colt

SD WAN 2.0 Webinar

Prepara la tua rete al futuro garantendo scalabilità, velocità e sicurezza

colt

Stefano Nicastro

Sales Engineers Director

South Europe di Colt

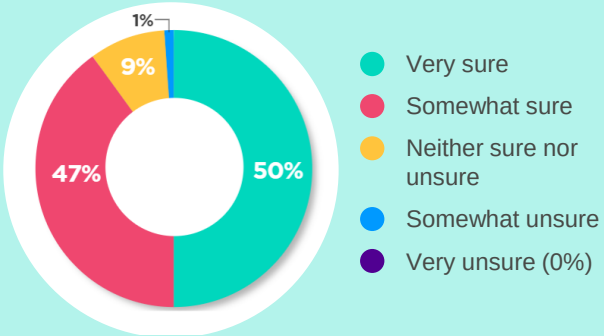
By 2024, 60% of enterprises will have implemented SD-WAN, compared with about 30% in 2020*

What's driving this growth?

Cloud migration continues to be a key pillar of enterprise digital transformation

76% of companies are using two or more public clouds, with an average of 2.3 clouds in use

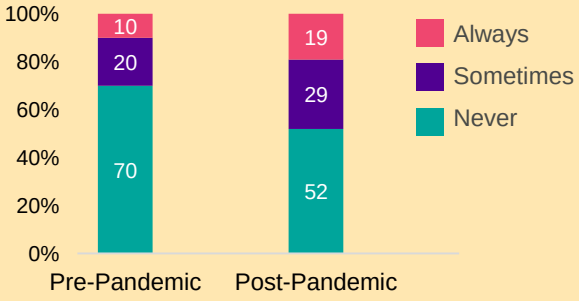
How sure are companies that SD WAN will help you achieve your cloud goals?



Remote & hybrid working is increasingly a must-have for business globally, even post-pandemic

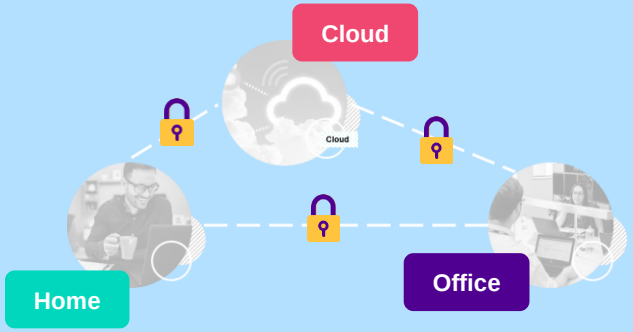
73% of employees desire to continue with flexible remote working post-pandemic

Percentage of Employees Working Remotely, Projected



Security has evolved while remaining mission-critical – it now must sustainably support today's distributed networks

By 2024, **over 60% of SD-WAN customers** will have implemented a SASE architecture



* Gartner 2020

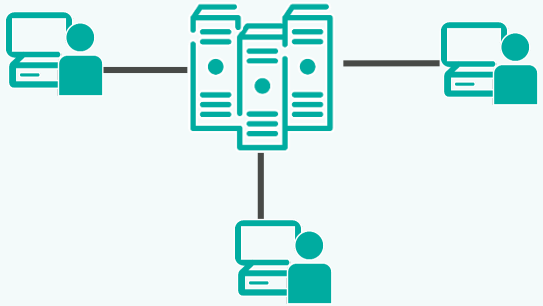
Architectures transformation

Old World

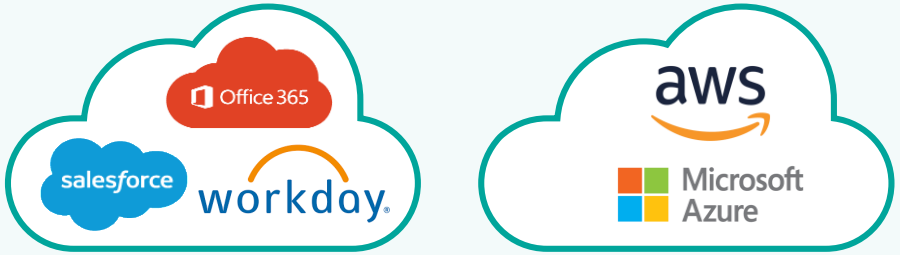
New World

Application transformation

Application in centralized Data centers



Cloud-based application



Network transformation

Hub & Spoke Network

Direct to Cloud

Remote working

Remote Access to the private network is no longer the main issue. It is the increasing number of remote workers, bandwidth towards SaaS

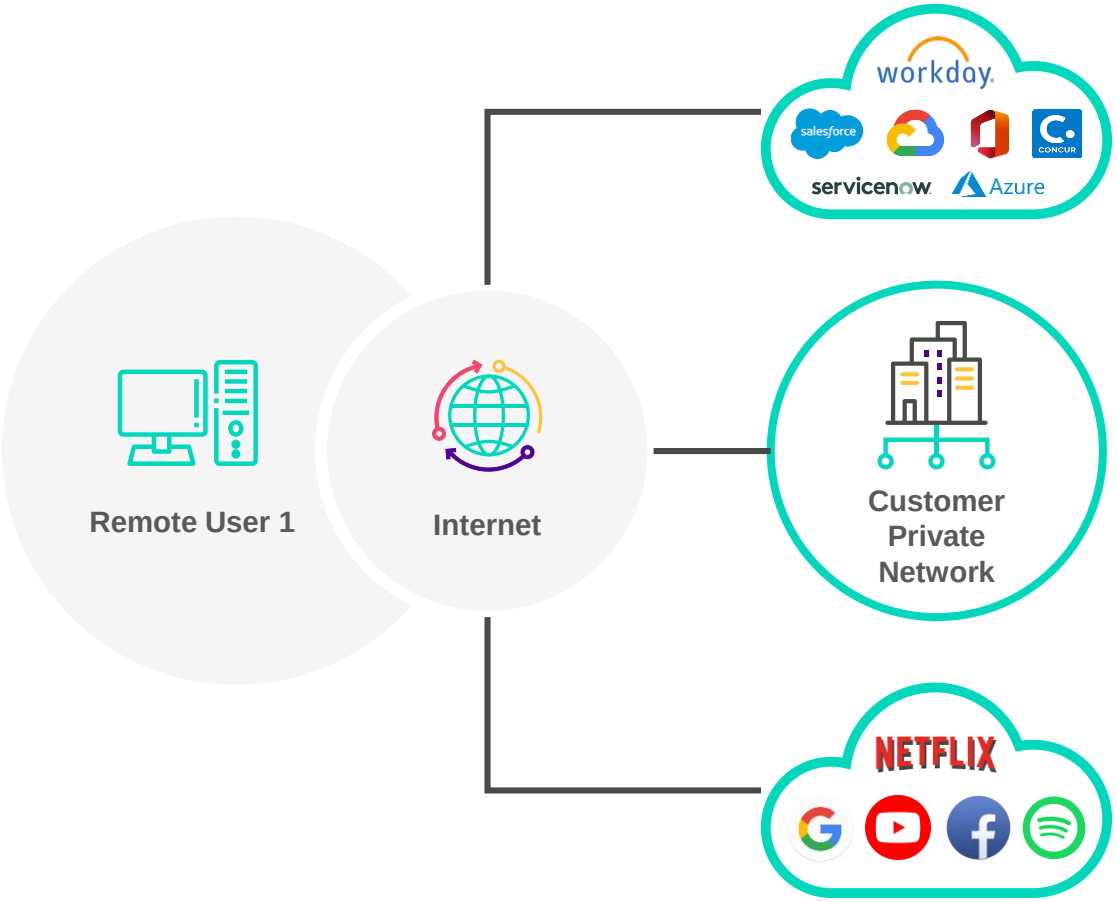
Access – It's not *just* about network-level access to data & apps anymore – the data and apps reside in lots of different places

Visibility - How do you manage the multiple risks of employee internet usage if users are not in the office?

