SD-WAN Comparison Guide The following TBI chart is an aid to quickly understand our best-of-breed SD-WAN vendors, differences, and positioning. SMB:1-100 employees Mid-Market: 101-1,000 employees Mid-Market: 101-1,000 employees Mid-Market: 101-1,000 employees Mid-Market: 101-1,000 employees Large Enterprise: 10,001 employees Large Enterprise: 10,001 employees Large Enterprise: 10,001 employees Mid-Market: 101-1,000 employees Mid-Market: 101-1,000 employees Large Enterprise: 10,001 employees Large Ent																																															
	Airespring	Aryaka			AT&T				BCN	BigLeaf	Cer	nturyLink	Cloudgenix		Coeo	Comcast Business	CPI Telecom	Ecessa		Expereo		First Communication	ns	Fusion	GTT	Ну	percore	Mas	sergy	MetTel		Netri	io		Nitel N	TT Tata	Telesyste	em em	Tels	tra		(Px		Verizon		Windstr	eam Zayo
Platform	VELOCLOUD	ARYAKA	VELOCLOUD	VERSA NETWORKS	O VIPTELA SI	SILVERPEAK	FORTINET SD-WAN M	CISCO IERAKI SD-WAN	VELOCLOUD	BIGLEAF	VERSA NETWORKS	MERAKI SD-W	AN CLOUDGENIX	MAKO NETWORK	S VERSA NETWORKS	VERSA NETWORKS*	VELOCLOUD	ECESSA	SILVERPEAK	VELOCLOUD	CISCO VIPTELA	A VELOCLOUD	VELOCLOUD	CISCO MERAKI SD-WA	AN VELOCLOUD	VELOCLOUD	VERSA NETWORKS	FORTINET SD- WAN	SILVERPEAK	VELOCLOUD	VERSA NETWORKS	VELOCLOUD	SILVERPEAK	CATO NETWORKS	VERSA CIS NETWORKS MERAKI	SCO VERSA SD-WAN NETWOR	A VERSA RKS NETWORK	KS CISCO V	IPTELA CISCO M	ERAKI VELO	CLOUD VELC	CLOUD NE	VERSA VWORKS CISCO	IWAN CIS MERAKI	CO SD-WAN CISCO VII	PTELA VELOCIO	OUD VERSA NETWORKS
Carrier Requirements	Fully Managed or Co- Managed Service up to WRITE access	Last mile carrier agnostic - Managed Service	Fully Managed, Co-Managed, or Self Managed Service	Fully Managed, Co-Managed, or Self Managed Service Fully Mar Co-Managed	naged, Fully M ged, or Self Co-Mai I Service Manag	Managed, Fully N enaged, or Self Co-Ma ged Service Manage	Managed, Full enaged, or Self Co-f ged Service Mar	lly Managed, -Managed, or Self inaged Service	Fully Managed primarily. Self managed optional by request	Carrier agnostic - Managed Service	Fully Managed or Co- Managed Service	Fully Managed Servi	ice Carrier agnostic - Customer managed	Carrier agnostic	Carrier agnostic	Carrier agnostic - Managed Service	Carrier agnostic - Managed Service	Carrier agnostic. ISP Monitoring and ticketing with customer LOA	Carrier agnostic - Managed Service	Carrier agnostic - Managed Service	Carrier agnostic - Managed Service	Carrier agnostic - Managed Service	Carrier agnostic - Managed Service	Carrier agnostic - Managed Service	Fully-Managed, Co- Managed	Carrier agnostic - Managed Service	Carrier agnostic - Managed Service	Full Managed Service	Full Managed Service	Carrier agnostic - Managed Service	Full Managed Service, Co-Managed Service	Full Managed Service F	Full Managed Service f	cull Managed Service Carri Man	er agnostic - Managed se aged Service for MSP to s	ervice, option self- manage Managed Servic	e Managed Service	Fully Manag Managed se	ed or Co- vice Fully Managed Managed serv	d or Co- ice Fully Managed se	ged or Co- ervice Carrier agr Managed S	ostic - Managed circuit no encoura	service, t required but ed Carrier agnos Managed Ser	tic - Managed ser for MSP to se	vice, option If- manage Carrier agnosti Managed Servi	tic - Carrier agnostic vice Managed Servic	e NA
Minimum Site Requirement	1+ Site	Multi-site	1+ Site	Multi-site Multi-site	e Multi-s	site Multi-	site Mul	ılti-site	1+ Site	1+ Site	1+ Site	1+ Site	Multi-site	1+ Site	Multi-site	Multi-site	1+ Site	Multi-site	Multi-site	Multi-site	Multi-site	1+ Site	1+ Site	1+ Site	2+ Sites	1+ Site	Multi-site	1+ Site	Multi-site	1+ Site	1+ Site	1+ Site 1	1+ Site 1	+ Site Mult	i-site 1+ Site	Multi-site	Multi-site	Multi-Site. O solutions are optimal for s scenarios.	her Multi-Site. Oth more solutions are ngle-site optimal for sir scenarios.	ner Multi-Site. (solutions ar optimal for scenarios.	Other re more single-site 1+ Site	Multi-si†	Multi-site	Multi-site	Multi-site	Multi-site	Multi-site
