



# 思科SDWAN,简约而不简单

JUN YAN

DANCE TOGETHER  
**舞动未来**

2018思科大中华区生态系统与合作联盟高峰会  
Cisco Greater China Ecosystem and Alliance Forum 2018



# IDC: 将近 65% 的企业将在未来18个月向SDWAN迁移

NEARLY 65% EXPECT TO USE SD-WAN IN NEXT 18 MONTHS

ENTERPRISE ADOPTION,  
ADDITIONAL REQUIREMENTS

Over

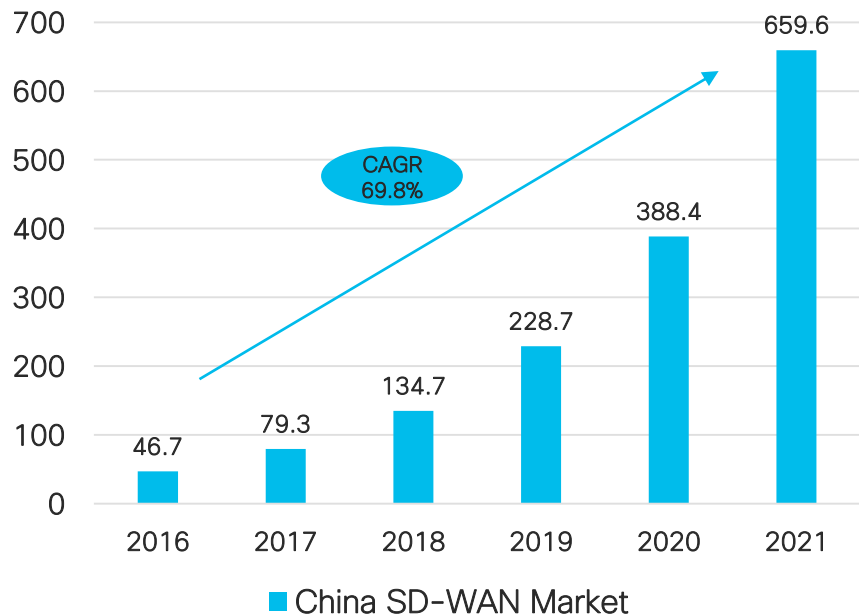
65%

of enterprises surveyed for IDC survey in July 2016 planned to migrate to a hybrid SD-WAN



...within the next 18 months<sup>4</sup>

2016-2021 Revenue(\$M) with CAGR



# 传统广域网架构必将被取代



用户体验不佳

- Delays enabling new connectivity
- Inconsistent application performance



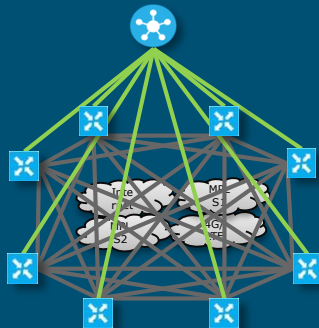
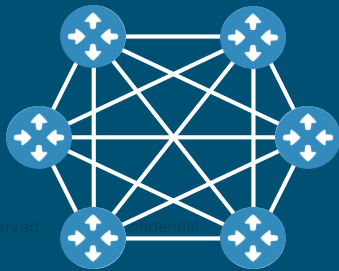
分支机构无敏捷性 & 链路费用高  
新WAN互联需求 - Cloud, IoT