Physical Location - With users increasingly harder to pin down to specific locations

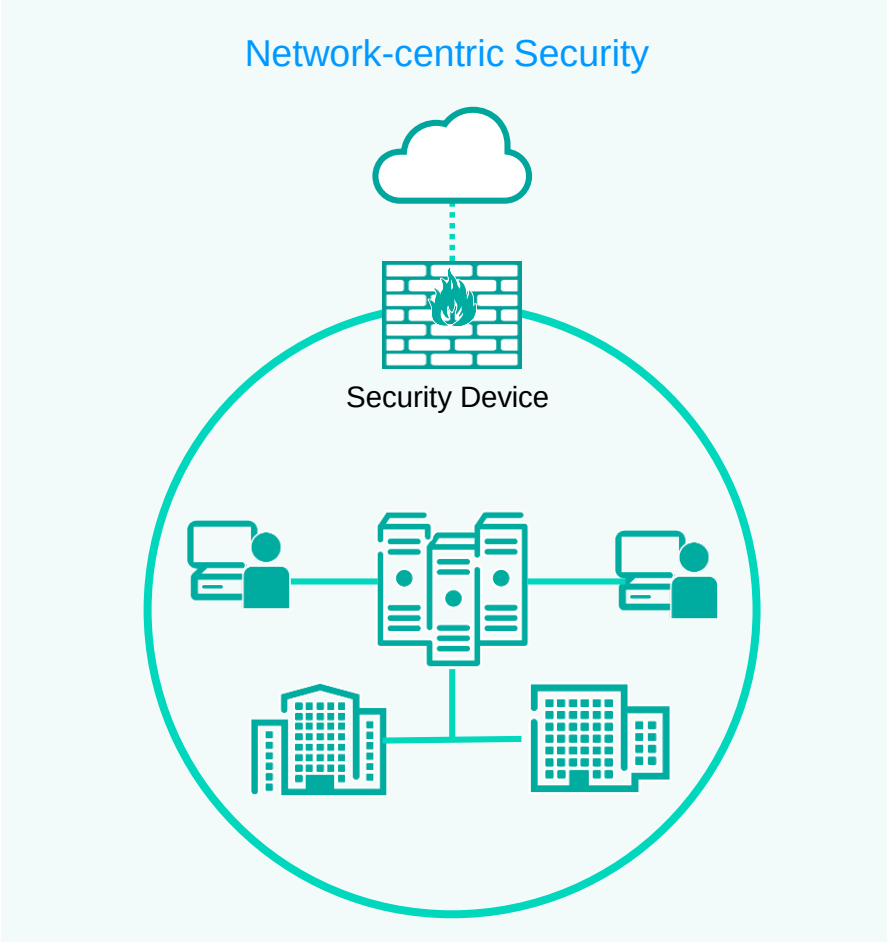
Security is the key to managing traffic between enterprise and home sites

