



The SD-WAN (r)evolution!

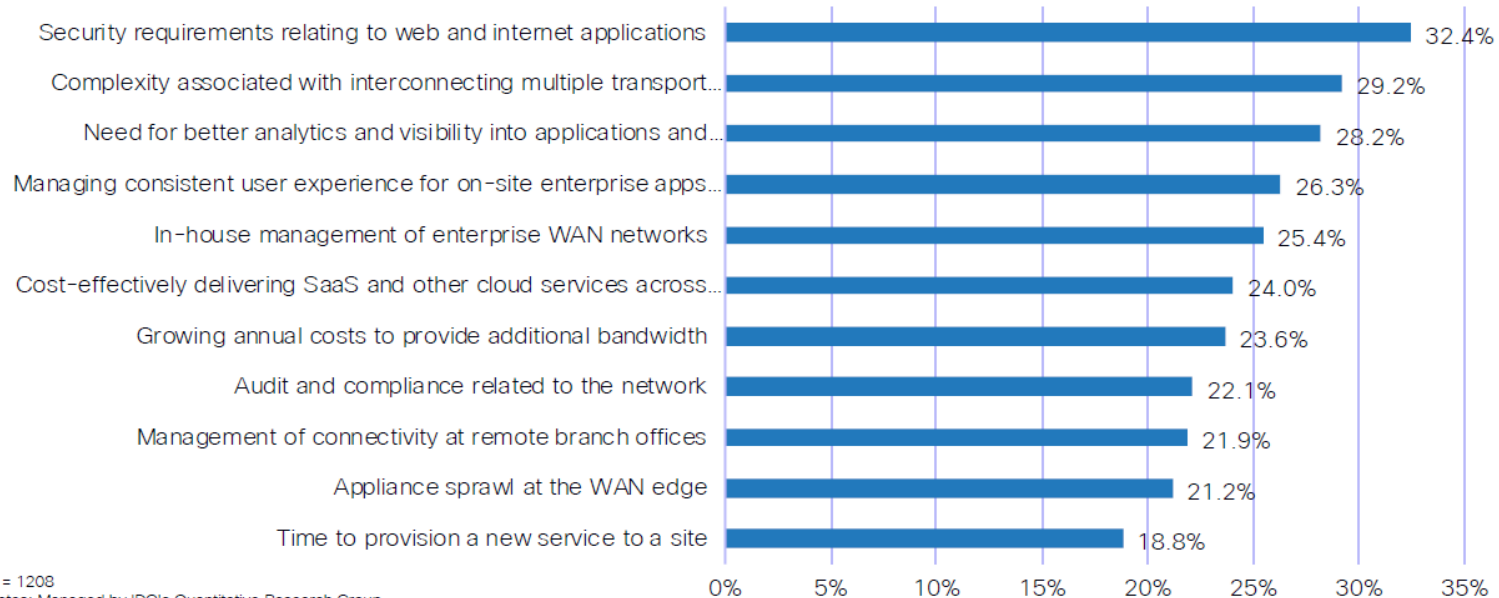
Triantafyllos Prokopidis
Director Networking Solutions

Space Hellas Fact Sheet

- System Integrator, Value-Added Solution and Service Provider
- Active in Telecommunications, IT, Defense and Security
- More than 30 Years of Sustainable Growth
- 340 Specialized Employees
 - More than 600 Certifications - Accreditations
- Turnover: € 59.7 million (2017)
- Listed on the Athens Stock Exchange since 2000
- Certificates
 - ISO 9001:2015. ISO/IEC 27001:2013
ISO 14001:2015. OHSAS 18001:2007
 - National . EU . NATO Secret
- National & International Presence
 - Space Hellas HQ located in Athens
 - Branches in Athens, Thessaloniki, Patra, Heraklion-Crete, Ioannina and Farsala
 - More than 40 Tech partners
 - Subsidiaries in Cyprus, Romania, Serbia, Malta, Jordan

Addressing WAN Challenges

Q: Select the three most important WAN challenges that best relate to your company.