- Difficult to manage multiple network devices
- Increasing bandwidth demands



安全管理困难

- Support non-traditional devices
- Can't use the internet for SaaS



# Cisco SDWAN(Viptela)

全球超过 300+ 企业信赖的 SDWAN 解决方案

## 金融服务



## 医疗健康



## 制造业



## 零售



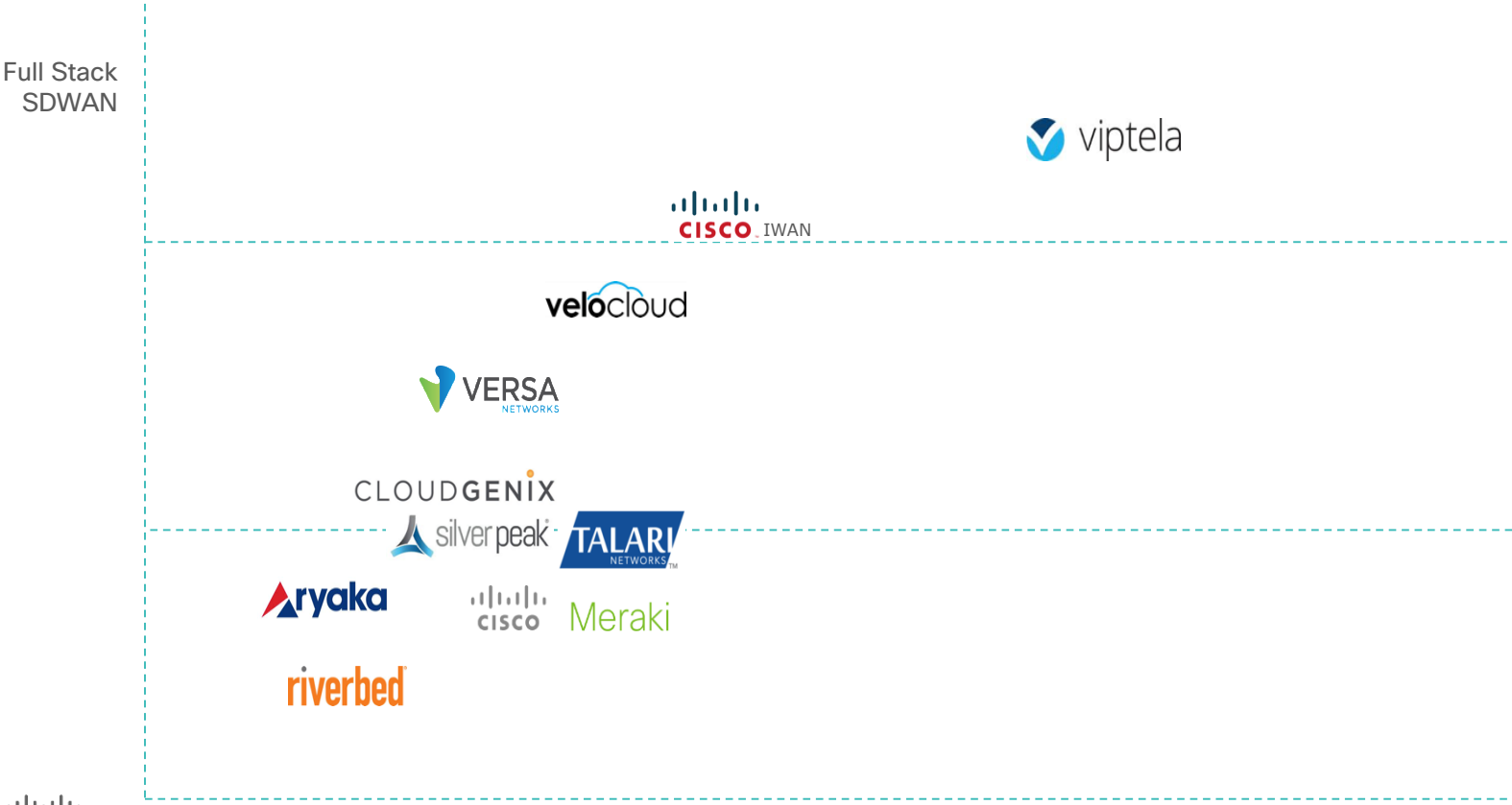
## 高科技



## 其他行业



# Cisco SDWAN -- 企业SD-WAN市场的绝对领先者



SMB Mid-Market Enterprise

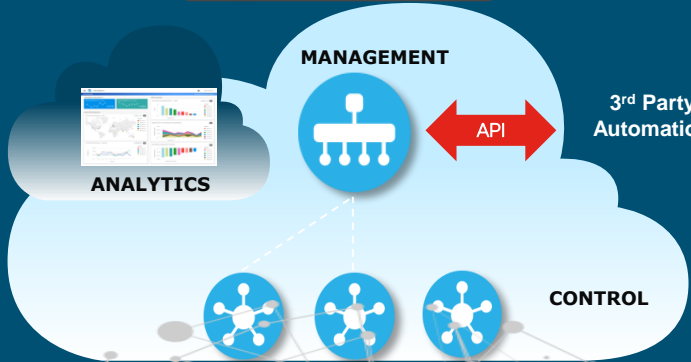