Scalability challenges (increase/decrease) during uncertain times

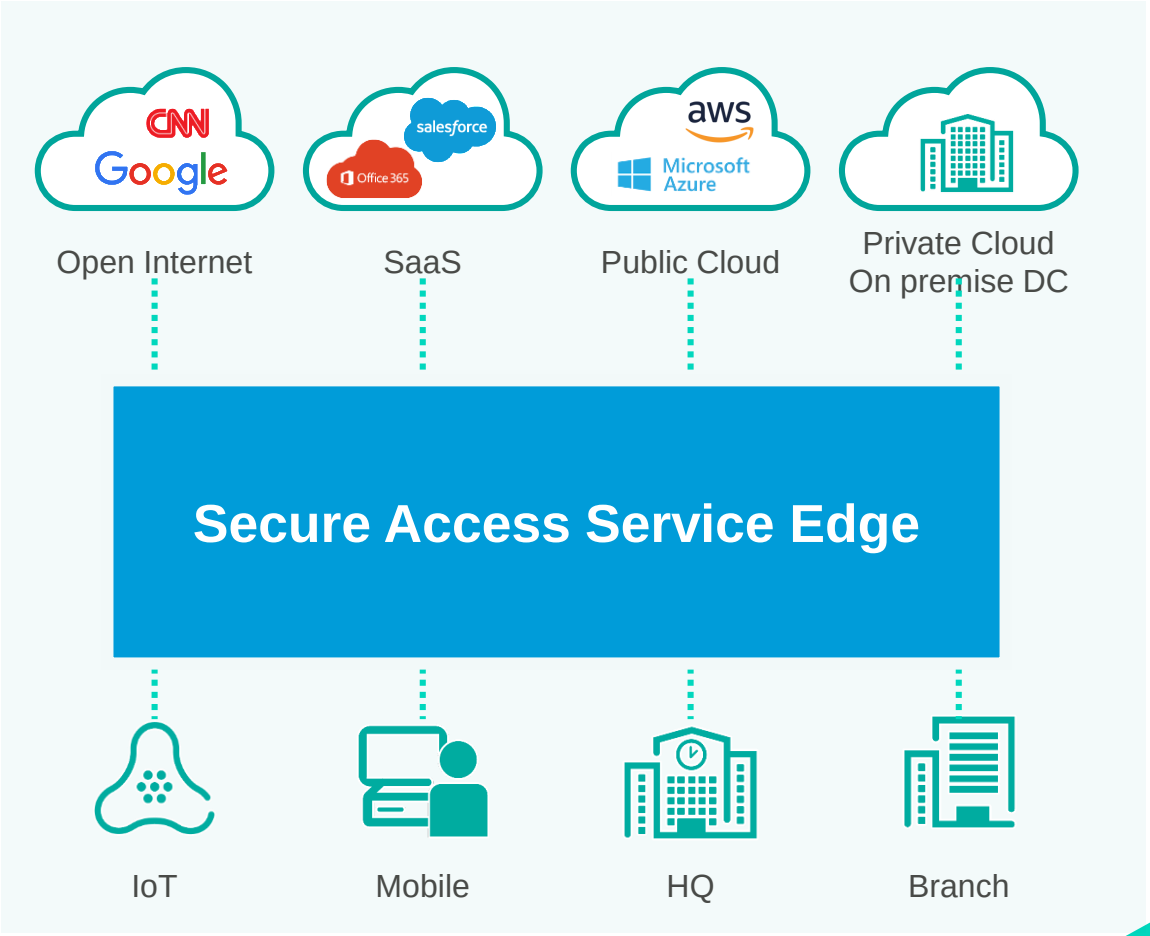


Security Transformation

Old World



New World



Enterprises need a new WAN approach

Challenges

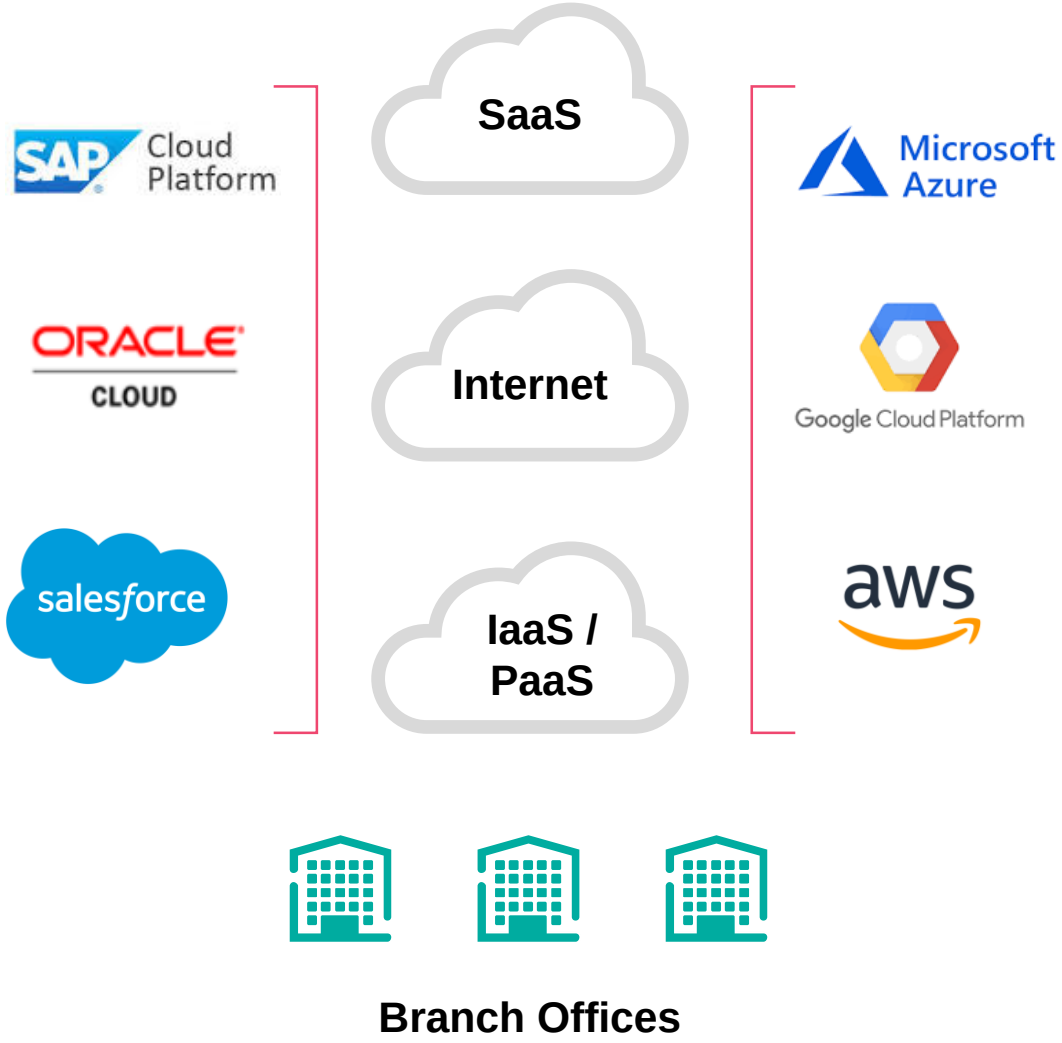
Limited in-house skills and personnel

Applications increasing in number

Increasing Cloud adoption with multiple locations and providers

Intensifying bandwidth and QoS requirements

Static Capex and Opex budget



Requirements

Managed service support

Security & compliance

Agile, intelligent connectivity

Business continuity

Strong peering structure with CSPs

Innovation and digitalization

Cost-effective, future-proofed solution

A new WAN platform to meet requirements of today's enterprises

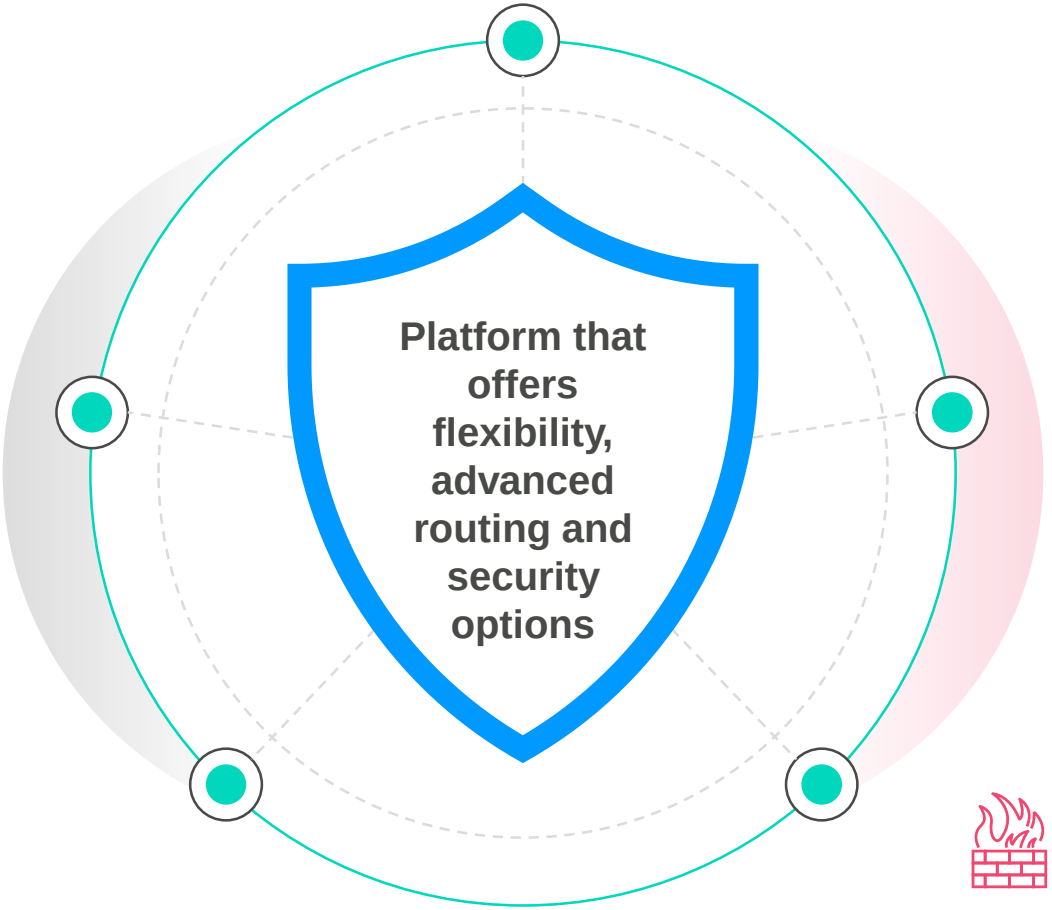
WAN that is agile to changing requirements

Intelligent, programmable rules-based WAN routing services

Encryption and secure segmented WAN architecture

Essential and application aware routing

Centralized management with API integration



WAN with security options that include SASE, Firewall and Threat Prevention services

Intrusion Detection and Prevention Services (IDS/IPS)

Anti-malware and Anti-Virus protection

CASB (Cloud Access Security Broker)

