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The bridge to possible

Cisco SD-WAN and middle-mile networks

Automate multicloud access

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PSOENT-1004

Cisco Webex App

Questions?

Use Cisco Webex App to chat with the speaker after the session

How

- 1 Find this session in the Cisco Live Mobile App
- 2 Click “Join the Discussion”
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- 4 Enter messages/questions in the Webex space

Webex spaces will be moderated by the speaker until June 17, 2022.



<https://ciscolive.ciscoevents.com/ciscolivebot/#PSOENT-1004>

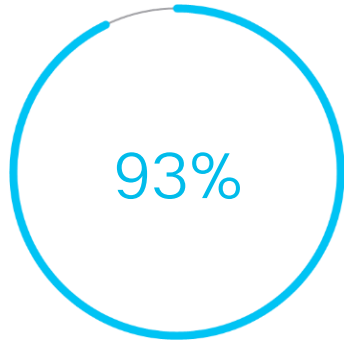
Agenda

- Realizing Cisco SD-WAN and middle-mile value
- Middle-mile / Cloud Solutions
- Automation demo
- Continue learning

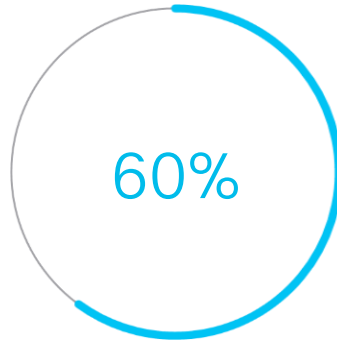
Realizing Cisco SD-WAN and middle-mile value

SD-WAN has become the preferred option for new or refreshed WAN edge technologies