Domestic S. America	Yes No	ICB	Yes Yes	Yes Yes Yes Yes	Yes Yes	Yes Yes	Yes Yes	s	Yes No	Yes No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	Yes ICB	Yes	Yes No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	Yes No	Yes No	Yes No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	Yes Yes	Yes No	Yes Yes	Yes Yes Yes	Yes Yes	Yes Yes No	Yes	Yes Yes	Yes No	ICB	ICB ICB	ICB ICB	Yes	Yes ICB	Yes	Yes ICB	Yes	Yes No	Yes Yes
Geographical Europe Deployment APAC	Yes Yes	ICB	Yes Yes	Yes Yes Yes Yes	Yes Yes	Yes Yes	Yes Yes	s s	No No	No No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	ICB ICB	No No	No No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	No No	No No	No No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	Yes Yes	No No	Yes Yes	Yes Yes Yes	Yes Yes	res ICB	Yes Yes	Yes Yes	No No	ICB	ICB ICB	ICB Yes	ICB	ICB	ICB ICB	ICB	ICB ICB	No No	Yes Yes
Global Mixed	Yes Yes	Yes Yes	Yes Yes	Yes Yes Yes Yes	Yes Yes	Yes Yes	Yes Yes	S S	No No	No No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	ICB	No No	No No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	No No	No No	No No	Yes Yes	Yes Yes	Yes Yes	Yes Yes	Yes Yes	No No	Yes Yes	Yes Yes Yes	Yes Yes	res ICB	Yes Yes	Yes Yes	No No	ICB	ICB ICB	ICB ICB	ICB ICB	ICB	ICB ICB	ICB	ICB ICB	No No	Yes Yes
Deployment	Physical or Virtual	Physical or Virtual	Physical or Virtual	Physical or Virtual Physical	or Virtual Physic	cal or Virtual Physic	cal Phy	ysical	Physcial	Physical	Physical (SMB & Mid- Market) or Virtual	Physical	Physical or Virtual	Physical or Virtual	Physical Prospers	Physical or Virtual	Physical or Virtual	Physical or Virtual	Standard Expereo Deployment for SD-WAN	Standard Expereo Deployment for SD-WA	Standard Expereo Deployment for SD-WA	AN Physical or Virtual	Professional Fusion Technician	Professional Fusion Technician	Physical	Physical	Physical	Physical or Virtual	Physical or Virtual	Physical or Virtual	Physical or Virtual	Physical or Virtual P	Physical or Virtual F	Physical or Virtual Physical P	Physical (M)	X Series) Physical or Virtu	ual Physical or Virtual	Physical or \	irtual Physical or Vi	tual Physical or	Virtual Physical or	Virtual Physical	or Virtual Physical or V	irtual Physical (MX	Series) Physical or Virt	rtual Physical or Virtu	ual Physical or Virtual
Deployment Differentiator	Ability to size SD-WAN solution on in-tunnel traffic only	MPLS Replacement, Global Private network CDN provider	Active/Active in US, with Cold Spare appliance in 51 countries. SD-WAN Now package available in the lower 48	Active/Active in US, with Cold Spare appliance in 51 countries. Active/	ctive in US, with re appliance in ries. Active Cold Si 51 cou	e/Active in US, with spare appliance in untries.	AN license free Opti purchasing avai	tional network bundle ailable	Leveraging Windstreams VeloCloud gateways for points of presense	Each customer location is connected to two BigLeaf gateways for redundancy. Customer freedom to set their own encryptic from own firewall.	This solution includes multi-tenant, manage implementation with a customer-facing management portal, extensive work on building profiles per customer requirement	Full turn-key solution including dashboard configuration and on installation. Addition we can provide all ne equipment or perfor Walk In Take Over (Wof a customer's exist Meraki infrastructure)	Active/Active path selection per session f the same application. Can deploy in monitor only mode for rich network / application analytics without affecting traffic.	