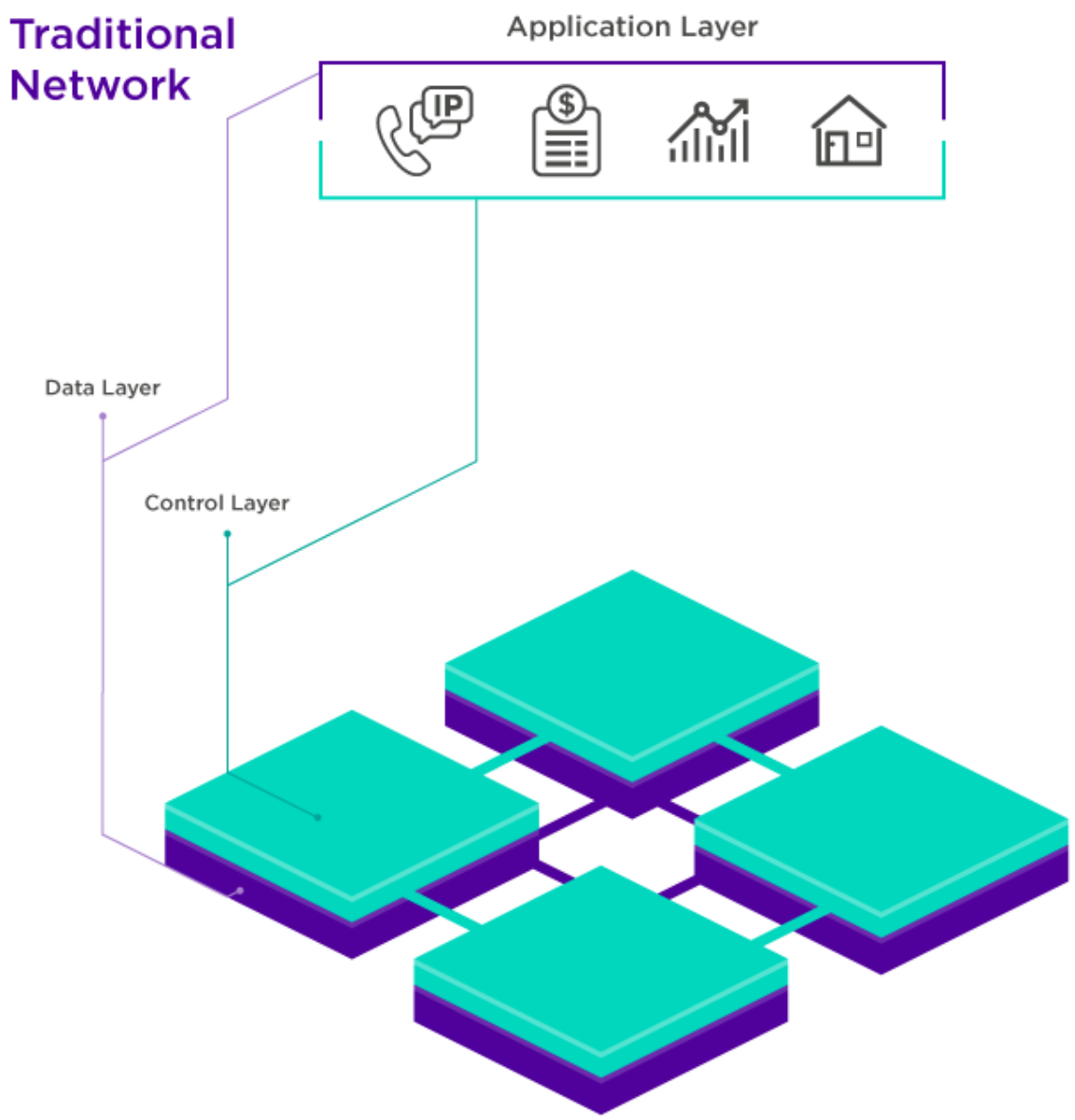
Zero Touch Network Access (ZTNA)

