

SOLUTION OVERVIEW

SD-WAN Deployment Options

Silver Peak was acquired by Aruba, a Hewlett Packard Enterprise company, in 2020. You may see references to Silver Peak in this document.

Enterprises implementing an SD-WAN solution have a range of options for designing, procuring, deploying and managing ongoing operations.

They can choose:

- A “do it yourself” (DIY) approach
- DIY with a third-party integrator to assist with the initial configuration and deployment
- Select a co-managed SD-WAN service from an MSP that enables some ongoing management functions to be performed by the enterprise
- Select a fully managed service from a managed service provider (MSP) that also provides network connectivity

The DIY approach is appealing to enterprises that have in-house expertise in managing their WAN environment and

have invested the time to evaluate and select an SD-WAN solution that addresses their connectivity requirements. In this model, enterprises procure, own, deploy and manage the SD-WAN equipment, software and network connectivity. Third-party integrators can assist enterprise IT organizations with deployment, installation and initial configuration. However, ongoing management, administration and problem resolution will be the responsibility of the enterprise.

A co-managed SD-WAN service provides enterprises with the flexibility to view or self-manage their application and security policies, while enabling the MSP to manage the overall connectivity, customer experience and network SLAs by paying a monthly service bill.

A fully managed SD-WAN service provides enterprise IT organizations with a turnkey solution to manage global hybrid network connectivity and also provide visibility into application performance across the organization’s networks.



Do IT YOURSELF

Procure SD-WAN hardware (and software) directly from an enterprise channel partner and have the internal network/IT team deploy and manage operations



INTEGRATION SERVICES

Procure SD-WAN hardware (and software) directly from an enterprise channel partner and have a deployment service partner stage and deploy network rollout



CO-MANAGED

Procure SD-WAN service and bandwidth from a service provider that deploys the SD-WAN solution and related network services, and co-manages the solution along with your internal IT team



FULLY MANAGED

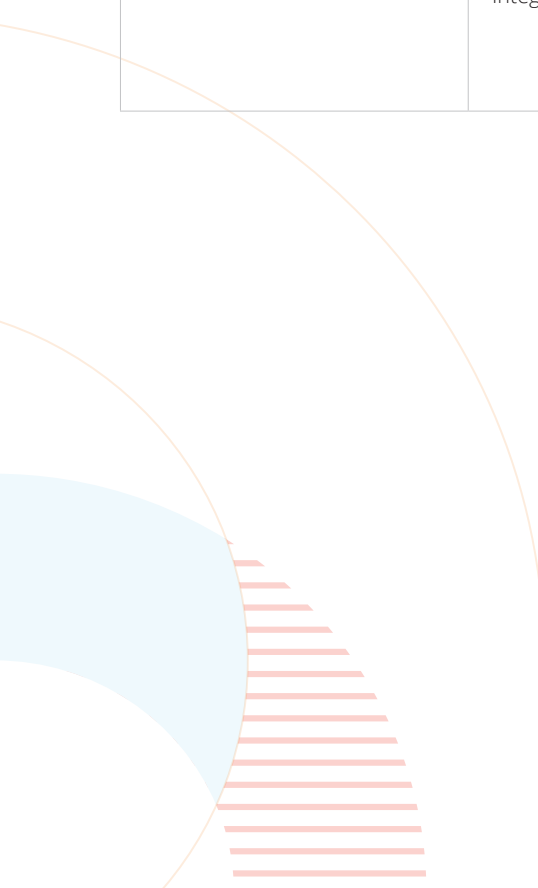
Procure SD-WAN service and bandwidth from a service provider that deploys and manages the SD-WAN solution and related network services, end-to-end with an SLA



SD-WAN IMPLEMENTATION GUIDELINE

The following table is a reference for enterprises to evaluate the implementation model that best suits their requirements. This table identifies responsibilities, benefits and dependencies associated with each of the implementation choices.

IMPLEMENTATION OPTIONS	WHO DEPLOYS AND MANAGES THE SD-WAN?	BENEFITS FOR ENTERPRISES	DEPENDENCIES FOR THE ENTERPRISE
DIY	Enterprise IT staff	<ul style="list-style-type: none"> Retain full control of lifecycle of SD-WAN Eliminate MSP cost and dependence on MPLS service 	<ul style="list-style-type: none"> Staff knowledge Staff time availability Procure WAN circuits Responsible for opening trouble tickets and managing resolution of WAN circuit failures
3 rd Party Integrators	Integration/Professional Services	<ul style="list-style-type: none"> Retain control of procurement and design Experts in network/IT rollouts, faster deployment than DIY 	<ul style="list-style-type: none"> SD-WAN Competence Level of product certification Procure WAN circuits
Co-managed	Service Provider/System Integrators deploy and manage lifecycle Enterprises partially configure and change a defined set of service parameters within an SLA	<ul style="list-style-type: none"> IT retain control of specific SD-WAN service & bandwidth parameters Deployment, maintenance and SLA support from MSP 	<ul style="list-style-type: none"> Lose a level of control and management Grey areas of responsibility Choose a MSP
Fully Managed	Service Provider/System Integrator	<ul style="list-style-type: none"> Single throat to choke for install, deployment, post-install & SLA Shift IT resources to strategic projects 	<ul style="list-style-type: none"> All eggs in one basket Difficult to change MSP vendor Choose a MSP





