

Introduction to SD-WAN

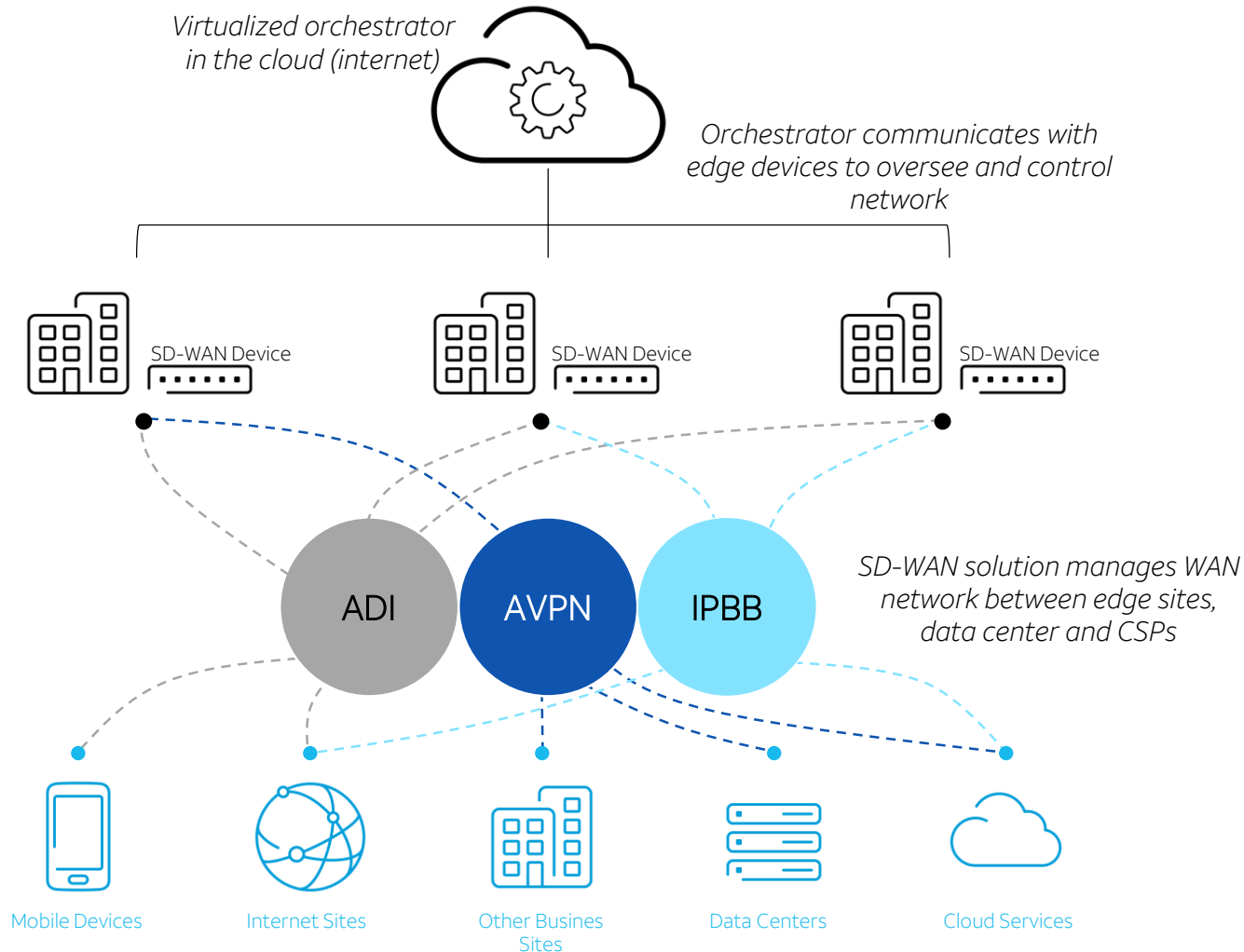
Primer for All Things Static, Dynamic and Now!

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What Is SD-WAN?

Driving network efficiency with higher performing WANs and virtualized control



GOALS OF SD-WAN SOLUTIONS

- Efficient WAN management across all endpoints in customer's network
- More direct and immediate control of one's network through a single interface
- Ability to use manage transport and connection types without amplifying burden

Who Are The Players In SD-WAN?

The last four years have been fueled by start-ups, acquisition and evolution

THE BIG THREE



2ND TIER



EVOLVING INCUMBENTS



How Does AT&T Sell SD-WAN?

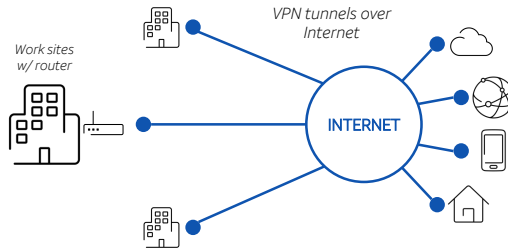
Many Options and Product Offers

Network agnostic

network flexibility

AT&T VPN required

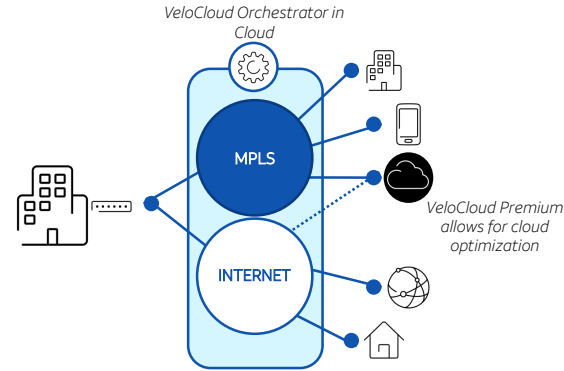
AT&T SD-WAN STATIC OVER THE TOP



VPN Tunnels Overlayed on Internet

- Cisco routers on site construct VPN tunnels
- Allow for VPN-secure transport over any internet connection