PCI DSS certified in a manner extensible to the merchant using the service. Massively scalable WANs In-built failover. 100% cloud managed.	we nave local presence in nearly every market within the domestic United States that can physically turn the gear up. We also have a team of our own local engineers that can work on the design and physically pick up the phone / have a conversation. Additionally, our core level engineers are also available for network design calls.	Hybrid WAN, WAN Failover, Vendor/ Circui Agnostic. MPLS/ Private IP underlay support built on a true SDN orchestration and partner neutral platforr	Single link remediation active-active packet level bonding, seamles transition between various networks including Cellular, only Shoretel approved SDWAN provider	Pure over-the-top, customer must provide bandwidth; 24/7 Support to help customer manage implementation.	None	None	None	Zero Touch Deploym Seamless Forward Er Correction, Dynamic Path Selection, Link Steering remediation active-active packet level bonding, seaml transition between various networks including 4G/LTE.	Dedicated Sales and Design Engineer, Pro Manager, 5 years of esss experience in deploy and supporting SD-w	Dedicated Sales and Design Engineer, Proje Manager, 5 years of experience in deploying JAN and supporting SD-WA	oject Gateways all sit on the GTT backbone.	Flexibility on applicatic steering with easy to manage groups and can rate limit specific applications. Can do both hub and spoke an mesh vpn networks. Allows for backhauling traffic based on applications back to a hub location.	on nd	High focus on security leveraging a best of breed firewall solution.	Originally a WAN optimization company. Forward error correction, Tunnel bonding technology.	Several NNIs to offer hybrid MPLS/ Broadband deployments; 4 SD-WAN gateways in North America.	Netrio Managed	Netrio Managed N	Netrio Managed N	letrio Managed Mult impl	i-tenant, managed ementation. Carrier / circ	Multi-tenant cor deployed at stra aggregation poi	versa Networks bi into the Telesyste network. With buil DDoS protection.	Leverage Ciseither existing deployment: available to MPLS and/or connectivity	co routers, g or new Solutions security appli- either existing deployments.	We have 2,/ more than 200 countri territories ances, g or new MPLS and/c connectivity the SD-WAN program.	OOO PoPs in ies and Solutions en include or internet y y through V Connect	differentiator jateways, Multi-ter impleme	etwork. ant, managed either existing deployments	co routers, g or new Carrier / circu	it agnostic. 10G SD-WAN b available.	Fully managed implementation glove), ability to a hybrid SD-WA and MPLS netw. design. 7 geo di Gateways with Redundancy	n (white- o provide N White glove installation ork iverse layered
Access Options	MPLS, Ethernet, Broadband, 3G/4G/LTE, any public/private circuit	Ethernet, Broadband, 3G/4G/LTE, Satellite, etc	MPLS, Ethernet, Broadband, 3G/4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/LTE MPLS, Ethernet, Broadbard	hernet, MPLS, nd, 3G/4G/LTE Broadb	, Ethernet, MPLS, Iband, 3G/4G/LTE Broadl	, Ethernet, MPl Iband, 3G/4G/LTE Broa	PLS, Ethernet, padband, 4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/LTE	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	MPLS, Ethernet, Broadband, 3G/4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/L	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.) Multi-carrier LTE, xDSL depends on mode	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.) Multi-carrier LTE, xDSL depends on model.	