# Cisco SDWAN(Viptela) 架构

Cisco SD-WAN (Viptela) 解决方案

业务编排平面



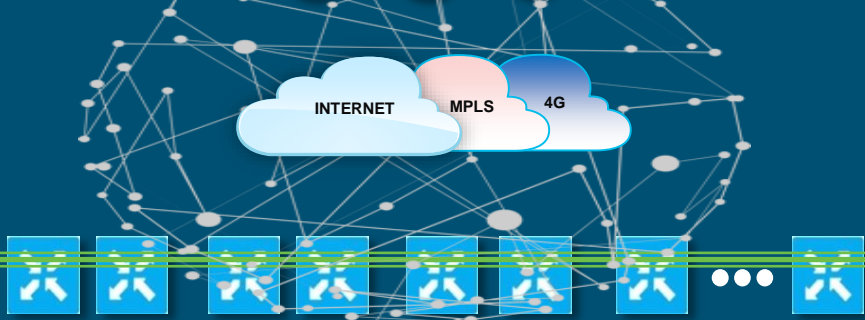
管理平面  
(多租户网络或者专有网络)



控制平面  
(容器或者虚拟机)



数据转发平面  
(物理机或者虚拟机)



Data Center

Campus

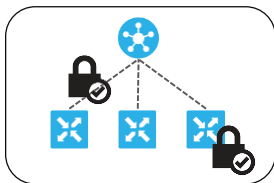
Branch

Home Office

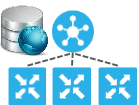
# Cisco SDWAN 4D 功能视图

## ——安全性

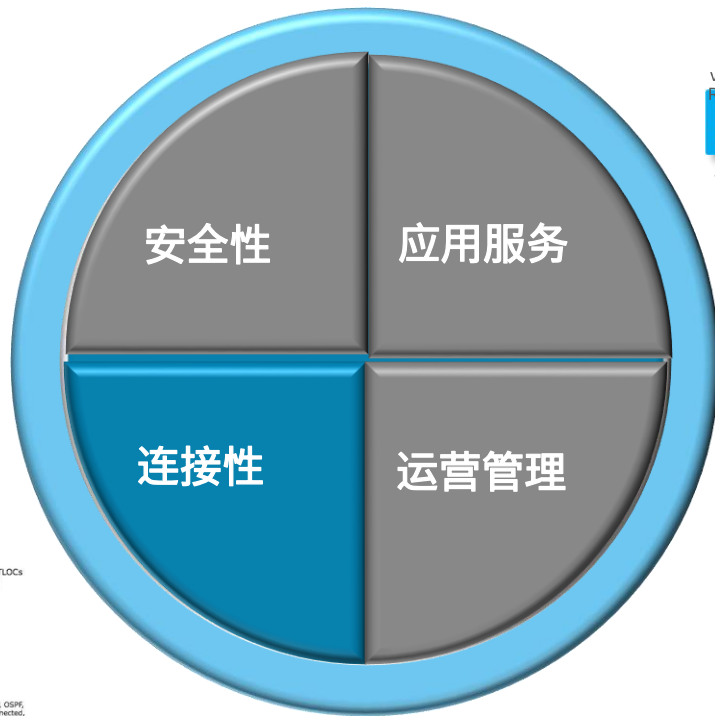
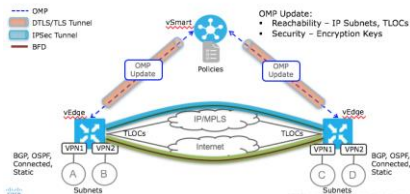
### 终端集成加密模块