N = 1208

Notes: Managed by IDC's Quantitative Research Group

Source: Software-Defined WAN (SD-WAN) Survey, IDC, August, 2017

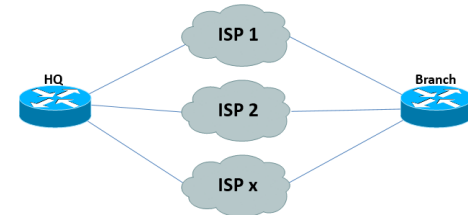
The need

- ❑ Secure
- ❑ Manageable
- ❑ Simple
- ❑ Clever
- ❑ Efficient
- ❑ Reliable
- ❑ Cost effective (low OpEx)



The Evolution

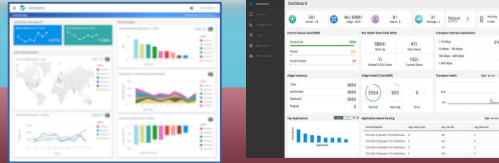
- Private Line
- Link load balancing (multihoming)
- WAN Virtualization
- SD-WAN



The SD-WAN Revolution



Cloud managed and controlled fabric



Control | Management | Analytics

Application quality of experience



Transport Independence



Internet



MPLS



4G LTE



End-point flexibility



Data Center



Campus



Branch



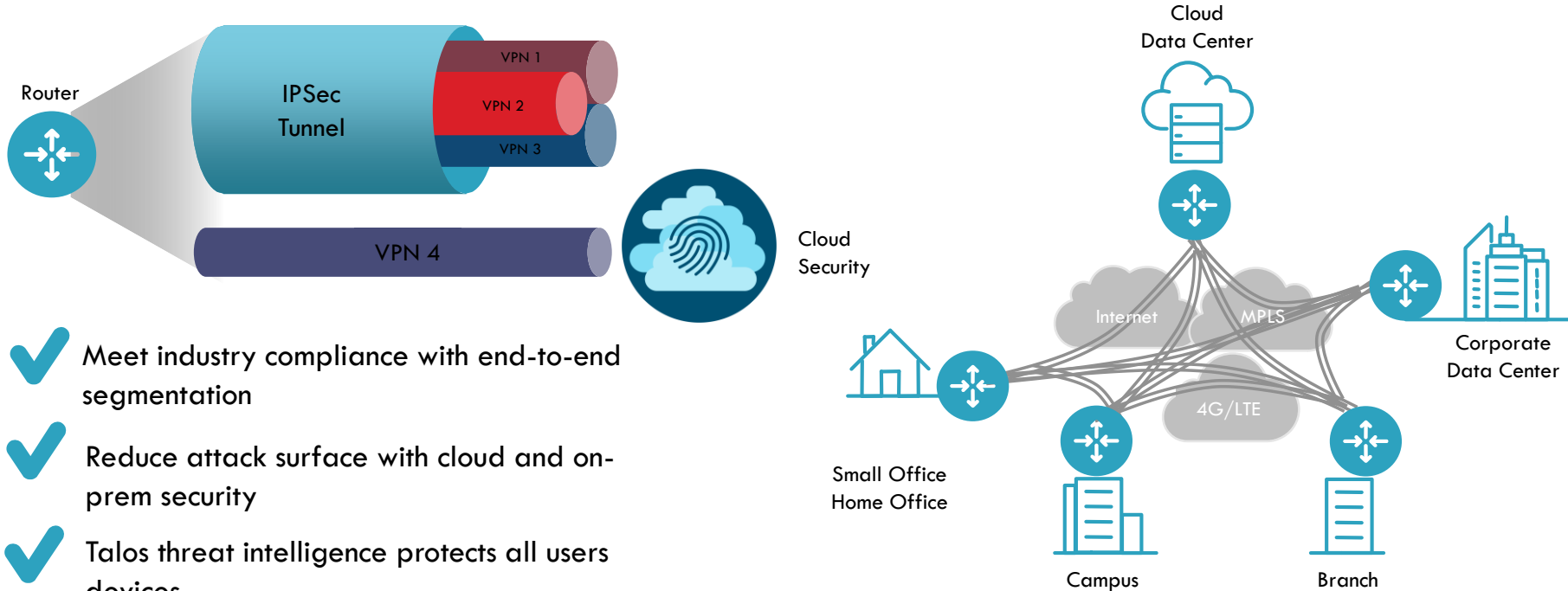
Public Cloud



Integrated Security

Comprehensive threat protection

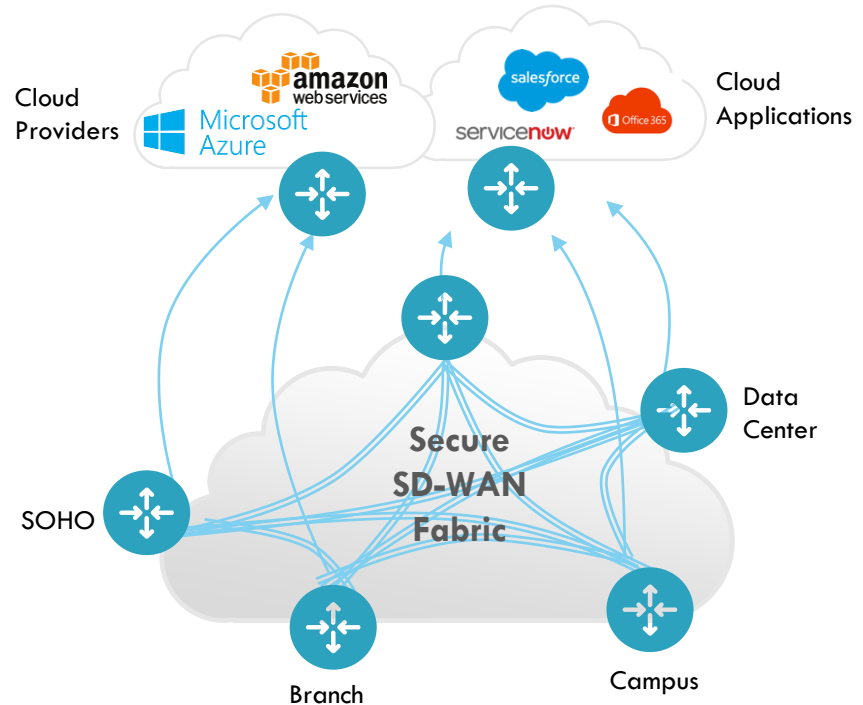
Integrated security



- ✓ Meet industry compliance with end-to-end segmentation
- ✓ Reduce attack surface with cloud and on-prem security
- ✓ Talos threat intelligence protects all users devices