MPLS/Private IP, Internet/ Broadband	Any transport (MPLS, P2P, MOE, TLS, Etherne Broadband, 3G/4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite	MPLS, Ethernet, Broadband, 3G/4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/LTE	Any transport (MPLS Ethernet, Broadband 3G/4G/LTE, Satellite, etc.)	MPLS, Ethernet, Broadband, 3G/4G/L ⁻	MPLS, Ethernet, Broadband, 3G/4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/ LTE. GTT has over 35 NNI's so we can provi diverse dual access a most locations global	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	MPLS, Ethernet, Broadband, 3G/4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/LTE	MPLS, Ethernet, Broadband, 3G/4G/LTE	Any transport (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	Any transport up to 40G (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	Any transport up to 40G (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	Any transport up to 5G (MPLS, Ethernet, Broadband, 3G/4G/LTE, Satellite, etc.)	Any transport up to G (MPLS, Ethernet, Broadband, 3G/4G/LTE, atellite, etc.)	transport (MPLS, rnet, Broadband, G/LTE, Satellite, Broadband,	rnet, MPLS, Ethernet, 3G/4G/LTE Broadband	Any transport (MP Ethernet, Broadba 3G/4G/LTE, Satelli etc.)	PLS, Any transpo end, Ethernet, Br 3G/4G/LTE, 9 etc.)	t (MPLS, adband, atellite, MPLS, Broadb 3G/4G/LTE, Sa	Any transpo Ethernet, Bi 3G/4G/LTE, etc.)	ort (MPLS, roadband, Satellite, 3G/4G/LTE etc.)	art (MPLS, Froadband,	Any transpot Ethernet, Bro 3G/4G/LTE, S etc.)	t (MPLS, adband, atellite, MPLS, Ethern Broadband, 3	et, G/4G/LTE Any transport Ethernet, Broa 3G/4G/LTE, Sat etc.)	Any transport (I Ethernet, Broad adband, atellite, etc.) – To include Customer Provid Over the Top	MPLS, Iband, ellite, Zayo IPVPN, DIA, LTE ed and BYOA ded /
Resiliency & Failover	Internet Gateways Packet Duplication Link Aggregation Micro- Segmentation OTT IP's	26 gateways across the globe	Internet Gateways deployed globabily. Packet Duplication, Link Aggregation, sub second fallover	Redundant appliances available. Link Aggregation with sub second failover.	nt appliances Sub se	econd failover Tradio failove	Trac firewall er between circuits an e and	adional ewall failover tween circuits. oud Management for ease of management d troubleshooting	8 Gateways throughout the US	Warm spare and HA options available, San IP failover, High-Availablity option	me Link aggregation, Redundant appliances n	Link aggregation, s. Redundant appliance	Branch and DC HA models for scale out ar redundancy, Application specific brownout detection at Layer 7, Seamless failover for network pa down scenarios	Completely dependent on customer requirements; from simple and low cost through to hardware, circuit and geographic redundancy.	We offer real time voice fail over on hosted PBX or SIP (the conversation will not drop). We also offer the standard active, active or active, passive while maintaining static traffic carving and QOS. Can also dynamically route based on application.		Internet Gateways, Packet Deduplication, Iink aggregation, Active/Active and per application/per path performance testing al path selection	Packet Duplication Link Aggregation Ports will fail open/ closed based on configuration	Circuit and Hardware HA available	Circuit and Hardware H. available	IA Circuit and Hardware H available	Internet Gateways, Packet Duplication, L Aggregation, Same II failover, Warm spare High-Availability opt available.	