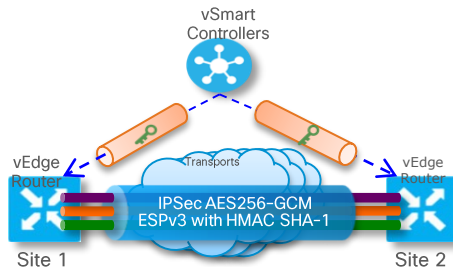
### 集中式白名单设备认证



### 密钥矩阵式分发管理



### 数据端到端加密



### 数据分段隔离



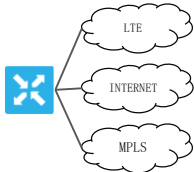
### 自动密钥更新



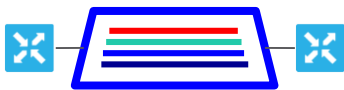
# Cisco SDWAN 4D 功能视图

## ——连接性

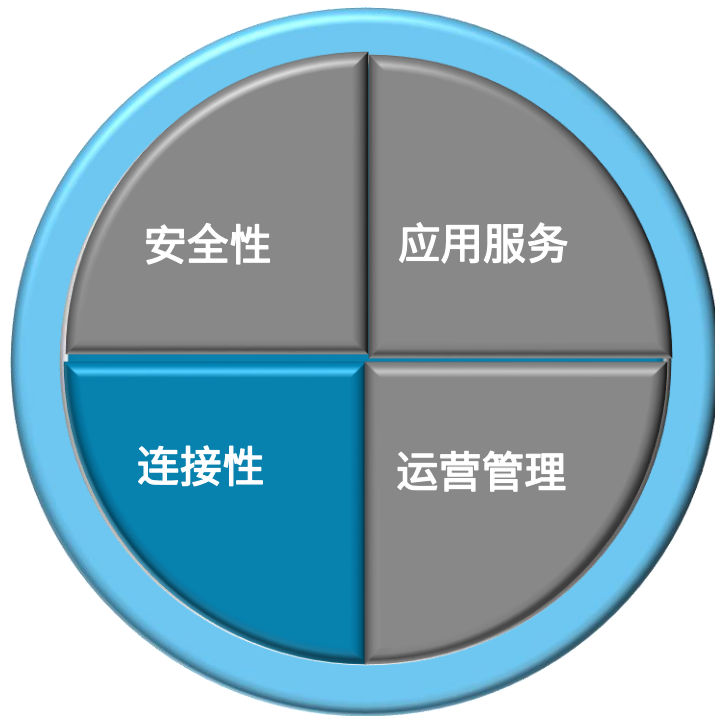
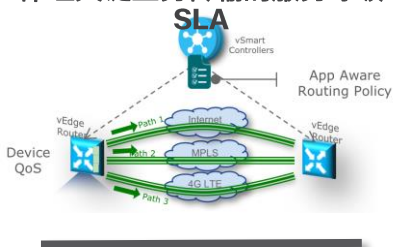
支持混合组网



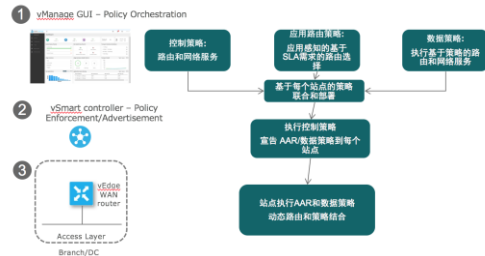
分段路由隔离



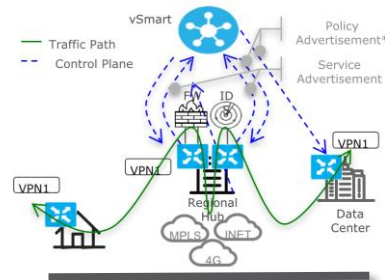
保证关键业务传输的服务等级



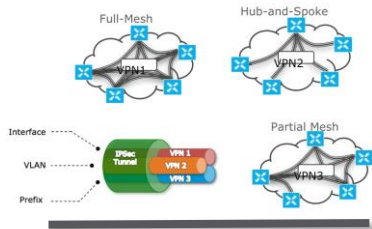
## 策略驱动的WAN架构 (策略增强动态路由)