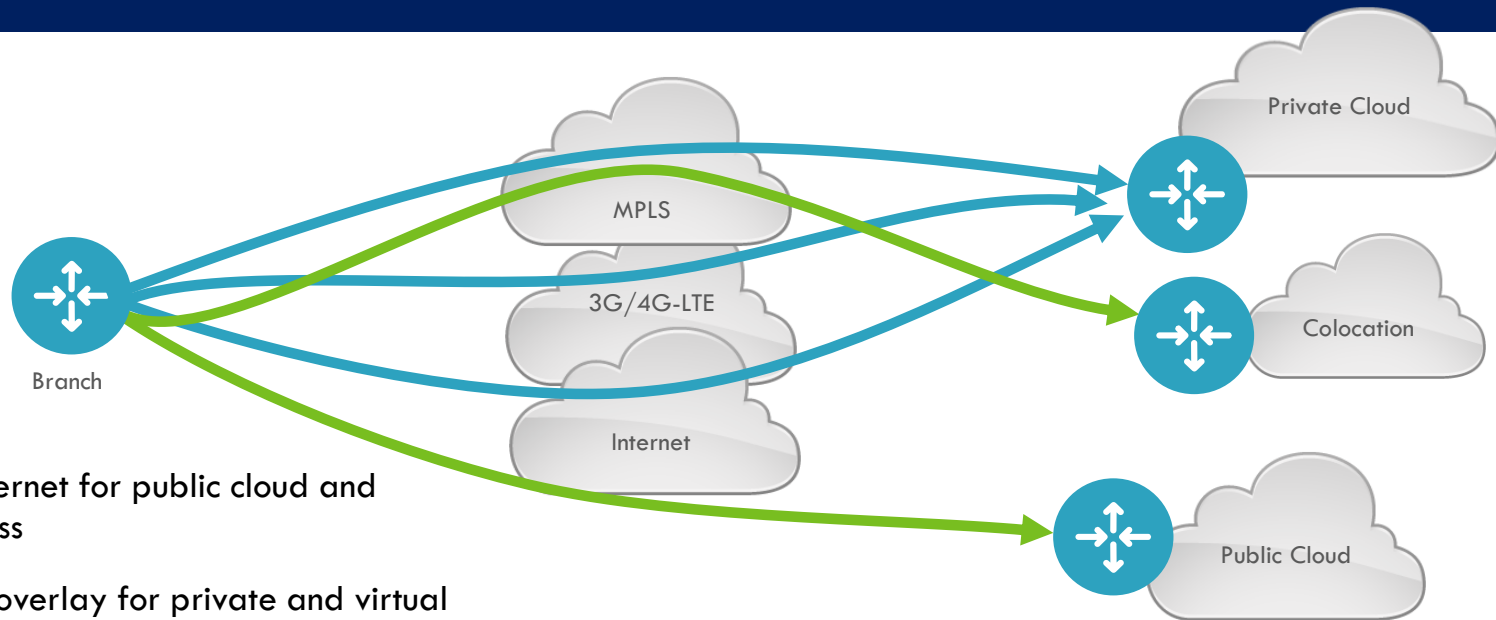
Simplify migration to the cloud

- ✓ Secure branch to cloud connectivity protects data in motion
- ✓ Agile workflows simplifies extending the enterprise to IaaS or SaaS
- ✓ Analytics determines the optimal path for the best application experience



Deploy branches faster at lower cost

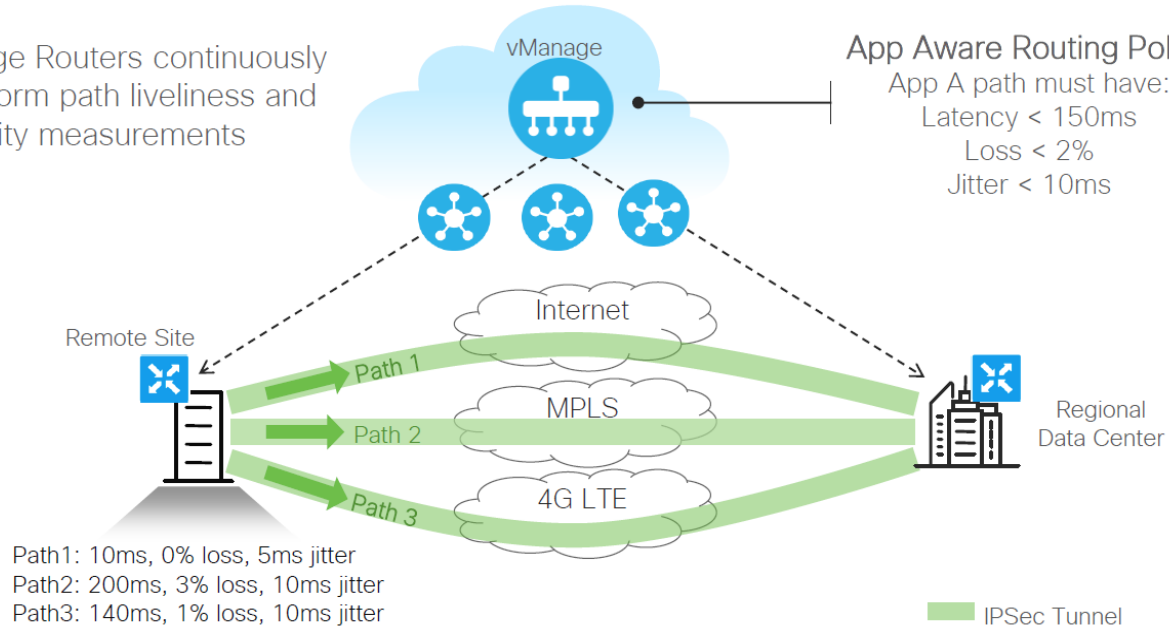
Transport independence



- ✓ Leverage internet for public cloud and Internet access
- ✓ Secure VPN overlay for private and virtual public cloud access
- ✓ Seamless extension to the cloud enables business policy to follow workloads

