4000 SD-WAN Sites. What we’ve learned so far.

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Macquarie Telecom

November 2019.
An organisation which charges substantial amounts of money in return for poorly delivered service, while avoiding building a relationship with its customers or understanding their business goals.

Synonyms: mediocrity, disinterest, arrogance, deception.
We believe that Australian telcos should be different.
Real people, right here in Australia.

An NPS that stands out in our any industry.

+65

Our Net Promoter Score:
5 execs

20 vendors

The final 3

We chose VeloCloud

200,000 services globally

We ran testing

SD-WAN is new to you, but it’s not new to us.
**What’s the market doing?**

**Gartner Predict**
40% of networks will be Hybrid by end of 2019

**Our experience**
90% of new networks are SD-WAN with about 30% of them being Hybrid SDWAN/MPLS since FY18

**Adoption is being driven in Australia by**
- Support for SAAS
- Management of Hybrid Cloud Environments = On premise, Private IAAS / Public Cloud (AWS/Azure)
- Visibility
- Management Simplification

**SD-WAN Vendors**
Grown from <20 to >100 in 2 years (2 years graph)
SD-WAN separates the control plane from the data plane in a network.

But SD-WAN isn’t a uniform proposition. Each solution does it a little differently.
Lessons learned

SD-WAN for Business
Stitching networks together. Link bonding matters.

- Link 1 (e.g. business nbn)
- Link 2 (e.g. 4G Dongle)
- Aggregated data pipe (Link 1 + Link 2)
An SD-WAN network

ZTP
L2 vs Internet
Firewalling
Designing networks is a two-step process
Managing networks

Monitoring

Troubleshooting

Voice

26 Gateways across 5 pops
Deep understanding of different architectures. Cloud connectivity operational for VMware, tested and productised for AWS and Azure.
Thank You!
Join the conversation

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