

Managed SD-WAN



What is SD-WAN?

Software-defined wide-area networks (SD-WAN) are used to connect enterprise networks – including branch offices, headquarters, cloud environments and data centers – over large geographic distances.

Our software-defined WAN offering can simplify, improve and secure connectivity between branches and the datacenter, and replace WAN links with Internet broadband connections. Ultimately, this means a more competitive alternative to other legacy WAN technologies such as T-1 or MPLS.

SD-WAN does this by leveraging Virtualization technology to facilitate provisioning of connectivity and services via the cloud. Doing so accelerates link deployment and also reduces the need for more expensive links and routing hardware. Because SD-WAN connectivity is controlled through cloud software, a customer is able to adjust business policy in near real time based on the changing needs of the business, thus reducing the need to manage networking hardware on a per-site or -appliance basis.

It can also serve to apply security and virtual private networking (VPN) technology to broadband Internet connections, making them more secure.

Offer

- Access methods: DIA, Broadband, Managed SD-WAN, Private Network or BYOA (Bring your Own Internet Access)
- High Availability optional
- AWS, Azure, Google Cloud connectivity optional

Benefits



Cloud Application Integration

Integrates seamlessly and securely with cloud environments, including full virtualization to AWS environments.



Reduced costs

Replace expensive hardware and T1 transport, thus saving on OPEX and CAPEX.



Centralized Visibility and Management

Simplified, powerful, policy-driven management enables the flexibility and agility needed to push network changes WAN-wide, based upon near real-time traffic conditions and the needs of the business. This shortens IT development cycles and ensures IT staffers don't spend excessive time and resources on cumbersome network upgrade tasks, among numerous other benefits.



Increased Security, Reliability, and Resiliency

Smart redirection of traffic (including communications) when individual network links go down. Simplified VPN, policy enforcement, and network segmentation. Active/active configuration, Proactive Response Monitoring, and NSG Redundancy. With us, you get them all.

Features

- Intuitive, user-friendly portal, with fully visualized WAN management capabilities and read/write access for sophisticated users.
- Application Aware Routing (AAR) and traffic steering for exceptional user experience.
- Simplified cloud integration providing full visibility into cloud applications including full AWS virtualization.
- Support for up to 10,000 Mbps.
- SLAs: Frontier provided BB 99.95%; Frontier managed SD-WAN private network 99.95%.
- Bring your own access (BYOA) option
- Fully managed or co-managed.
- Application and data segmentation QOS and control, including multi-tenant functionality.
- NSG High Availability and link redundancy options.
- Proactive Response Monitoring delivering notification for rapid response to network issues.
- Analytics & Visibility QOS and reporting: application bandwidth consumption performance alerts and an intuitive dashboard.
- Stateful firewall protection.
- AES-256 traffic encryption.

Why Frontier Managed SD-WAN?

- Tightly integrates our overlay (SD-WAN technology) with our underlay (network infrastructure), giving you more flexibility over link management.
- The only one to offer an SLA over broadband (99.5%)
- Coupled with Managed SD-WAN Private Network, an SLA of 99.95% at approximately 30% of the cost: a compelling alternative to MPLS.

Why Frontier?

- White Glove Services: Fully managed delivery that utilizes our network expertise and dedicated project managers to deliver your solution on-time and ready to work.
- Globally recognized Carrier Ethernet certification.
- Over 180k miles of fiber.
- 14 Core POPs throughout America.
- 3 Regional NOCs.
- 24/7/365 proactive monitoring and support

Ideal Customer Use Cases



Retail

When you want to enable:

- Wi-fi for customers, or customer loyalty programs
- Secure access to financial apps and purchases
- Omnichannel and unified commerce



Healthcare

When you are challenged by:

- Network downtime affecting health outcomes
- Need for increased telehealth/telemed adoption
- Increasing network complexity and access issues: service providers, partners, and patients, for three examples



Banking

When you want to provide:

- Proactive security to protect sensitive customer data
- Real-time predictive analytics
- Application Aware routing and traffic steering that supports efficient transactions



Hospitality

When you want to offer:

- Consistently strong guest experiences
- Simplified network management to IT staff and technical stakeholders
- Always available communication services
- Quick management of all your sites

Ideal Customer Profiles

Probing Questions

- How do you currently securely connect all your remote sites?
- How do you fulfill your current cloud strategy? What areas does the current cloud strategy fall flat in?
- Do you use broadband or mobile internet as a backup for MPLS? How is it configured?
- Can you tell whether your network is active/active or active passive?
- What's the average bandwidth provisioned for each site? How often do allotments fall short?
- What devices currently manage your network boundaries?
- When is your provider contract set to expire? What about at sites across the network?

| Criteria | Yes | No |
|--|-----|----|
| Do they have MPLS links? | | |
| Do they have or plan to deploy new apps requiring intensive bandwidth usage? | | |
| Is the customer planning a datacenter transformation project? Are they centralizing app hosting? | | |
| Does the customer house apps in the cloud or utilize SaaS apps to run their business? | | |
| Do they have 15 or more branches? | | |
| Are they planning to open new branches, or acquire other businesses? | | |
| Have they had the misfortune of suffering a network security incident? | | |
| Do our current contacts allow access to the right decisionmakers or stakeholders? | | |
| Does the customer view their current network management function as complex? Are they open to simplifying solutions? | | |
| Has a network assessment been conducted to identify opportunities? | | |