Application QoE

Edge Routers continuously perform path liveliness and quality measurements



Easier to deploy, manage and operate

Centralized cloud managed fabric

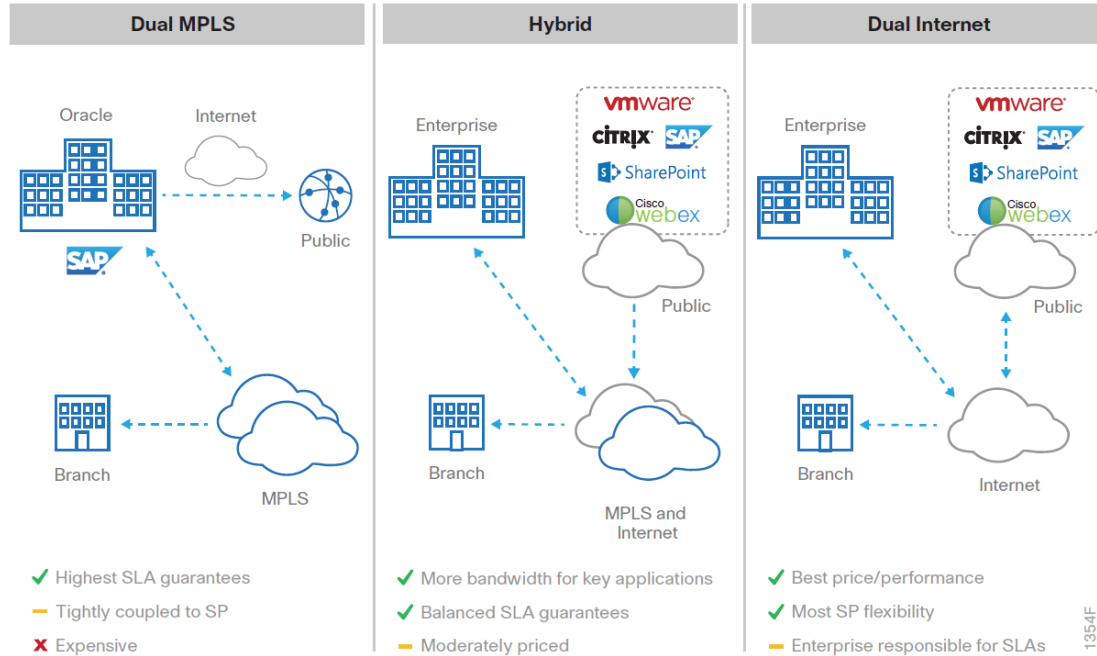
- ✓ Cloud-first management and operations with a *single WAN fabric* across all end-points
- ✓ Simplified workflows for easier configuration, monitoring and troubleshooting.
- ✓ Advanced analytics and assurance for application service level agreement
- ✓ Visibility of applications and infrastructure across the WAN
- ✓ Baselining – Anomaly detection
- ✓ Forecasting and “what-if” analysis
- ✓ Intelligent recommendations
- ✓ SD-Access support



Cisco DNA Center



Some Design Models



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Benefits

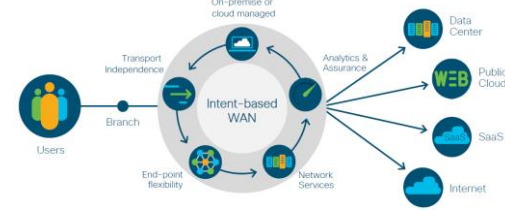
For the Enterprise

- Performance (single WAN fabric)
- Simplicity
- Security
- Low (WAN) cost
- Business agility
 - Cost-based decisions
 - Service-based decisions
- Reliability
- Expandability
- Application visibility & control
- Operator agnostic
- ...

For Network Operators

- Alternative offering
- Stay 'in-market'
- Keep the customer base
- New services
- Combine SDN with NFV
- ...

IBN: The 'Real' Revolution



Intent-based network bridges the gap between business and IT. ***It captures business intent and continuously aligns the end-to-end network with that intent.*** Intent can apply to application service levels, security policies, compliance, operational processes, and other business needs.



Fundamentally, an IBN is the idea of a network administrator defining a desired state of the network, and having automated network orchestration software implement those policies.



Intent-based networking (IBN) is a developing area of technology incorporating artificial intelligence (AI) and machine learning to automate administrative tasks across a network. ***The end goal of IBN is the creation of self-managing networks.***

Thank you and always remember

TRUST

Takes years to build
seconds to break and
forever to repair...

Space Hellas is your trusted SD-partner ;-)