Multiple geographica redundant Fusion-owned Gateways and cloud orchestration platforms. Supports HA hot spare VCE deployment. Support 2-6 WAN circuits plus 4G/LTE wireless failo	orchestration platform Supports HA hot spare MX deployment. Supports 2 WAN circui plus 4G/LTE wireless	Internet Gateways deployed Globablly. Packet Duplication, Li Aggregation, sub-sec Failover	Carrier agnostic - Managed Service. ON demand remediation fo jitter and packet loss	Carrier agnostic - Managed Service	Sub-second failover	Sub-second failover	Internet Gateways, Packet Duplication, Link Aggregation	Link Aggregation High availability option	Internet Gateways, Packet Duplication, Link Aggregation	High availability optional F	ligh availability optional Link High	Aggregation availability option HSRP to alloredundant d	e routing to ing traffic ow for levices At customer site on design select built in at POP	Two Geo-redundal switching platforn housed in two priv owned data cente POPs and 22 NNIs	Performance avoid droppi WAN links ru Active/Activ to allow for devices	routing to leg traffic, nning in between circus e, HSRP specified para edundant exceeded.	ver Leveraging its when VeloCloud Ir meters are Available re appliances	the nfrastructure. edundant Internet G Packet Du Aggregatio	iteways, plication, Link on Link availibilit	Performance avoid droppi regation, High Active/Active to allow for r devices	routing to gg traffic, nning in avoid droppir b, HSRP HSRP to allow edundant de	Active/Active for performance monitoring bas the application Active performance monitoring bas the application Active perform testing per applications, per path	for issed on profile, mance oplication of the profile of the prof	ays, ion, Link Aggregation and redundant appliances available
Routing Capabilities	WAN, Application, QoS, Traffic Shaping, BGP, OSPF	WAN, Application, QOS, Load Balancing	WAN, Application, QoS, Traffic Shaping	WAN, Application, QoS, Traffic Shaping Performa routing, V Application	ance based WAN o NAN, Applica on, QoS Shapin	optimization, cation, QoS, Traffic ng Shapir	Application, Traffic ng WAI	AN, Application eering	WAN, Application, QoS, Traffic Shaping	WAN, Application, QOS, Load Balancing	5, WAN, Application, QoS Traffic Shaping	S, WAN, Application, Qc Traffic Shaping	oS, WAN, Application, QoS, Traffic Shaping	WAN, Source, Destination, Custom, BGP	WAN, Application, QoS, Traffic Shaping	WAN, Application, QoS, Traffic Shaping	WAN, Application, QoS, Traffic Shaping, Policy, Load Balancing and Bonding, Static, OSPF, BGP	WAN, Application, QoS, Traffic Shaping, OSPF, Bridge modee, translucent mode	BGP, OSPF, Static	BGP, OSPF, Static	BGP, OSPF, Static	WAN, Application, Qo Traffic Shaping WAN, Application, QOS,	S, Hub and Spoke, Full Mesh	Hub and Spoke, Full Mesh, Remote User VF	WAN, Application, QO Traffic Shaping	OSPF, BGP, Packet Steering, specify route on an application level	WAN, Application, QoS, Traffic Shaping	WAN, Application, QoS, Traffic Shaping	WAN, Application, QoS, Traffic Shaping	WAN, Application, QoS, Traffic Shaping	WAN, Application, QoS, Traffic Shaping	WAN, Application, QoS, Waraffic Shaping T	WAN, Application, QoS, Traffic Shaping	VAN, Application, QoS, raffic Shaping Load	I, Application, QOS, I Balancing WAN, QoS, T Shaping	Fraffic WAN, Applicatio Traffic Shaping	on, QoS, WAN, Application, Traffic Shaping	, QoS, WAN, Applic Traffic Shapi	tion, QoS, ng WAN, Applicat routing and tr shaping	ion, basic affic- WAN, Applic Load Balanc	cation, QoS, WAN, Appl cing Traffic Sha	cation, QoS, ping WAN, Ap Load Ba	olication, QOS, WAN, Application	tion, QoS, ng WAN, QoS, Tr Shaping	affic WAN, Applicati Load Balancing	tion, QoS, g WAN, Applicatio Traffic Shaping	on, QoS, Static, OSPF, BGP, BFD etc.