自定义网络链条、服务插入



灵活构建基于分段的网络拓扑

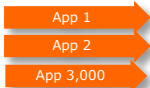


# Cisco SDWAN 4D 功能视图

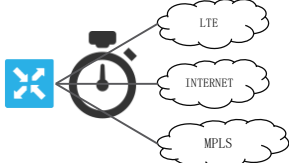
## 一一应用服务

### 应用识别及可视化

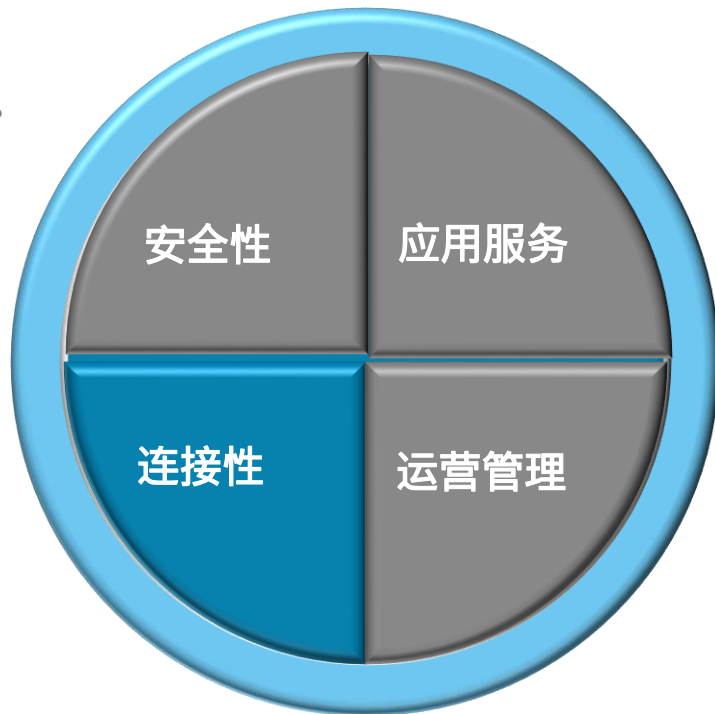
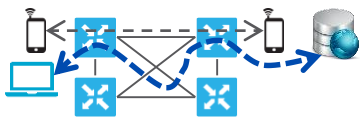
Deep Packet Inspection  
Over 3000+ application



### 应用传输SLA质量监测



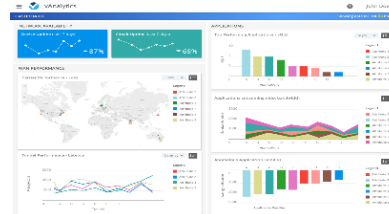
### 基于应用智能选路



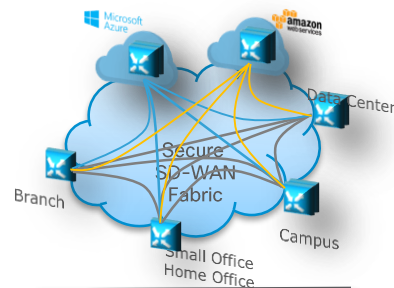
### 集中式策略编排



### 丰富的应用分析数据呈现



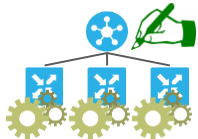
### 应用云迁移就绪



# Cisco SDWAN 4D 功能视图

## ——运营管理

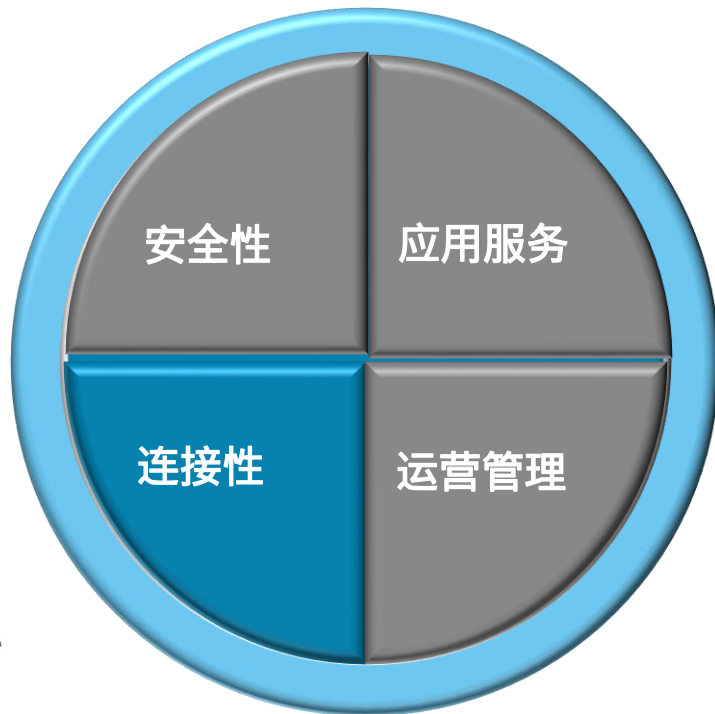
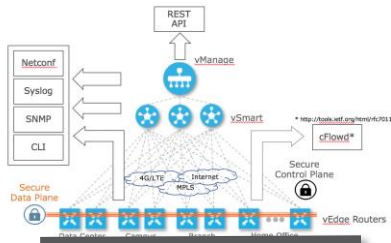
集中式管理、分布式执行