SD-WAN IMPLEMENTATION CHECKLIST

There are a number of SD-WAN implementation tasks that enterprise IT organizations must consider for any SD-WAN deployment. For the following checklist, the DIY column is labeled in gold where enterprise IT responsible for all of the listed tasks. For the other deployment options, the green indicates that the partner is responsible as the primary owner of the task deliverable. The plum and aqua indicate that the 3rd party integrator and service provider, respectively is responsible for those task deliverables.

	IT Staff	Integrator	IT Staff or Provider	Provider	DIY	3 rd Party Integrator & Network Vendor	Co-managed	Managed
WAN Design & Assessment								
Performing engineering survey (local, regional and network-wide)					IT Staff	Integrator	Provider	Provider
Analyzing traffic patterns based on sites and available WAN transport modes (Internet, MPLS, 4G, DSL, etc.)					IT Staff	Integrator	Provider	Provider
Data/bandwidth data requirements for WAN in the next 12 – 24 months					IT Staff	Integrator	Provider	Provider
Defining policies for handling applications including transport mode and priority					IT Staff	Integrator	Provider	Provider
Establishing quality of service (QoS) requirements based on service level agreements (SLAs)					IT Staff	IT Staff	Provider	Provider
Design & produce WAN circuits					IT Staff	Integrator	Provider	Provider
Network Infrastructure Tasks								
Design and specify SD-WAN edge appliances & overlay network					IT Staff	Integrator	Provider	Provider
SD-WAN equipment lifecycle management					IT Staff	IT Staff	Provider	Provider
Technical support for end users					IT Staff	IT Staff	Provider	Provider
Ongoing monitoring, updates and changes to software/hardware					IT Staff	IT Staff	Provider	Provider
Implementation								
Deployment preparation and staging					IT Staff	Integrator	Provider	Provider
Develop migration plan					IT Staff	Integrator	Provider	Provider
Configure Orchestrator & overlays					IT Staff	Integrator	Provider	Provider
Pilot rollout of SD-WAN appliances in 2-5 sites					IT Staff	Integrator	Provider	Provider
Test applications					IT Staff	Integrator	Provider	Provider
Develop plan to turn up all sites					IT Staff	Integrator	Provider	Provider
Designate branch as managed or co-managed					IT Staff	IT Staff	Provider	Provider
Ongoing Operations								
Manage the initial configuration of the system and appliances					IT Staff	Integrator	IT Staff or Provider	Provider
Deploy updates and handle trouble tickets with 3 rd party vendors					IT Staff	IT Staff	IT Staff or Provider	Provider
Management control of the network when you're ready					IT Staff	IT Staff	IT Staff or Provider	Provider
Optimize network connections to efficiently manage bandwidth					IT Staff	IT Staff	IT Staff or Provider	Provider
Visibility into application performance and ability to see what's impacting your network					IT Staff	IT Staff	IT Staff or Provider	Provider
Management reports that are granular, into usage by VPN, location, device, user, and application					IT Staff	IT Staff	IT Staff or Provider	Provider
Monitoring and alerting on all networking events with full audit trail of all changes to system configuration and policies					IT Staff	IT Staff	IT Staff or Provider	Provider
Changing bandwidth and user policies					IT Staff	IT Staff	IT Staff or Provider	Provider
Create policies for groups of applications					IT Staff	IT Staff	IT Staff or Provider	Provider



ARUBA ADVANTAGES FOR SD-WAN PROJECTS

Aruba supports each of the four SD-WAN deployment options available to the enterprise IT organization. If an enterprise chooses to deploy, configure and manage an SD-WAN themselves, Aruba provides the tools, training (both on-line and in-class), including supporting documentation resources available to help guide IT through the implementation process for a successful Aruba **EdgeConnect** SD-WAN deployment.

If the enterprise chooses to procure the SD-WAN platform and prefers to employ a professional third-party implementation partner, Aruba has a network of certified **Authorized Deployment Partners (ADP)** with the skills and expertise to help with the SD-WAN implementation and rollout.

Aruba also has an extensive list of global **Service Provider Partners** and **System Integrator Partners** for enterprises IT organizations should they prefer to rely on managed service providers for their WAN services. These partners offer a turnkey managed SD-WAN solution, powered by Aruba, to manage their global hybrid network connectivity. Aruba managed service provider partners can leverage the versatility of the EdgeConnect platform to also deliver a co-managed service to enterprises that want to maintain some degree of access, visibility and control of their SD-WAN service.

With over 1,500 enterprise customer deployments globally, Aruba offers the most comprehensive range of SD-WAN implementation options ranging from DIY to fully managed solutions from the world's leading MSPs.