SLAs you need
- Your current faults/tickets rate per day/week/month
- What bandwidth priorities do you have for critical vs non-critical apps?
  - Bandwidth you're paying for that's not being used
  - How Internet cost varies across your locations
  - Cost of your existing WAN Optimisation infrastructure
- Skilled staffing costs
- Router technology, refresh cycles and assessment of SD-WAN as a router replacement
- Managed/as a Service considerations

## AGILITY

- Overview of your locations & time zones
- Structure & responsibilities of internal network team
- How much do you want to control vs how easy are things to manage?
  - Delivery, deployment, monitoring, support
- How dynamic is your business regarding M&A, site turn-up/tear down?
  - Using SD-WAN for network segmentation; access to the cloud & zero-touch provisioning
  - Management of WAN & LAN from a single point
- Current and future use of the Cloud: IaaS (AWS/Azure) and SaaS
- Current vs desired failover times
- Current HA implementation vs. E2E Active/Active HA architecture
- Micro-services architecture goals
- Real-time change and incident response requirements
- Analytics

## PERFORMANCE

- Critical apps & power users
- IaaS & SaaS Performance
- WAN optimisation requirements incl. Cloud & Mobile
- Wi-Fi access
- QoS policy & performance SLAs
- VoIP quality
- Visibility of link quality as well as traffic flow reporting
- Managing user experience based on Loss, Latency and Jitter
- Performance infrastructure management
- Application Aware Routing as well as DPI capabilities

## SECURITY

- Compliance requirements
- Encryption level requirements
- Direct Internet access/local breakout
- Role-based access requirements
- Network function virtualisation (NFV) firewall, Zscaler / Palo Alto Networks GlobalProtectaaS integration and service chaining
- Traffic policy management
- Network segmentation and virtual routing and forwarding (VRF, and VRF-lite type) capabilities

## PART 3

For Part 3 of our workshop, we'll introduce you to Teneo's SD-WAN lab environment, where we run multiple SD-WAN solutions alongside complementary technologies.

A Teneo engineer will accompany you to show you the solutions most relevant to you based on our findings from Parts 1 and 2 of the SD-WAN Workshop.

You're welcome to join us at a Teneo office for this experience. Alternatively, we'll bring our virtual lab to your office.

## ACTION POINTS & NEXT STEPS

At the conclusion of our SD-WAN Workshop, we'll have clear actions and next steps defined complete with who's doing what and when. This will include delivery of our SD-WAN recommendation document. We may also provide advice for Teneo to further assist with:

- A Network Transformation Assessment
- Moving to POC, leveraging Teneo's deep SD-WAN knowledge and experience

You can contact us about scheduling an SD-WAN Workshop today at [info@teneo.net](mailto:info@teneo.net).

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