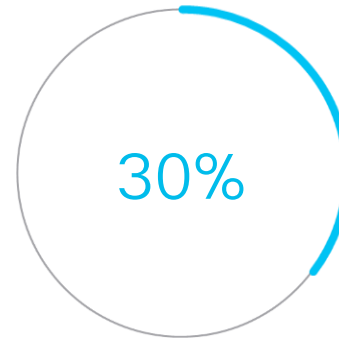
Gartner Forecast Analysis, Feb 2021



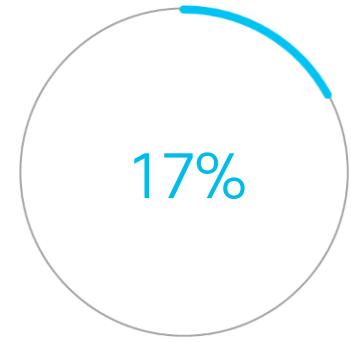
Enterprises
embracing Multicloud



Enterprises implement
SD-WAN by 2024



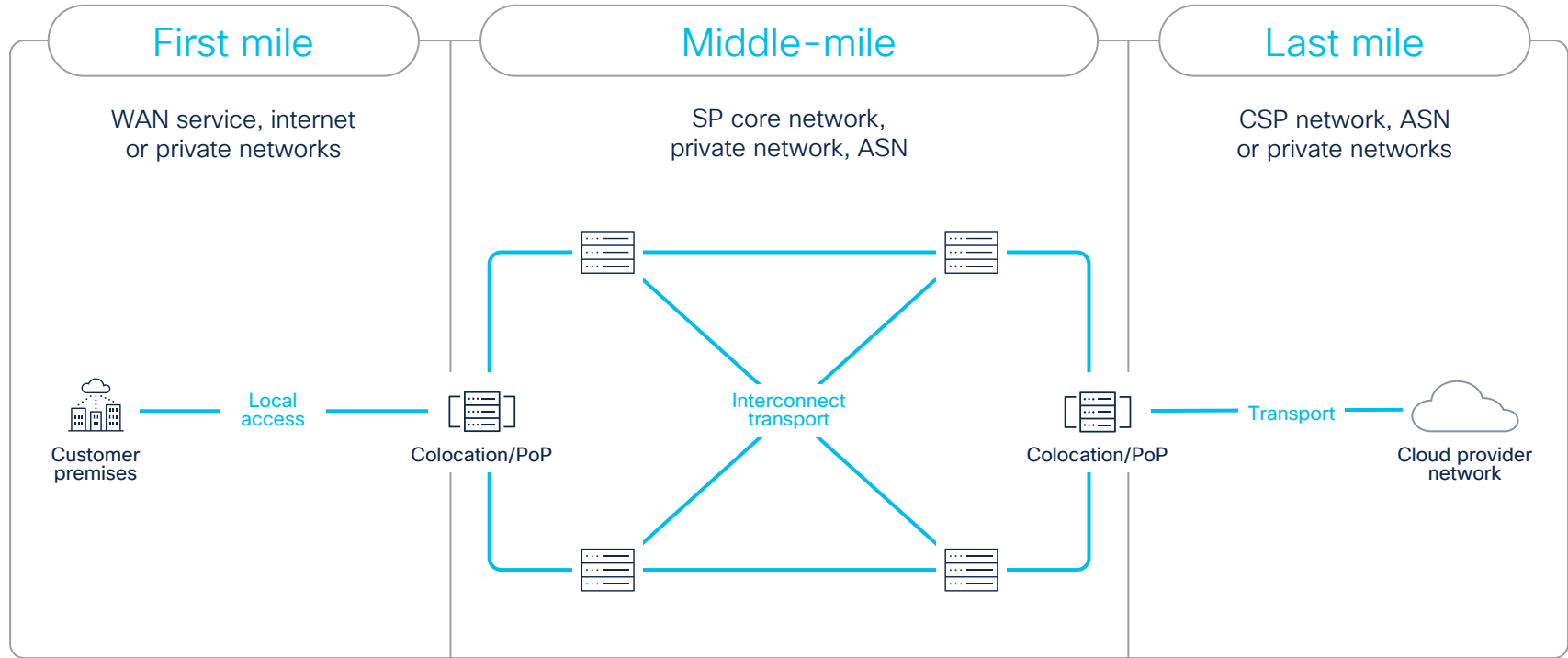
Enterprise adoption
for SDCI by 2024



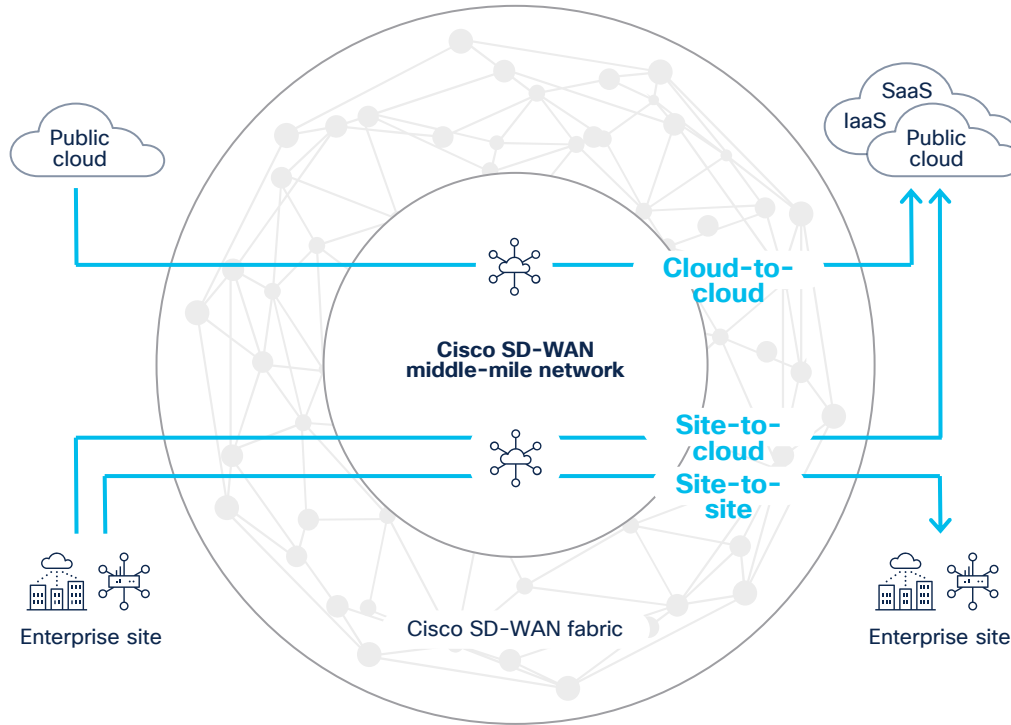
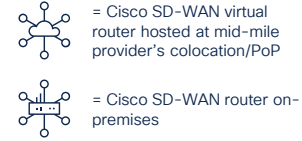
CAGR. Growth of private
connectivity to the cloud