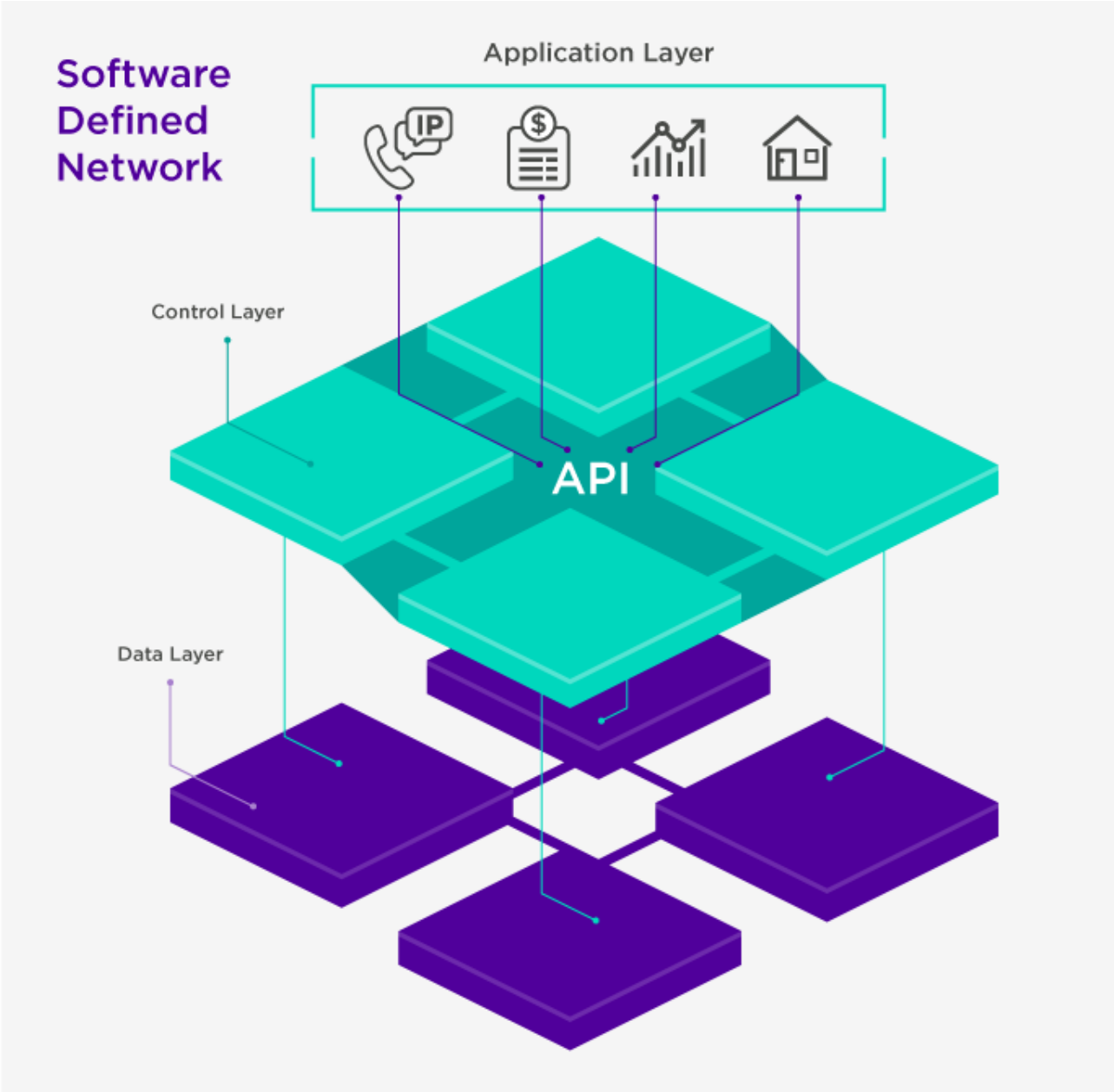
Cloud-based NGFW

DNS, IP and URL filtering

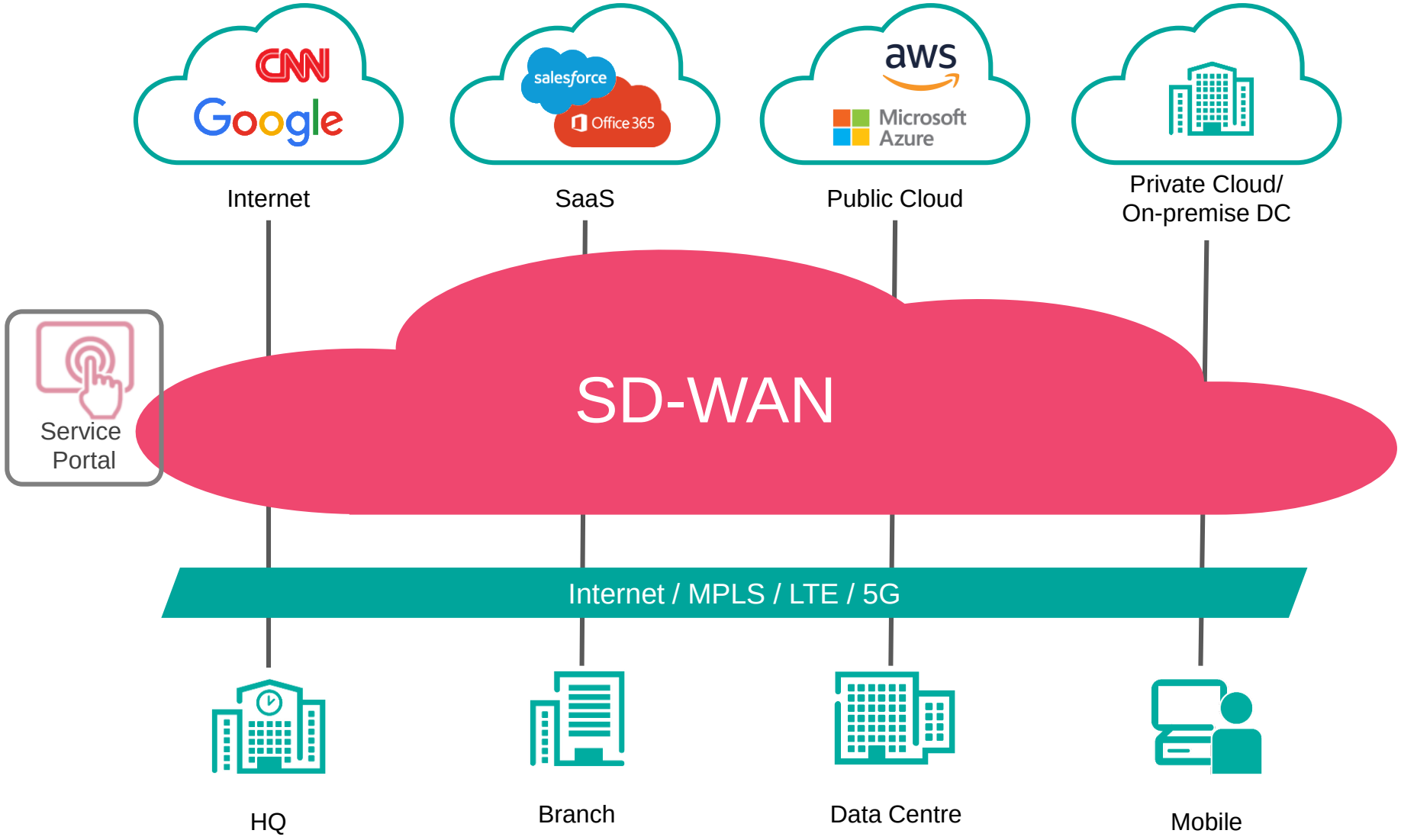
DDoS protection

What is Software Defined Networking?





What is SD-WAN



SD WAN benefits

Cost benefits

Multiple access types to connect a site: MPLS, Internet, 3G/4G, etc.

Can use lower cost access for low priority traffic, with high priority traffic routed across premium MPLS paths

Resilience & flexibility

Mix & match multiple access types to achieve the desired reliance

Dynamic path selection for load sharing and backup across multiple connections types from a single branch

Value added Services

Software layer (overlay) on top of network connectivity (underlay) can provide value added services, such as security, WAN optimisation, analytics

Easy to manage

Easily manage all traffic on chosen application from one central point.

Zero-touch provisioning at a branch, one CPE device can act as a router, firewall, & application performance monitor

Faster Delivery

Using your existing Internet access enables a much quicker service deployment than leased lines

Optimised performance for cloud and SaaS

Break-out to Internet closer to users, to reduce latency to cloud-based services

Optimise performance by managing traffic on chosen application with thresholds and change traffic patterns