基于模板的配置



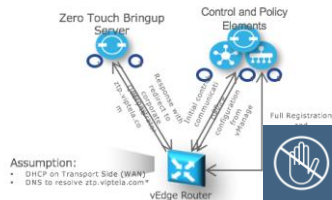
开放式架构、可编程接口



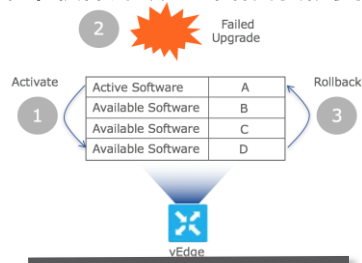
简单统一用户界面



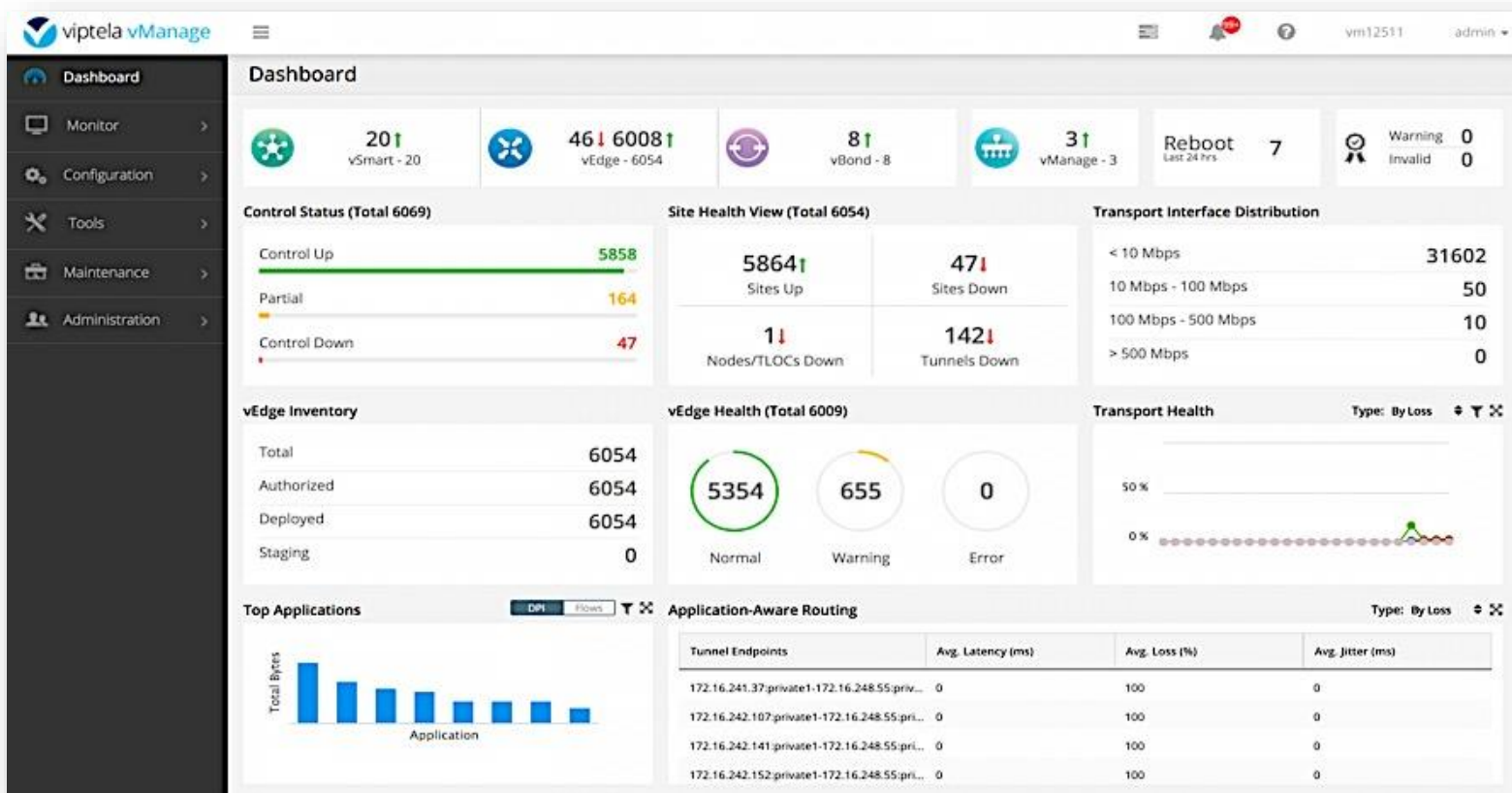
零接触—远程开局部署



集中软件升级、出错自我修复

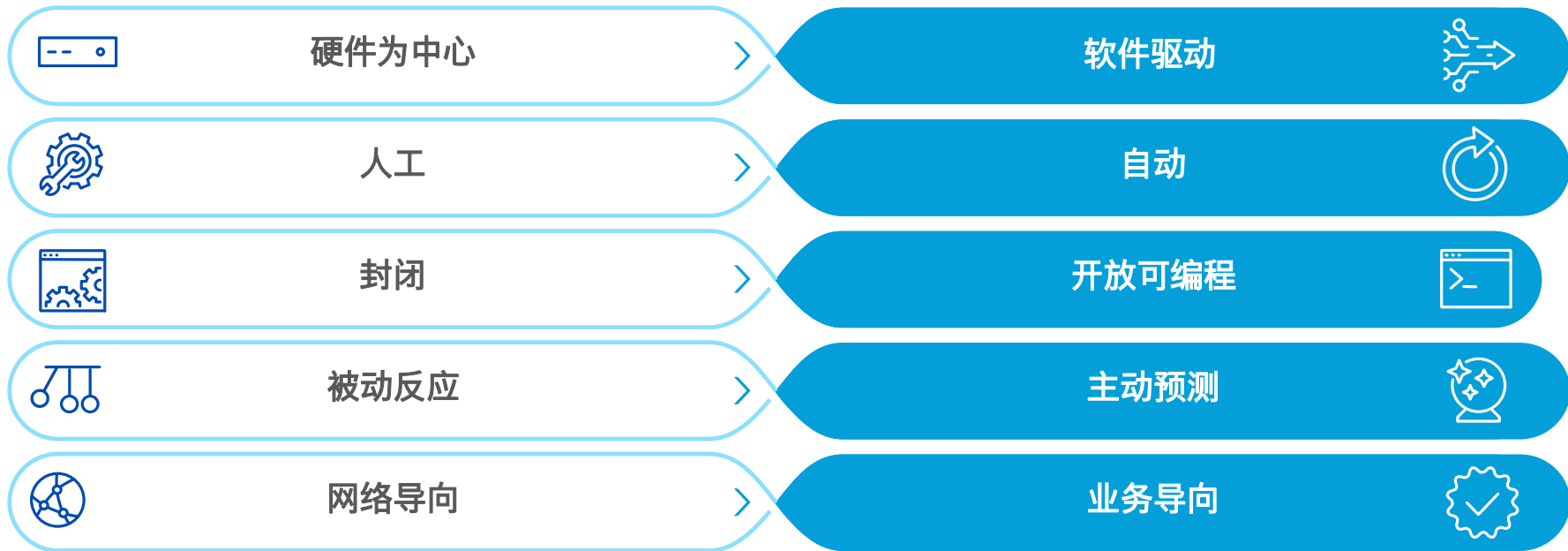