Source: Gartner

What is the middle-mile?



Cisco SD-WAN with middle-mile networks

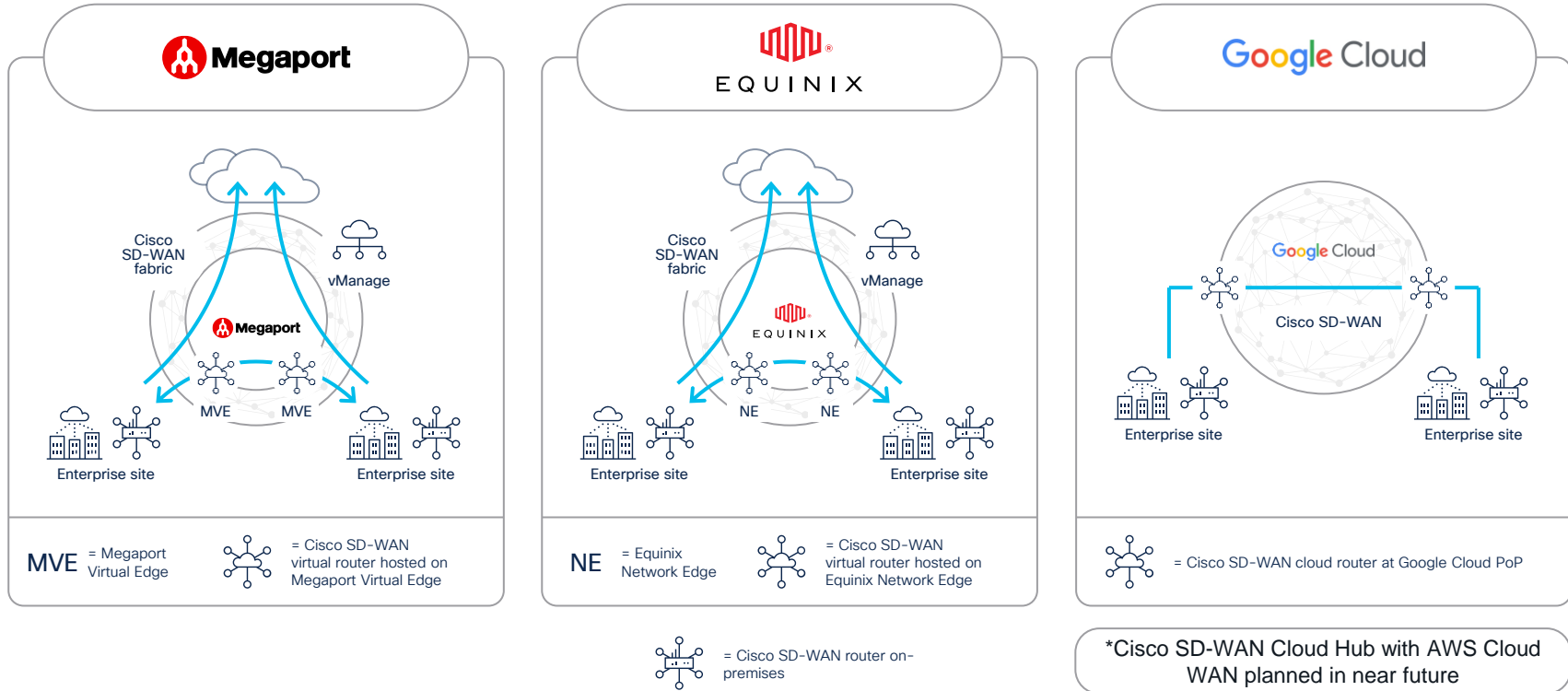


Cisco SD-WAN delivers an optimized global network by provisioning a private backbone via API, to directly and securely interconnect cloud and enterprise sites