Encryption	Yes AES128/256	Yes (IPSec)	Yes	Yes Yes	Yes	Yes	Yes	S	Yes	N/A	Yes	Yes	"Yes (AES-256 and AES 128 for countries that require)"	Yes	Yes	Yes (IPSEC, AES-256 an AES-128)	Yes Yes	Yes (IPSec/SSL)	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes Yi	Yes	Yes Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes (SSL and IF	IPSec) Yes	Yes
Zone Based firewall	Yes	No	Yes	Yes No	No	Yes	Yes	S	Yes	No	Yes	Yes	Yes	Yes	Yes	Fully integrated statefunetwork firewall integrated into uCPE	Yes	Yes	Yes	No	No	No	No	Yes	Application-aware bi- directional firewall	i- Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	'es Yes	Premise-bas MX firewall into SD-WAN device	sed Meraki integrated V edge	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	No	Yes	Yes
Security Next Gen. Firewall including IPD/ IPS	Yes via external Sonicwall Firewall with DPI-SSL (encrypted traffic which is >70% of all traffic in 2019) & Capture ATP (0 day threats)	No	Need to leverage a separate AT&T firewall solution, either on- premise or cloud-based	Yes, optional security license available Yes, with Managed solution	optional Yes, w I Firewall Manag solutio	vith optional ged Firewall Yes on	Yes	s	No, optional managed firewall service available	No No	Optional	Yes - IPS is based on open source signatur	n ures. No	No	Available with optional license	Available with optional license	No	including IDS/IPS: Q2 2019	No	No	No	No - Need to leverag 3rd party or a separa firewall solution, eith on premise or cloud- based.	No, Fusion adds Fori Fortigate to provide full next gen firewall en and UTM including S inspection when clie request our Advance Security. Clients may also provide their ow security.	SSL nts Yes	Need to leverage a separate GTT firewal solution, either on- premise or cloud-baso	III No sed	Optional	Yes	No	No	Yes DOS, UTM, and AV	No N	No Y	Yes, File Secu	plus AV, IP filtering, Filtering, DNS Irity, DNS Filtering	Alto Available with o license	optional Available with opt license	tional No	Yes	No	No	Available license	with optional No	Yes - IPS is boopen source :	ased on signatures No	No	Yes, with additonal license
Cloud Connect	Yes	0365, Azure, AWS, Salesforce, Box, SAP, Autodesk AutoCAD	AWS, Azure, Blue Jeans, Box, Cisco, Google, HP Helion, IBM, Salesforce, Sunguard, VMware	AT&T Netbond available as additional option - AWS, Azure, Blue Jeans, Box, Cisco, Google, HP Helion, IBM, Salesforce, Sunguard, VMware	tbond available onal option - ure, Blue Jeans, o, Google, HP BM, Salesforce, d, VMware AT&T I as add AWS, A Box, Ci Helion Sungu	Netbond available ditional option - Azure, Blue Jeans, Cisco, Google, HP n, IBM, Salesforce, uard, VMware	Netbond available ditional option - Azure, Blue Jeans, Cisco, Google, HP n, IBM, Salesforce, Lard, VMware	&T Netbond available additional option - /S, Azure, Blue Jeans, x, Cisco, Google, HP lion, IBM, Salesforce, nguard, VMware	Yes	Yes	No, can leverage any cloud connect service: supplied by carriers	No, can leverage any cloud connect servic supplied by carriers	y No, can leverage any cloud connect services supplied by carriers	No, can leverage any cloud connect services supplied by carriers	No, can leverage any cloud connect services supplied by carriers	No, but can easily add on Comcast Cloud Connect services. Extensive cloud connectivity including presence at over 580 data centers	Yes	No, can leverage any cloud connect services supplied by carriers	Yes. Leverages SaaS optimization feature	Yes. Leverages Velocloud Gateway	Yes. Leverages Cloud Onramp feature	AWS, Azure, Office 3	55 Yes	No but virtual instance in AWS and Azure is possible	We access Cloud Connect Primarily through Equinix Clou Exchange, we have access to AWS, Azure Google, IBM, Oracle e	yes e, etc.	