5 Reasons Why Carrier Neutral
SD-WAN as-a-Service has Enterprise Advantages

Cloud providers, like Amazon, Google, Microsoft and many others, have accelerated time to market, improved cost efficiencies, and leveraged economies of scale using virtually unlimited capacity. These benefits, and many others, have caused a massive migration of corporate data center applications to the cloud.

This cloud migration has brought unprecedented demand for low-cost broadband and LTE connectivity for accessing the cloud, empowered by Software-Defined networking (SD-WAN). SD-WAN simplifies the aggregation of multiple, diverse network links, and automatically prioritizes traffic between network links and paths to ensure reliable connectivity.

Unfortunately, there are many factors that conspire against enterprises looking to leverage SD-WAN to lower WAN costs, deploy branch office connectivity faster, and have freedom to choose the best networks for their organizational needs. These factors include, carrier contracts that are typically long-term and inflexible, large carriers are limited to a handful of players, fewer choices for local access and Internet at local locations, and the difficulties involved in changing providers. Each of these factors combine to give incumbent carriers leverage over enterprise customers, putting them at a disadvantage.

Large carriers will fiercely protect their revenue, and often put limitations on how they offer SD-WAN services. This runs counter to the enterprise's objective of using WANs as a competitive advantage, by lowering costs, gaining faster and more agile deployments, and efficiently matching network performance with application priorities. So how can organizations drive down enterprise WAN costs, while improving performance, reliability and agility? Let's examine some of the advantages of a carrier neutral SD-WAN as-a-Service.

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N E T W O R X

1. Carrier Neutrality

A carrier-neutral position means carrier diversity. This ensures the highest availability for the SD-WAN. Broadly speaking, carriers that offer SD-WAN services only use their own networks. An SD-WAN as-a-Service that delivers and manages diverse, carrier-neutral Internet connectivity globally, including fiber, copper, broadband, 4G and line-of-site wireless, will eliminate a single source of failure.

Furthermore, an independent SD-WAN service provider will deploy LAN/WAN IT professionals to install, configure and manage the SD-WAN. Carriers use telecom staff, who traditionally don't cross the demarcation point within a building.

2. Global Cloud Gateways

A carrier neutral SD-WAN as-a-Service that leverages cloud-based gateways globally, can deliver business applications with low latency, and easily support diverse cloud services. SD-WAN solutions that are built for the cloud will often deploy hundreds of gateways located in strategic datacenters around the country, and even throughout the world. This is in sharp contrast to carriers, who use their own points of presence (POPs) with typically much smaller footprints, and they aren't necessarily cloud optimized.
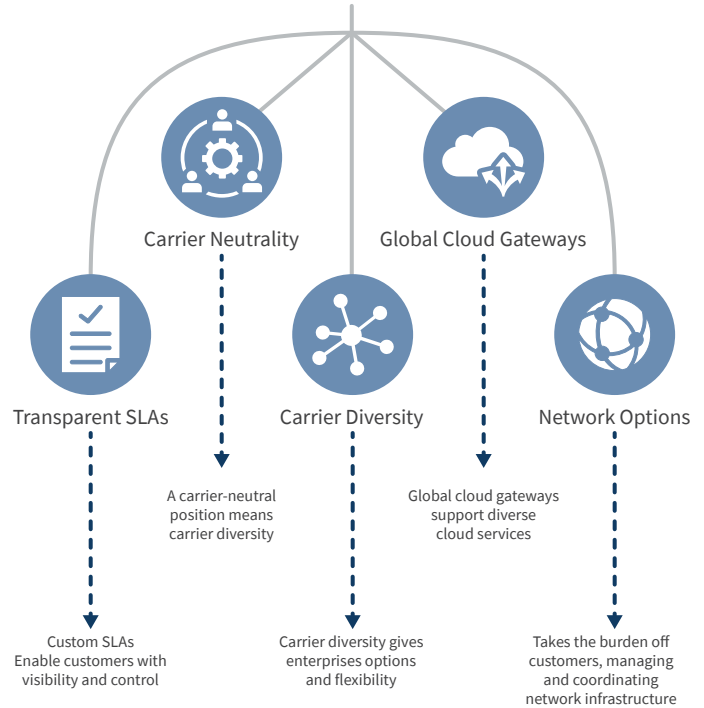
3. Transparent SLAs

Not all network providers are equal when it comes to performance, response time, and transparently identifying and taking responsibility for performance SLAs. A carrier neutral SD-WAN as-a-Service can create customized SLAs for all services under one contract.