IT providers can accelerate their cloud transformation journey with on-demand consumption to connect any network, anywhere, anytime

Network admins benefit with full stack automation that addresses today's low cost and low latency requirements

Cisco offers a choice of middle-mile partners



Customer value



Secure multcloud networking

Reduced network risks
(with private backbone connectivity)

Strong security posture
(end-to-end encryption and segmentation)



Single pane of glass automation

Full network stack automation
(automate overlay+underlay via vManage)

Centralized control
(provisioning and orchestration via vManage)



Business continuity

Global availability: Points of presence (PoP)

Consistent uptime (99.99% availability)



Improved operations

Single vendor experience
(buy, onboard, deploy and support through Cisco)

Support via Cisco TAC
(seamless handoff to backbone provider)

Visibility (backbone underlay and SD-WAN overlay with vManage)



Return on investment

Improved application performance
(through guaranteed SLA)

Time to value (with fast deployment)

Significant savings
(on WAN circuit costs and egress fees)

Flexible consumption
(allows usage-based spending)

Partner value



Value

New market opportunity to sell emerging middle-mile service

Engage customers **globally**

Deliver **Cloud and Colo** agnostic network services



Management

Single Pane, Ease of Management

Simple attach to greenfield or brownfield deployments

Faster time to Value/Revenue



Monetization


Discount through Cisco GPL


Monetize with add-on managed services

Increased Deal Size and Margins

Cloud Solutions

Cisco SD-WAN Cloud Hub

 = Cisco SD-WAN virtual router hosted at mid-mile provider's colocation/PoP

 = Cisco SD-WAN router on-premises



SD-WAN fabric across cloud service provider global network

Cisco SD-WAN Cloud Hub will leverage cloud service provider's backbone (Google NCC and AWS Cloud WAN*) to extend SD-WAN fabric from any site-to-cloud workloads and site-to-site connectivity