# 集中式管理与监控



# Cisco SDWAN 广域网连接的变革

## ——SDWAN全新数字化网络



云部署 & 企业On Prem部署  
Hosted, delivered, managed

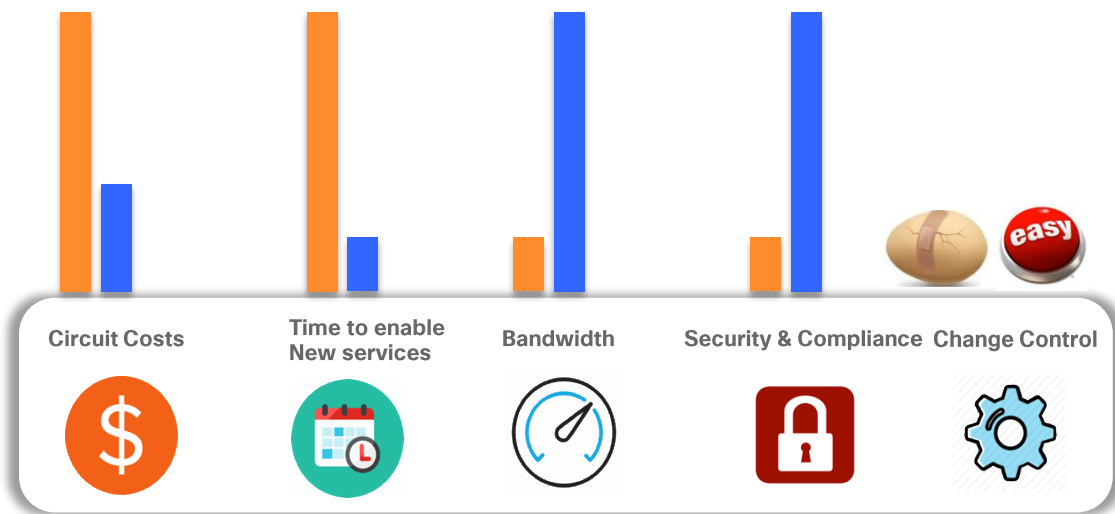
自动化 & 可扩展  
Speed, flexible, zero-touch,  
policy driven

