VMware NSX® SD-WAN by VeloCloud

What is SD-WAN?

Software-Defined Wide Area Networking (SD-WAN) is a transformational approach to simplify branch office networking and assure optimal application performance. Unlike traditional WANs, SD-WAN delivers increased network agility and cost reduction. Software-Defined WAN has its roots in Software-Defined Networking (SDN), the underlying principle of which is to abstract the network hardware and transport characteristics from the applications that use the network.

What is VMware NSX® SD-WAN?

NSX SD -WAN combines the economics and flexibility of a hybrid WAN with the deployment speed and low maintenance of a cloud-based service. It includes policy based network-wide application performance, visibility and control while dramatically simplifying the WAN by delivering virtualized services from the cloud to branch office.

How Do I Use VeloCloud?

The VMware NSX®SD-WAN uses a compact, thin edge device application that is zero-touch provisioned from the cloud for secure and optimized connectivity to applications and data. The NSX SD-WAN Edge is also available as a virtual network function (VNF) for instantiation on a virtual CPE platform. The NSX SD-WAN Edge with Dynamic Multi-Path Optimization (DMPO) and deep application recognition aggregates multiple links (e.g. Private, Cable, DSL, 4G - LTE) and steers traffic over the optimal links to other on-premises NSX SD – WAN Edges in branch offices, private data centers, campuses and headquarters. The NSX SD – WAN Edge can also optionally connect to the system of global VMware NSX®SD-WAN Gateway by VeloCloud™ which provides performance, security and visibility for cloud services (SaaS, IaaS, B2B Internet).

This system of NSX SD-WAN Gateways is deployed globally at top tier cloud data centers to provide scalable and on-demand cloud network services. NSX SD-WAN Gateways implement NSX SD-WAN DMPO, cloud VPN and NSX SD-WAN Multisource Inbound Quality of Service between global cloud services (SaaS, IaaS, network services) and each NSX SD-WAN Edge, enabling multiple broadband and private leased lines to appear as a single, high performance WAN. The cloud-based VMware NSX®SD-WAN Orchestrator by VeloCloud™ is used to provision network wide business policy, enable services insertion, perform real-time monitoring and analyze application performance.

Revenue from SD-WAN vendors is growing at 59% annually, Gartner estimates, and it's expected to become a $1.3 billion market by 2020.

Why Does It Matter?

Simplify Branch Network: Provision branch offices faster with automated zero-touch deployment, simplified configuration, orchestration and on-going monitoring with centralized troubleshooting tools. Simplify branch infrastructure with the ability to insert network services on the branch edge, in the cloud or in the regional and enterprise data centers.

Deliver Branch Agility: Enable multiple links, devices and services to coexist and interoperate with incumbent solutions and make the branch agile. APIs enable integration into various management and reporting systems deployed by enterprises today.

Optimize Application Performance: Optimize application performance over Hybrid or Internet links with direct, secure access to enterprise and cloud applications. SD-WAN provides consolidated monitoring and visibility across multiple WAN links and service providers.

Reduce Costs: Deliver Hybrid WAN with ease and enable branch offices with ordinary broadband as enterprise-grade WAN. Reduce hardware-delivery costs by choosing from deployment options such as virtual-machine on a commercial-off-the-shelf (COTS) device, virtual machine on an existing x86-based router or a purpose-built VMware NSX® SD-WAN by VeloCloud™ Edge device.

Benefits of using VMware NSX® SD-WAN:

- Zero-touch deployments
- Enterprise-wide Business Policies
- Assured Application Performance
- Continuous Monitoring
- Dynamic Application Steering
- On Demand Remediation
- Provides Quality of Experience for End Users
- Unified and Robust Security
- One-Click Service Delivery

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No Matter Your Customers' Needs, Tech Data and VMware Can Help

Certifications & Competencies

- **VMware Authorized Training Center (VATC)**
  Tech Data is an authorized VATC and can deliver customer and end-user trainings.

- **VMware Solution Competency: VMware Cloud on AWS**
  Learn more about VMware Cloud on AWS and how it enables customers to run applications across a VMware Cloud Infrastructure environment. You can find this training by logging into VMware Partner Central, clicking the Partner University Tab and selecting VMware Cloud on AWS under Partner Competencies.

- **Hands-On Labs**
  Leverage VMware Hands-On Lab tool as a proof of concept for your customers to demonstrate features and products. You can find this tool in Partner Central under the Partner University tab. Just select Hands-on Labs to get started.

Sales Tips

- **VMware Sales Readiness Briefcase: SDDC**
  Drive impactful, value driven conversations with this accessible, visually-rich, on-the-go ready sales enablement content.

- **Partner Demand Center**
  Utilize this best-in-class package of content, programs and integrated campaigns, including analytics and lead management, to enable faster business growth. You can access this resource by visiting the Sales tab in Partner Central.

Tools & Services

- **VMware Solutions Enablement Toolkits: Cloud Services**
  You can access this resource by clicking Solution Enablement Toolkits under the Sales tab in Partner Central.

- **Tech Data Solution Center**
  Leverage Tech Data's specialized solution center for free live or virtual product demos.

- **Roadshows & Boot Camps**
  Attend focused, guided VMware roadshows and boot camps to learn more about harnessing VMware's emerging products and solutions.

- **Training Credit Voucher**
  Earn a $500 retail value TCV for every $100k in VMware new licenses sold.

- **Tech Data Professional Services**
  From cloud certifications to custom API integrations, we're your one-stop shop. Please reach out to the Tech Data VMware team or it-solutions-eims@techdata.com

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