On-demand connectivity

Highly available backbone

Single pane of glass management

Secure SD-WAN


On-demand


High performance

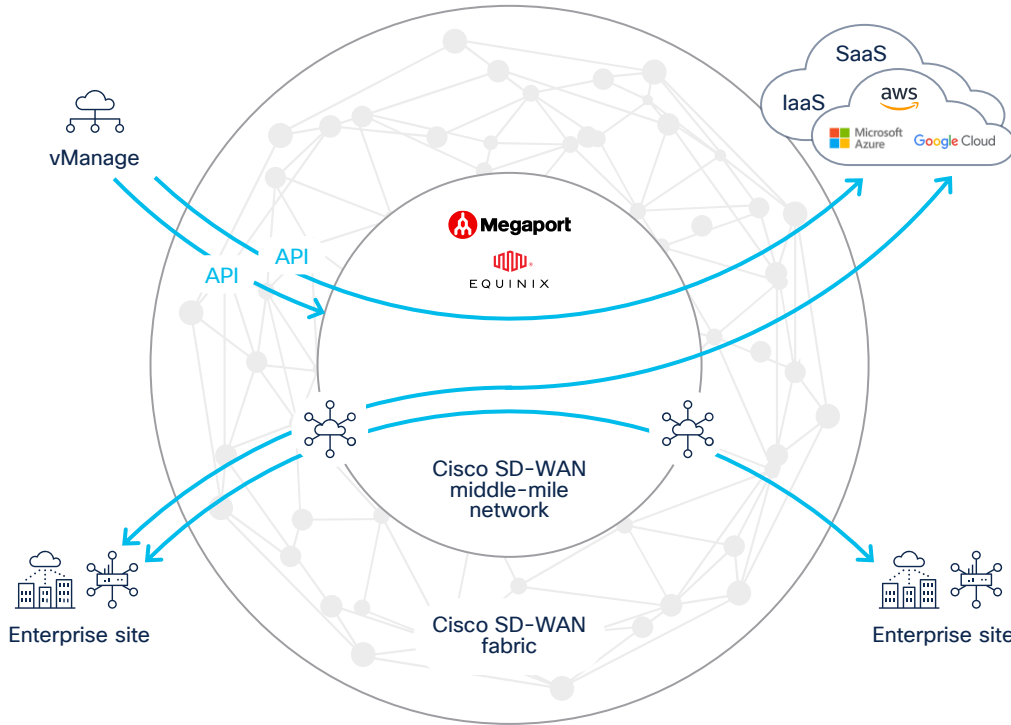
Global connectivity

*AWS Cloud WAN integration is planned in future

Cisco SD-WAN Cloud Interconnect

 = Cisco SD-WAN virtual router hosted at mid-mile provider's colocation/PoP

 = Cisco SD-WAN router on-premises



Cisco SD-WAN Cloud Interconnect integrates the middle-mile backbone network provided by Software Defined Cloud Interconnect (SDCI) providers (MegaPort or Equinix)