No, can leverage any cloud connect services supplied by carriers	No, can leverage any cloud connect services supplied by carriers	Equinix Marketplace (i.e., Azure, AWS, SoftLayer, DataPipe, etc.)	Yes, addtional cloud connectivity due to partnership with Megaport	Yes	Yes Y	Yes \	es clou	can leverage any d connect services cloud connect supplied by	ct services cloud connect se	ervices cloud connect serv	vices Various opti	ns available Various option	ns available Various opt	ions available Yes	Verizon Si	CI Verizon SCI	Verizon SCI	Verizon SCI	AWS, Microsoft ExpressRoute, A IBM Cloud, Orac Salesforce and G Cloud	Azure, Yes, offer secure cloud connections with Zayo's Cloudlink.
Customer Sweet Spot	Any size	International customers. Customers using Cloud providers	Significant portion of sites within AT&T territory Mid-Market Small Enterprise Mid- Enterprise	Significant portion of sites within AT&T territory. Hid-Market Small Enterprise Mid-Enterprise Signification of sites with territory. Mid-Mark Enterprise Enterprise	nt portion distant sites, I, let Small se Mid-se Mid-se Enterp	mers with long nces between looking for WAN ization. Mid-M larket Small prise Mid- prise	mers with a Sigr of s of s terr Mid- prise Mid- prise — Enter Mid- prise — Enter Mid-	gnificant portion sites within AT&T ritory. d-Market Small terprise Mid- terprise		Cloud App customers, Customers looking to keep existing firewall/ security and not chang configuration, SMB to Mid-Market	Multi-site with US-bas HQ Significant portion of sites within CenturyLi territory	Multi-site with US-b locations with low bandwidth needs	5 or more sites, Adopting a hybrid clou strategy for existing a new apps Adopting cloud service (SaaS, UCaaS)	d nd Distributed retail enterprise	Sweet spot is a customer that is looking for a true voice fail over solution that maintains the conversation in the event of a fail over.	Enterprise Mid-	Multi-site with US Base HQ	15-20 sites Mid-Market Small Enterprise	Needs WAN optimization and file acceleration	Does not want Cisco	High level of customization availabl	Small to medium le business	Distributed Enterpris	se Distributed Enterprise	Mid Market to Large Enterprise accounts v geographic diversity both domestic and International.	with Small to modium	Small to medium business	Equinix Marketplace (i.e., Azure, AWS, SoftLayer, DataPipe, etc.)	Requires deep visibility & analytics into network. Small Enterprise Mid-Enterprise Large Enterprise	Construction, Energy, Finance, Healthcare, Manufacturing, Retail	SMB to Large Enterprise	SMB to Small Enterprise E	Enterprise S	MB to Small Enterprise Mult HQ	i-site with US-based customers, SMB, Mid-Market	raki Global companie Small Enterprise Mid-Enterprise Large-Enterprise	es Focus on Midwest e can deploy domes e Biggest verticals - Education, Health Government.	t, but stically. 	customers, APAC-heavy c ernational Australia, Inte	ustomers, APAC-heavy rnational Australia, In	y customers, hternational Small Ente	Multi-site HQ Market, At least Iocation footprin	e with US-based 50% of within Verizon Enterprise	customers e Existing Mera customers SMB Mid-Market	nki Mid-Enterprise Enterprise	Healthcare, Fin: e Retail, Hospitali Mid-Market, Sm: Enterprise	All verticals from financial to retail and everything in between. Prefer customers that fit the Zayo global footprint in the US, Canada and UK. Zayo can also reach into global hubs in Europe, APAC and South America.