安全 & 合规管理  
Segmentation,  
threat mitigation

质量保障 & 智能分析  
Users, applications, devices

# 真正的节省广域网运营开支

- 链路费用
- 启用新服务时间
- 带宽利用率
- 安全和合规要求
- 管理控制



## 50% 费用节省

- Reduced CapEx & OpEx
- Simplified Management
- Rapid troubleshooting

## 10倍 WAN带宽提升

- No capacity restraints
- No Choke points
- Instantly add bandwidth anytime, anywhere based on application requirements

## 5倍 云应用性能

- Cloud Aware architectures and SLA-based traffic steering deliver blazing performance for applications like O365, AWS, SFDC, and more



# Cisco SDWAN 对客户价值



节省运营/线路费用



灵活WAN链路选择&服务插入



端到端安全



应用感知&性能优化、可视化



云迁移就绪



简化管理&零接触部署

# Value for Partners

Capture more SD-WAN market share



## Grow Recurring revenue

Increase both on premise and recurring revenue with Viptela & Cisco solutions

## Reduce customer churn

End-to-end provider of SD-WAN solutions for branch, WAN, and cloud solutions

## New managed services

Full stack offering with industry's broadest branch and WAN services

# Cisco SDWAN - vEdge 产品型号

*Small Office  
Home Office  
100 Mbps*

*Branch  
Campus  
1 Gbps*

*Large Campus  
Data Center  
10 Gbps*

*Cloud  
Virtual vEdge  
(2 Gbps +)*

*cloud  
Interconnect  
(2 Gbps +)*

*vEdge capabilities integrated into all  
IOS-XE platforms (ISR, CSR, ENCS,  
ASR1K)*

vEdge 100b  
vEdge 100m

vEdge 1000

vEdge 2000



Private Cloud



CSR



ISR4K



ASR1K



Available Now  
(Except AWS/Azure, will expand AliCloud)

目标 2018/7

# Viptela Case Study: Global Retailer



**40%**  
Reduction in  
WAN Costs

## CHALLENGES

Reduce OpEx and CapEx costs

Re-energize customer  
in-store experience

Improve mobile application performance

## VIPTELA SOLUTION

Viptela SEN infrastructure

1600 stores globally

MPLS → dual broadband

7 Segments – PCI, guest WiFi, security

## BUSINESS OUTCOMES

**26x** Bandwidth improvement

**5x** Improvement store conversions

**\$20M** Saved over 3-years



# Viptela Case Study: Tesla Motors



GET THE NEWS FIRST

**80%**

Less time  
for deploying  
new branch  
WAN

## CHALLENGES

- Couldn't enable SaaS Apps
- IT traveling to new store for opening
- Simplify branch IT operations (incl ATMs)

## VIPTELA SOLUTION

- Viptela SEN infrastructure
- 80 locations
- Augment MPLS with broadband

## BUSINESS OUTCOMES

- 10x** Bandwidth Improvement
- 4x** Improvement in app performance
- 2-5** Sites deployed per night
- 1.5** Engineering hours plan / site (contrast with 40 hours earlier)

# Call for Action 呼吁行动

- **SD-WAN 热门话题:** 主动和客户聊一下 SDWAN 热门话题及未来趋势
- **确定需求:** 根据客户关心的广域网问题，切入SDWAN解决方案
- **我们是SD-WAN市场主导:** 向新客户、老客户销售SDWAN方案，思科SDWAN是业界最佳解决方案，没有之一





# THANKS !

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**舞动未来**

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