On-demand connectivity

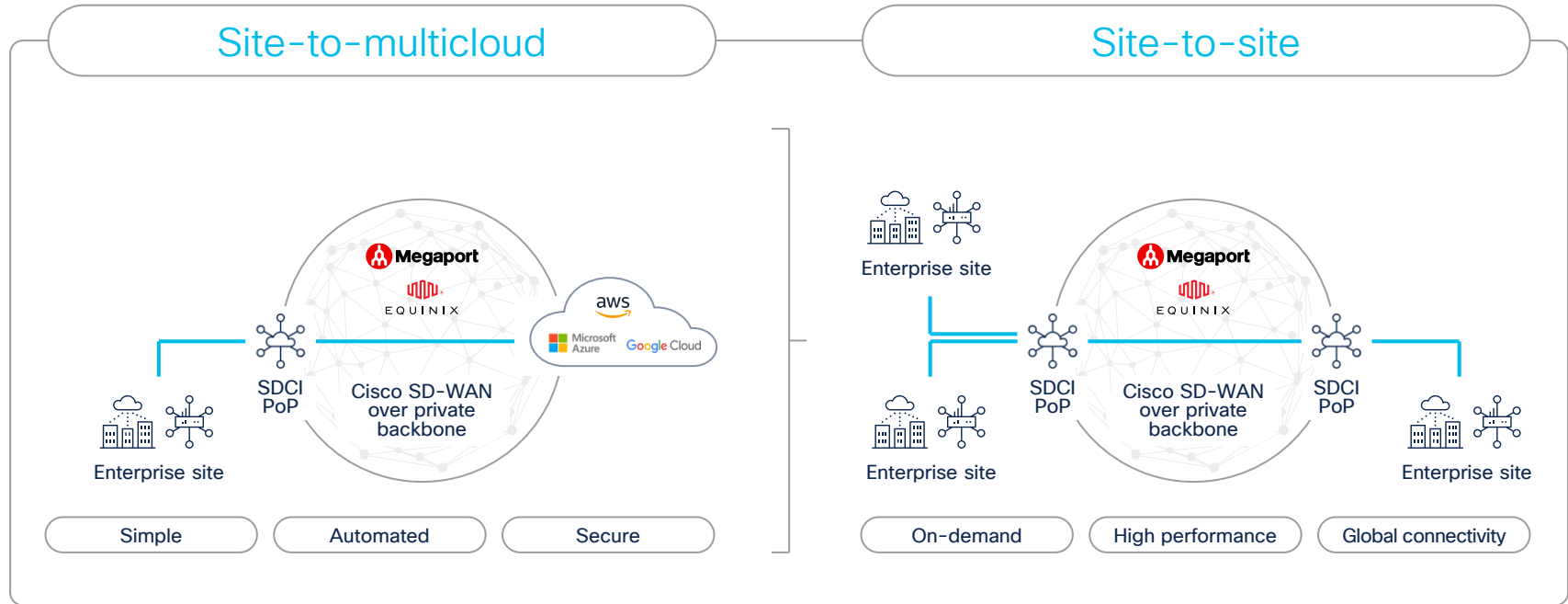
Highly available backbone

Single pane of glass management

Secure SD-WAN



Solution use cases with Cloud Interconnect

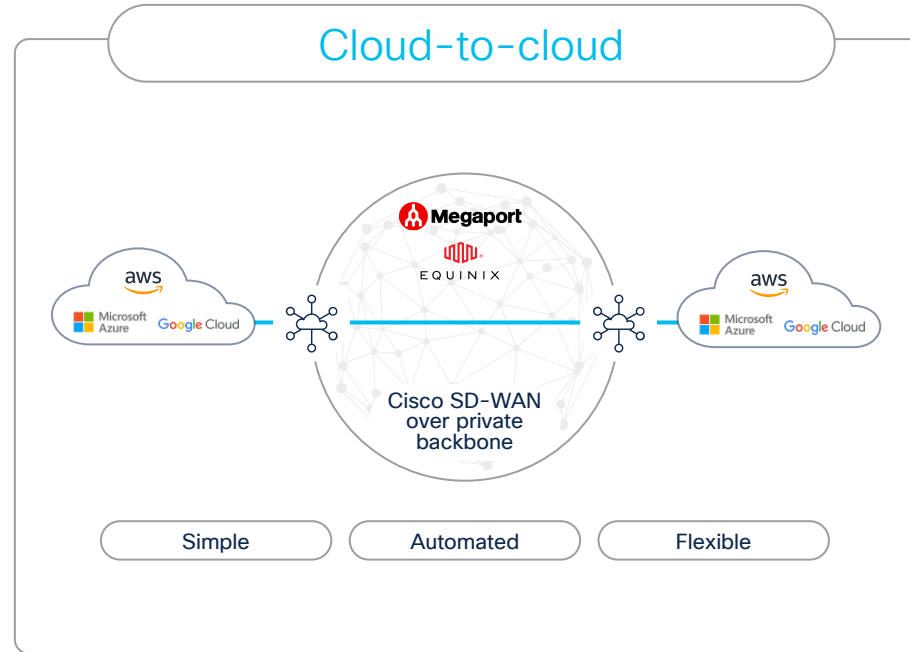
-  = Cisco SD-WAN virtual router hosted at mid-mile provider's colocation/PoP
-  = Cisco SD-WAN router on-premises