Notes	Unlike other SDWAN vendors, Airespring can deliver OTT public Internet IP's that never change to the back of the SDWAN box; integration with private/public circuits is a breeze; Layer2/Layer3 traffic segmentaiton of corporate, voice, empwifi, guest-wifi, digital signage, point-of-sale & more	Fully managed service with support if the customer uses the Aryaka edge device (ANAP). Application Acceleration Site-to-site/Site-to-cloud Last mile management and procurement.	Available in 52 countries. Does not require network from AT&T. Available over the top, as a carrier agnostic solution	Strong security performance rivaling top tier Firewall OEMs	Well kr Optmiz is idea sharin _l	known for WAN ization. This option al for customers ng data globally.	for customers Idea og for an entry into Iook SD-I	eal for customers oking for an entry into -WAN	Using Windstream gateways. 8 gateways spread across the US	Customer must have a firewall or router in place to create VPN connections. Support team 24/7 available. Provides switches for high availability deployments to avoid mis-configuration. Not strong with customers in a dual MPLS environment.	100% SLA only availal with CenturyLink WiFi back-up. Cisco IWAN on roadma	Meraki orchestrator. Does NOT include	continents. Cloud based controller,	c; Customer WANs are point to point and do not go through a share central private networl PCI DSS certification is unique in the industry. Built-in Gb Ethernet.	d	Comcast Business ActiveCoreSM SDN Platform Part of ActiveCoreSM	supported on site anywhere in the US and proactively monitored by a NOC		customers who want to leveral SP "Boost" t get WAN optimization	Any customer that	Ideal for existing Cisco shops. Widely available worldwide with Cisco distribution Very configurable with numerous customizatio	and supported on sit in the cloud. Proacti	e or vely		GTT's SD-WAN levera their global, Tier 1 IP backbone, which transports client traff between locations, to any destination on the internet or to any of their securely interconnected cloud service providers arou the world. SD-WAN offering is available worldwide, with a rar of access options per country. Complete visibility through clie portal. Insight into performa and comprehensive analytics Manage business and security policies	ound inge ent ance		Masergy built their own SD-WAN solution based on Fortinet for a security foundation. 2019 Gartner Magic Quadrant for Network Services Global - Visionary		Management and aggregation of all circuits by MetTel; one of the first VeloCloud partners.	Best Value. Cost effective options for the most basic of deployments (i.e. retail) all the way to most complex (i.e. large Enterprise data center). The ability to displace your routing and security appliances and add SD-WAN is what makes this offering so attractive. Versa gives the client the control and visbility into all aspects of their network and applications through single pane of glass.	VeloCloud is probably the most recogized SD-WAN solution in the market and has matrued quite a bit with the VMWare acquistion. If a client is already running VMWare in its environment today, many of these clients tend to gravitate towards Velo for their SD-WAN by having a centralized management console.	Silver Peak is typically consumed by the larger Enterprise clients that are interested in WAN Optimization and SD-WAN. The cost of the solution generally makes it too expensive for the SMB and Mid-Market.	depl	is Support Flexible oyment - iance, Bare metal, ial, Cloud. It robust firewall ure set includes vare protection, S prevention, IPS, INS security, and filtering.	existing estrator. Iclude optimization.	Quadrant in DDoS protection Telesystem circuit	Ps. Built in on ts.			Currently of up to two per appliar	only supports b WAN circuits ance. deployme Appliance Virtual, CI Very robu feature se Malware p DoS preve	port Flexible ent - , Bare metal, loud ist firewall et includes protection, ention, IPS, AV, rrity, and URL	Leverages ex Meraki orche Does NOT inc application o	strator. :lude	Unique expertis retail vertical. SD-WAN produc legacy EarthLin	network infrastructure.