AT&T SD-WAN DYNAMIC OVER THE TOP

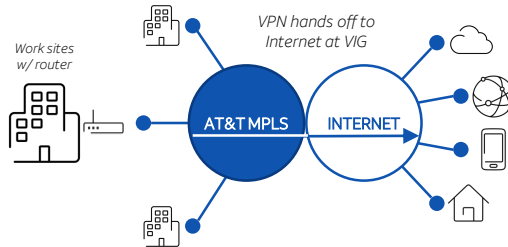


AT&T Managed VeloCloud; Any Network

- Does not require AT&T network
- Supports multiple connection types
- Uses FlexWare or VeloCloud devices via NI

powered by **velocloud**

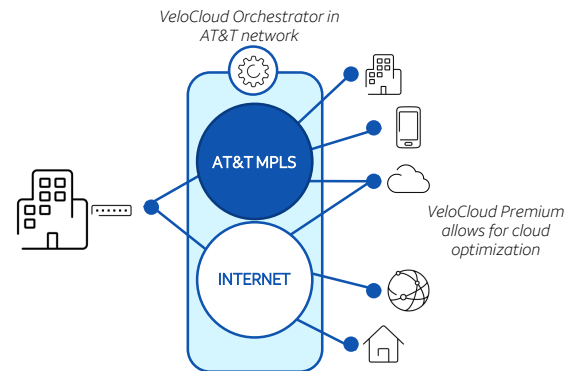
AT&T SD-WAN STATIC NETWORK BASED



Internet Hand-Off Over AT&T MPLS

- Requires AT&T VPN
- Allows for VPN connection w/ efficient internet handoffs to non-MPLS sites

AT&T SD-WAN DYNAMIC NETWORK BASED



VeloCloud SD-WAN Through AT&T VPN

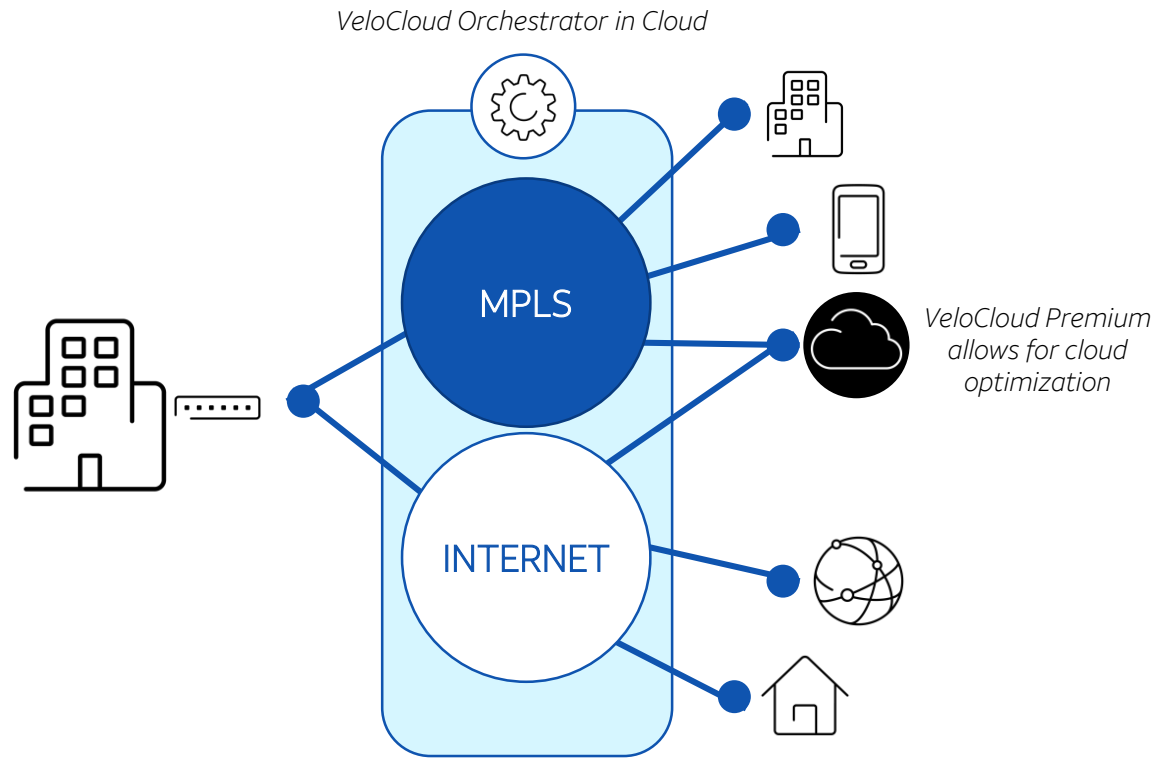
- Requires AT&T VPN & FlexWare
- VeloCloud Orchestrator and Gateways reside within AT&T Network

powered by **velocloud**

network cost

SD-WAN Now Offer

New, standard offer for National Business Using VeloCloud Devices



SD-WAN NOW DETAILS

- Priced competitively to be sold to National Select and Retail customers
- Standard contracting and pricing made for quick sales process
- Uses VeloCloud vEdge devices on the edge and cloud-based orchestrator
- Sold, deployed and managed via Network Integration



AT&T Business

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