Automated with Cisco vManage

Solution use cases with Cloud Interconnect

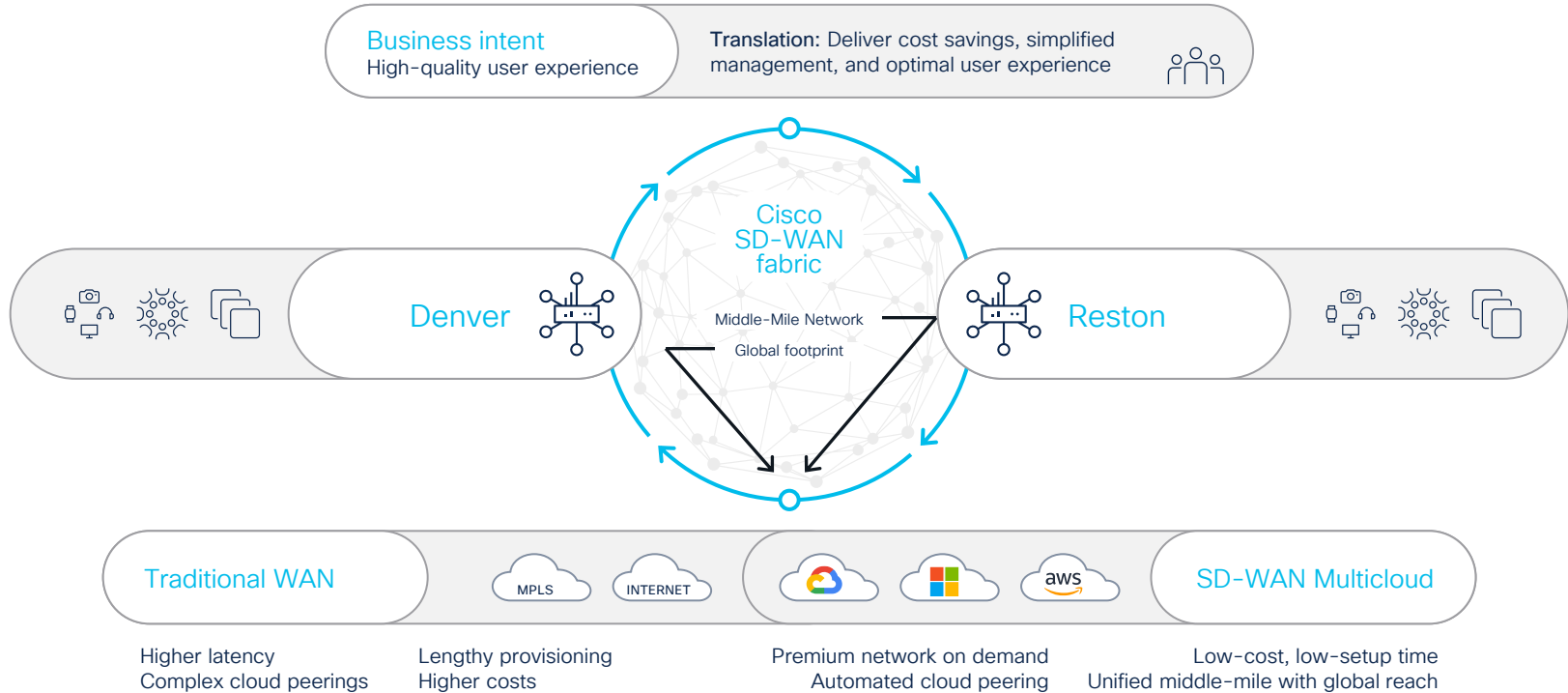
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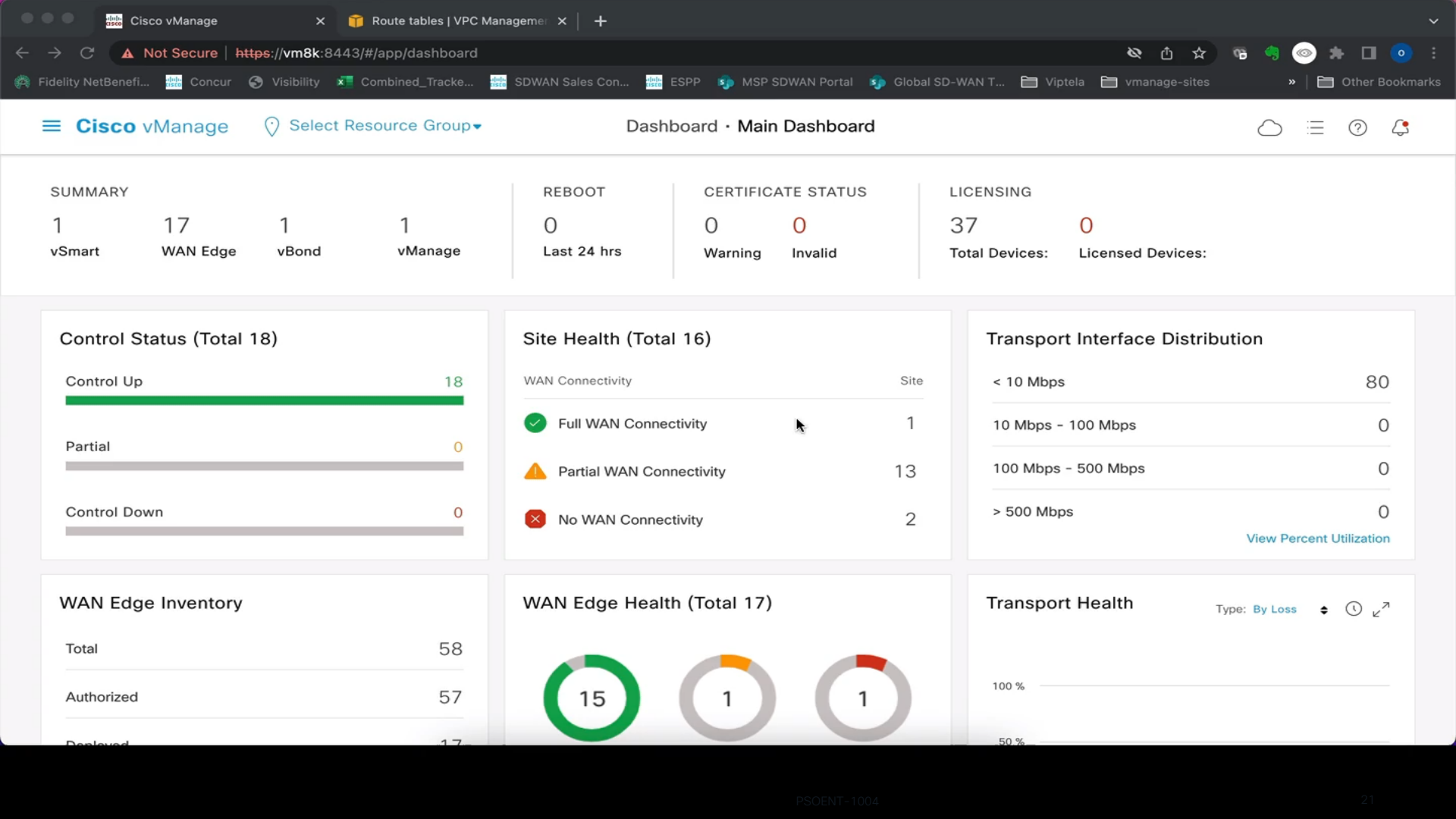