Enterprise involvement in different deployment options of an SD-WAN

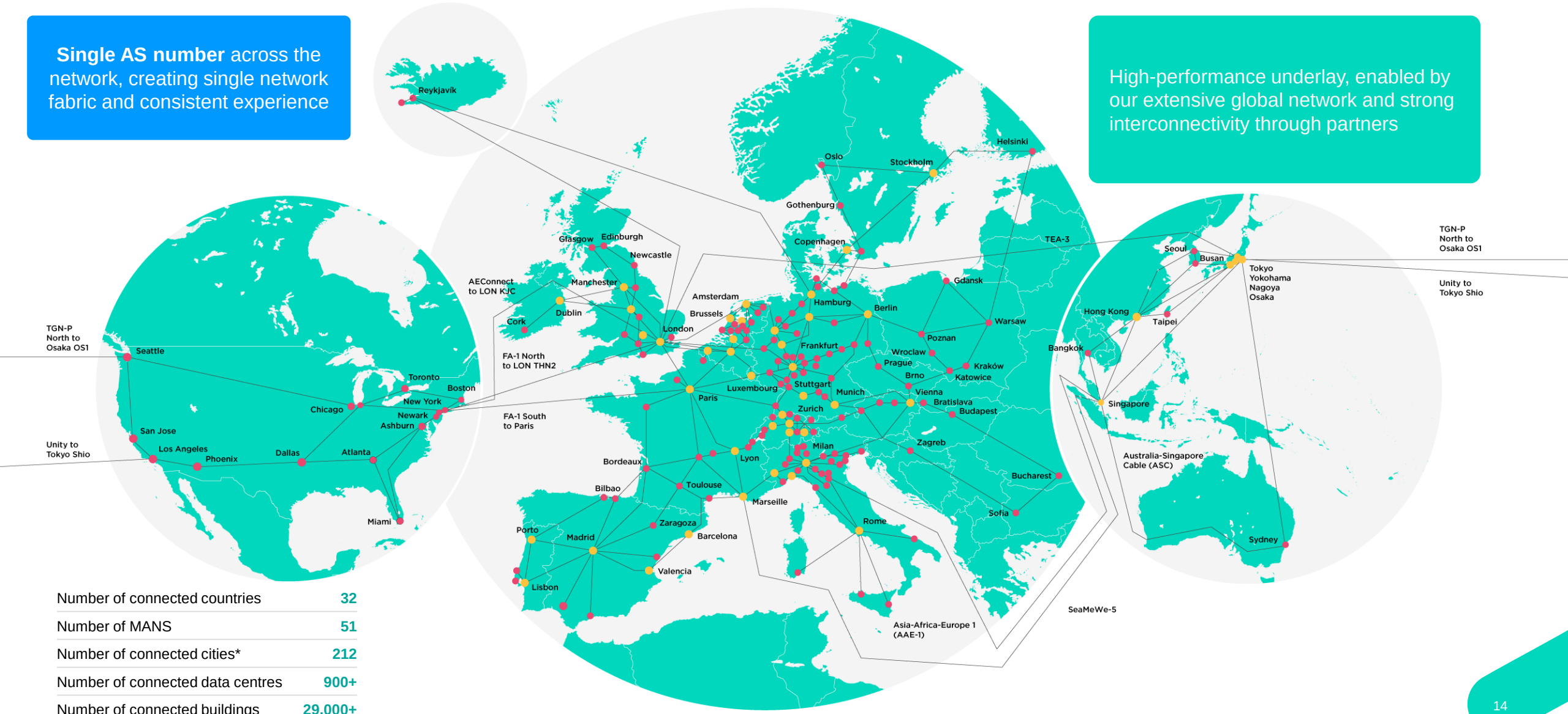
	DIY	Co-Managed	Fully-Managed
Integrated solution design	✓	✗	✗
Solution implementation	✓	✗	✗
In-life Management	✓	✗	✗
Incidents Management	✓	✓✗	✗
Traffic, application, security policies management	✓	✓	✗
Procurement of vendors and links suppliers	✓	✗	✗
	For large enterprises with high level of internal skills and expertise in network design and management and capability to provide 24/7 network support in-house	For enterprises without required internal skills to manage an SD WAN solution but wish to maintain visibility and control of their underlay	For enterprises without required internal skills and expertise to build and manage an SD WAN who prefer a direct, consultative relationship with the NSP

Colt SD WAN Overview

Our network: delivering optimised underlay connectivity

Single AS number across the network, creating single network fabric and consistent experience

High-performance underlay, enabled by our extensive global network and strong interconnectivity through partners



Number of connected countries	32
Number of MANS	51
Number of connected cities*	212
Number of connected data centres	900+
Number of connected buildings	29,000+

The Colt IQ Network

Powered by colt IQ Network

Our fully-owned, intelligent global network, connecting 29k+ enterprise buildings and 900+ data centres

Any transport type

We provide **Ethernet**, **MPLS**, **Internet**, **SD WAN**, **IP VPN** and **Wavelength** connectivity solutions

Any cloud

We are **Gold** and **Premium Partners** with all major cloud providers – with leading number of connections, reaching 90% of the market

End-to-End SLAs

We own every part of our own network **end-to-end**, so we can ensure services maintain their quality globally

Competitive pricing

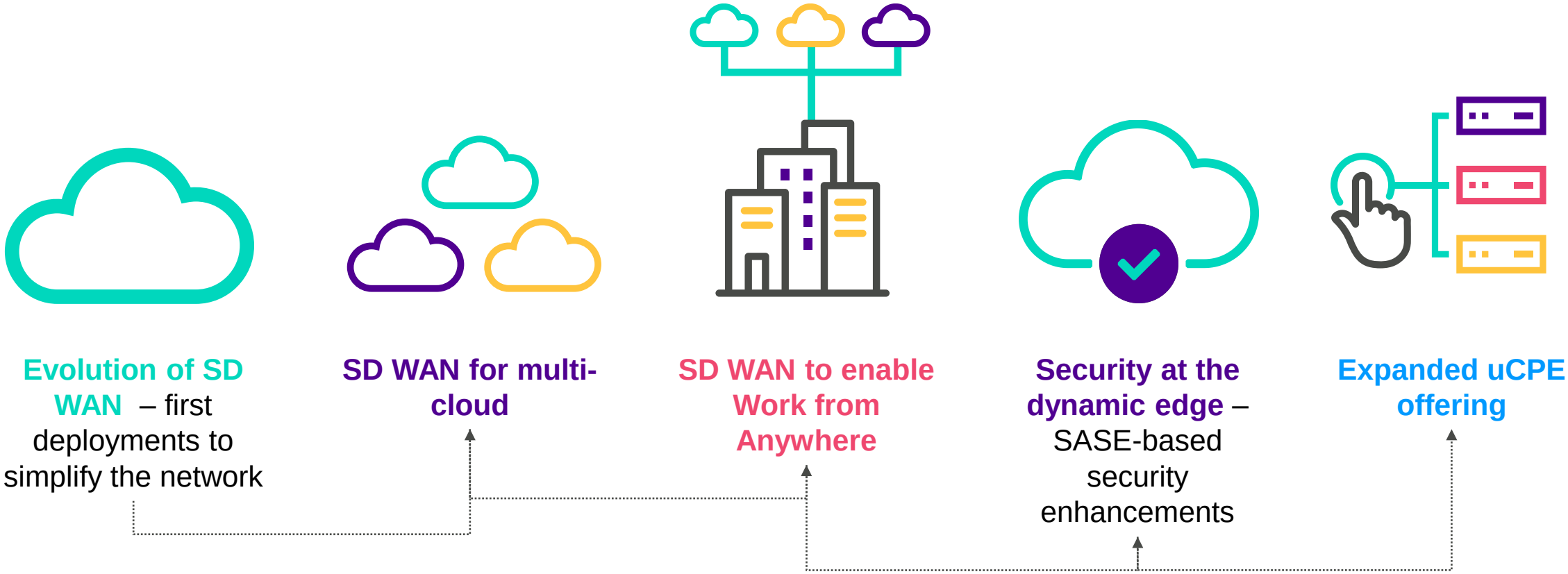
Owning our network also means we can deliver **competitive pricing** across our services

Data security

Your data stays on our network for longer, rather than traversing third-party networks – meaning your data stays secure