4. Carrier Diversity

A carrier diverse SD-WAN as-a-Service will design plans that leverage existing carriers – or build fiber from new carriers to ensure network service provider diversity. When SD-WAN is acquired from a traditional carrier, the enterprise is limited by that carrier's network. To insure diversity, it is up to the customer to find a different network service provider option, as the incumbent carrier will not bring competitors into their

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SD-WAN as-a-Service

- Carrier Neutrality
- Global Cloud Gateways
- Transparent SLAs
- Carrier Diversity
- Network Options

A carrier-neutral position means carrier diversity

Global cloud gateways support diverse cloud services

Custom SLAs
Enable customers with visibility and control

Carrier diversity gives enterprises options and flexibility

Takes the burden off customers, managing and coordinating network infrastructure

SD-WAN solution. As a result, they may not offer an aggressive price and optimum network design. If the carrier has an outage, the customer's network goes down, too.
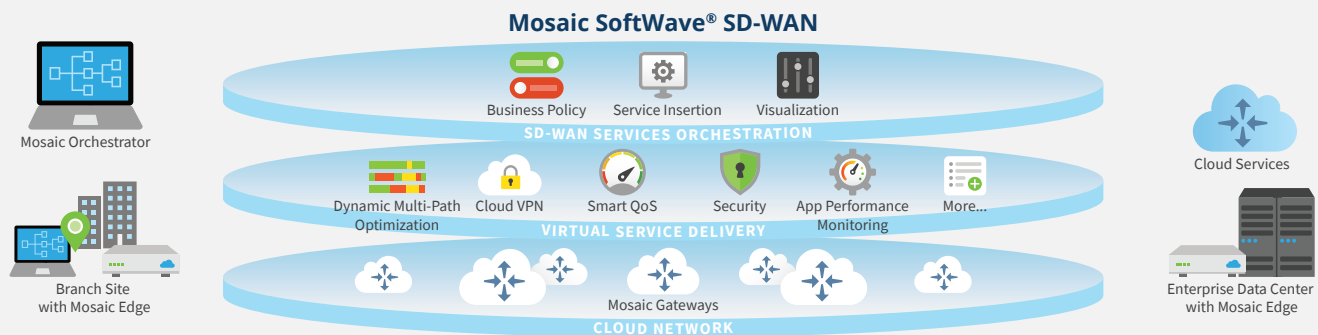
5. Network Options Without Self-Interested Limitations

If an incumbent carrier doesn't have fiber in a customer's new building, they may require an expensive network build. Why not use existing fiber available in that building, regardless of carrier? Unfortunately, this puts additional burden on the customer, to manage and coordinate multiple carrier negotiations, and work with different NOCs, multiple support organizations, and separate, and often complex billings.

A carrier neutral SD-WAN as-a-Service will combine multiple transports and automate business and network policies for multiple physical and logical paths. This helps to improve application performance and eliminate outages and brown-outs from any single carrier network.

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Mosaic SoftWave® SD-WAN as-a-Service

Mosaic SoftWave® is a fully managed SD-WAN Service. Mosaic simplifies application delivery infrastructure, by providing a single point of contact for SD-WAN, multi-carrier transports, and custom network services.

Mosaic SoftWave® SD-WAN

Mosaic Orchestrator

Business Policy · Service Insertion · Visualization

SD-WAN SERVICES ORCHESTRATION

Dynamic Multi-Path Optimization · Cloud VPN · Smart QoS · Security · App Performance Monitoring · More...

VIRTUAL SERVICE DELIVERY

Branch Site with Mosaic Edge

Mosaic Gateways

CLOUD NETWORK

Cloud Services

Enterprise Data Center with Mosaic Edge

OTT Business Connectivity Services

- Hosted VoIP
- Data Center Placement
- 24/7 Global NOC Support
- Private-line Provisioning
- QoS Programming/Configuration
- Fiber Construction to Buildings
- SMS Messaging & Voice Solutions

Wholesale Contracts with 300+ Carriers Worldwide
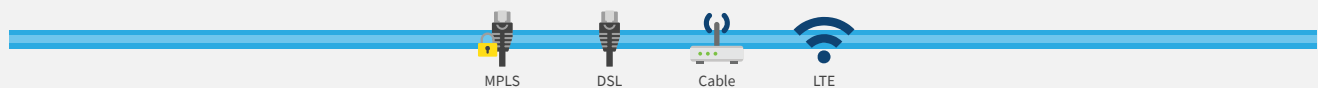
MPLS · DSL · Cable · LTE

The Mosaic SD-WAN provides direct, optimal access to enterprise and cloud applications, with vThe Mosaic SD-WAN provides direct, optimal access to enterprise and cloud applications, with virtual services insertion in cloud and on premise. Mosaic fully managed services are built on the Velocloud SD-WAN technology, that includes virtual services insertion in cloud and on premise. Mosaic fully managed services are built on the Velocloud SD-WAN technology, that includes:

- Zero-touch, auto-provisioned from the cloud
- Cloud orchestration eliminates complexity
- No data center installation required
- Direct path to enterprise and cloud apps
- Scalable and redundant cloud network (80+ Gateways)
- Dynamic Multi-Path Optimization
- Automatic monitoring & capacity testing
- Continuous link & path quality testing

Mosaic SoftWave® SD-WAN service encompasses planning, designing, and negotiating multiple carrier MSAs and connections. It also includes managing, monitoring, and supporting everything, edge-to-edge, through our global NOC. We simplify things further, including everything within a single, easy to understand invoice.

Mosaic is carrier neutral, having negotiated wholesale contracts with over 300 carriers worldwide. This enables us to provide the best connections based on proximity, price, deployment time, and service quality.

Because Mosaic is a full-service integrator, we offer custom business connectivity solutions on top of SD-WAN, including hosted VoIP (cloud phone), 24/7 global NOC support, QoS programming/configuring, private-line provisioning, fiber construction to buildings, and data center placement.