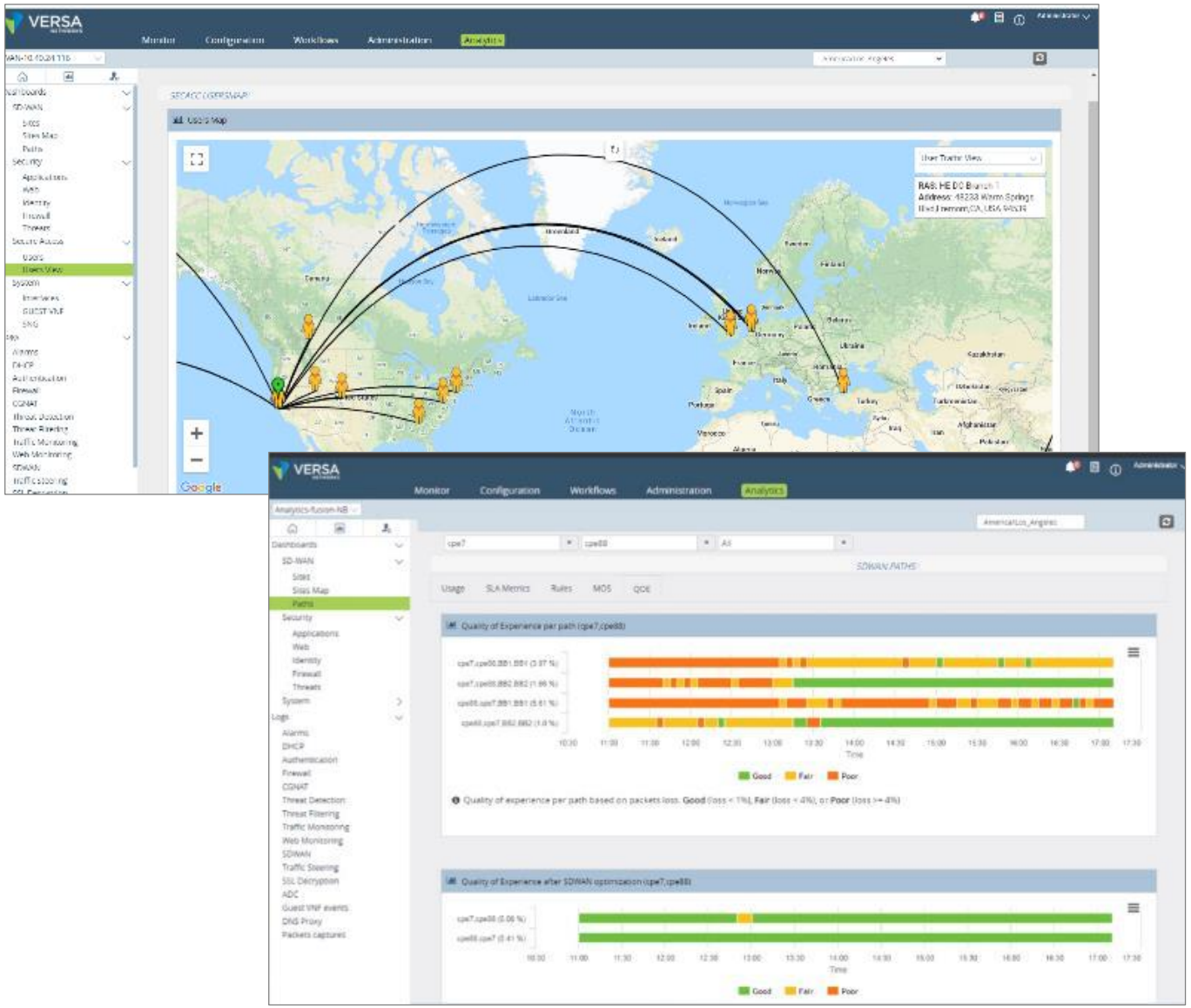
Microsoft Azure · Google Cloud · IBM Cloud · aws · Alibaba Cloud · SAP · vmware

The evolution of Colt SD WAN



Powerful Analytics

- Versa Big Data Platform
- Visibility and insights for SD-WAN, Security, Secure Access & Routing Services
- Complete support for Syslog & IPFIX. Compatible with existing SIEM, monitoring and reporting systems
- Meantime to Innocence
- Monitor User Experience across the network.



NETWORK INSIGHTS & CAPACITY PLANNING

Colt SD WAN at a glance

Self-service SD WAN Portals

Executable | Programmable | Cloud

Network Insights | Analytics | Reporting

Colt SASE

- SD WAN
- Secure Web Gateway
- Firewall as a Service
- Cloud Access Security Broker
- Zero Trust Network Access

Colt SD WAN

- Analytics
- Security
- WAN Optimization
- Remote Access
- Multi-Cloud

Standardised Service Packs – for simpler, flexible ordering per site

Any Transport

- MPLS
- xDSL
- Internet
- 3G
- 4G/LTE

Any Location

- Branch
- Edge/uCPE
- Cloud

Leaders in SD WAN, CX, network coverage, and cloud connectivity

Automation & SDN/NFV Innovation

15TH ANNIVERSARY
global carrier Awards 2019
WINNER
Best SDN/NFV Deployment
AT&T & COLT TECHNOLOGY SERVICES

Colt and AT&T MEF LSO Sonata API application

LAYER 123 NETWORK TRANSFORMATION AWARDS 2021
WINNER!
SD-WAN Service Excellence
colt

SD WAN Service excellence

LAYER 123 NETWORK TRANSFORMATION AWARDS 2021
WINNER!
SD-WAN and SASE Excellence
colt

SD WAN and SASE Excellence

Colt is one of few network service providers certified for MEF 3.0 SD-WAN services

MEF 3.0 CERTIFIED

Portfolio, Strategy, CX & Execution

global carrier Awards 2020

Best Global Wholesale Carrier - DATA

wca THE WORLD COMMUNICATION AWARDS 2021
Operator of the Year
WINNER
colt

Operator of the Year

wca THE WORLD COMMUNICATION AWARDS 2021
CEO of the Year
WINNER
Keri Gilder
CEO
Colt Technology Services
colt

CEO of the Year

UKCXA® '21
UK Customer Experience Awards
B2B Customer Experience
SILVER AWARDS WINNER

UK Customer Experience Awards B2B Customer Experience

European Contact Centre & Customer Service Awards 2021

Most Effective Business Transformation Programme

FROST & SULLIVAN

Customer Value leadership award Leading SD WAN provider

Network & Coverage

global carrier Awards 2021 Winner

Best Network Technology Innovation

NGON & Optical DCI AWARDS

Best Data Centre Interconnect Provider

Cloud Connectivity

15TH ANNIVERSARY
global carrier Awards 2019
WINNER
Best Cloud Innovation
COLT TECHNOLOGY SERVICES

Colt Dedicated Cloud Access Best Cloud Innovation

Leading Lights AWARDS 2020
WINNER

Most Innovative Telco Cloud Strategy

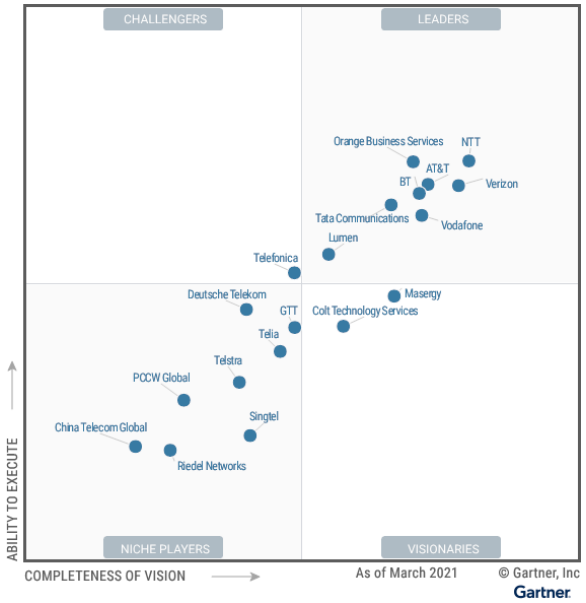
WINNER
GLOTEL AWARDS 2021

Most Innovative Cloud Service

How analysts and customers see us

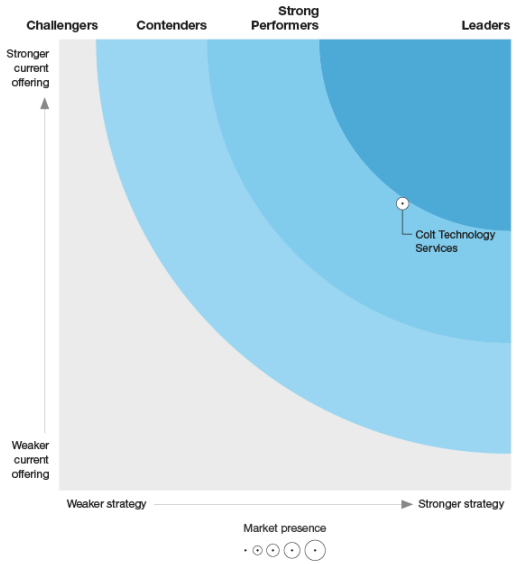
Gartner

Colt is in the Gartner Magic Quadrant for Network Services, Global for the second time in the **Visionary** segment – Mar 2021



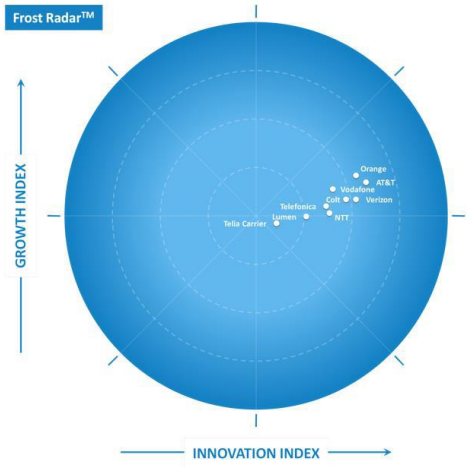
FORRESTER

Colt enters the Forrester Wave for SD WAN Services as a **Strong Performer** – Q3 2020



FROST & SULLIVAN

Colt enters the Frost Radar™: European Managed SD-WAN Services Market – Oct 2021



"The decisive factor in choosing Colt's SD WAN solution was not the proposal for this technology, but rather Colt's promise to ensure a smooth transition to the new technology. Where we've migrated, things are going fantastically."

- Martin Niehues, Head of IT at COMPO

"Colt showed they had taken our needs and priorities on board. With SD WAN, they proposed an advanced technology solution that fitted the bill perfectly and simplified the complexity of integrating acquired companies' networks."

- Paolo Pessi, ICT Director, Fintyre

Industry-leading partnerships

Colt's key SD WAN partners are recognised innovators; the top two leaders in the SD WAN market – representing a combined **35%** share of revenue globally [Omdia]

Versa Networks, the leader in SASE, combines extensive security, advanced networking, full-featured SD-WAN, genuine multitenancy, and sophisticated analytics via the cloud, on-premises, or as a blended combination of both to meet SASE requirements for small to extremely large enterprises and Service Providers.

As a proven leader in the WAN edge infrastructure for any-size enterprises, VMware SD-WAN enables WAN edge transformation and delivers enterprise IT agility, and operational simplicity and efficiency, securely, cost-effectively, and at scale, with the industry-leading networking and security convergence SD-WAN platform.

SD WAN Customer Cases

Customer Success Story

Customer
Clothing brand and retailer

Industry
Fashion retail

Produkte and Services
Colt SD WAN Services

Locations
Over 100 globally

Number of employees
14,000

The solution

- Changeover of the network infrastructure to a global SD-WAN
- Supply location with high-performance and flexible connectivity with fast and smooth service management

Partnership

“Colt cares about its client and proposes improvements and projects that fit our needs. It does not have a short-term approach, but rather it is committed to a solidified relationship based on years of working side by side."
(Network manager, Clothing and Retailer brand)

Requirements

- The Swiss headquartered multinational group was looking to digitalize the customer experience within physical and virtual shops, tracking and measuring customer behavior and broadcasting live fashion shows and presentations.

Why Colt?

- Strong SD WAN solution
- International presence
- Security and Proactive Management

The result

- Gained flexibility
- Traffic management capability to individually always configure network according to business priorities and available resources.

Customer Success Story

Customer
Italian coffee brand leader

Industry
Retail coffee

Produkte and Services
Colt SD WAN Services

Locations
20 in Italy and globally

The solution

- Supplied offices, HQ and Hub sites with reliable and diverse SD WAN connectivity enabling real-time performance management.

Partnership

"Colt's proactive consultancy and collaborative approach helps us to deliver both short term and long-term changes to our ICT operations as we introduce a future-proofed environment."
(CIO, Italian coffee brand leader)

Requirements

- The Italian coffee manufacturer underwent a geographical market expansion both in Italy and globally
- Networking was key to keep real-time communication within Europe and worldwide branches in order to increase speed, reduce the costs and accelerate the business response

Why Colt?

- Technical trust on SD WAN solution
- International presence
- Security and Proactive Management

The result

- Flexible and able to support quality of service (QoS) for new services such as voice
- Future proof solution to manage the growth of internet traffic

Storie di successo – Fintyre

Cliente
Fintyre

Settore
Distributore e venditore retail di pneumatici

Prodotti e servizi
SD WAN
Service Manager

Sedi operative
2 data center, 14 magazzini, 39 punti vendita in tutta Italia

Numero di dipendenti
Circa 600

La soluzione
SD WAN gestita con una gamma di connessioni di accesso e backup che soddisfano i requisiti dei diversi siti.

Il risultato
I siti Fintyre sono connessi da una SD WAN Colt totalmente gestita. La soluzione fornisce alti livelli di uptime, di qualità e di prestazioni della rete, oltre alla visibilità sul portale clienti Colt e al supporto proattivo di un Service Manager Colt.

Fattori di business: perché una SD WAN?
Fintyre ha accelerato la sua crescita con le acquisizioni. Ma interconnettere più reti di diverso tipo e garantire livelli di prestazioni elevati e coerenti è stata una sfida complessa.

Perché scegliere Colt?
È una soluzione tecnologica avanzata in grado di trasformare la rete di Fintyre, semplificare l'integrazione delle società acquisite e offrire un ottimo rapporto qualità-prezzo.

What are the points to keep in mind?

Why we are different:

Global network footprint
Through Colt's own fibre footprint and strong peering infrastructure, we can provide truly global service

Knowledgeable, global team –
offering close consultation to ensure success in your digital transformation, wherever you're located

Single network fabric with consistent experience
to ensure a reliable high-performance underlay

Cloud optimised
Leading number of cloud PoPs with top CSPs, underpinning integrated multi-cloud access feature

Product key benefits:

Scalability: A range of service packages per site offer huge flexibility and ease of design and deployment, so it's easy to expand your service, in both number of sites and bandwidth, as your business grows

Security: In addition to comprehensive built-in features like IDS/IPS and URL filtering, a full SASE solution is available to ensure security across your network and into the cloud

Modernisation of your network, including enabling hybrid topology of MPLS and cost-effective Internet; execution of multicloud strategy; increasing visibility and control of your network; and improving overall network performance

Next steps..

Iscriviti ad un workshop dedicato

Richiedi un workshop per la tua azienda, partecipa ad una sessione dedicata e individuale in cui possiamo aiutarti a rispondere ad alcune domande chiave per mettere a punto un solido piano per l’evoluzione della vostra rete e del vostro business.

https://information.colt.net/it/it/sd-wan-workshop-registration

colt

Grazie