Automated with Cisco vManage

Automation demo

Cisco SD-WAN with middle-mile networks





Technical Session Surveys

- Attendees who fill out a minimum of four session surveys and the overall event survey will get Cisco Live branded socks!
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their technical careers

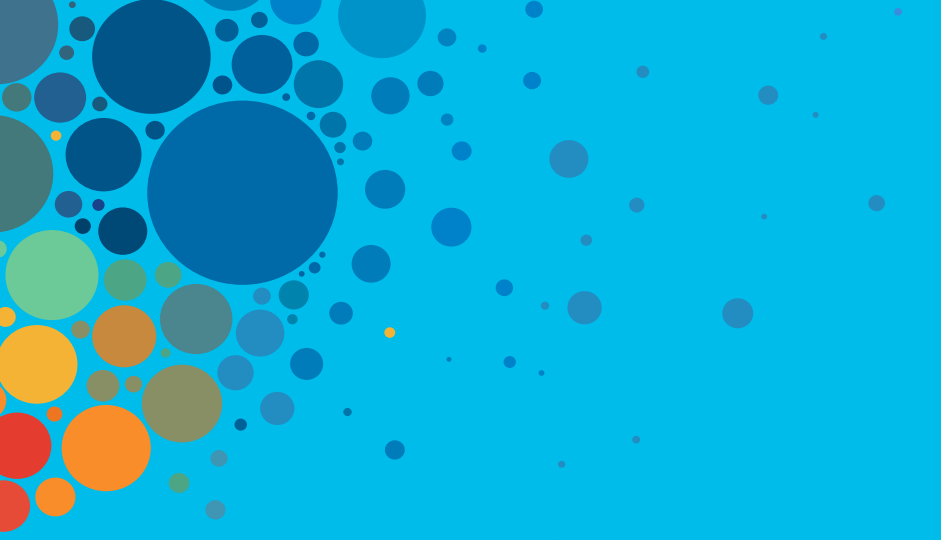
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Continue learning



Breakout sessions

BRKENT-2281

Google NCC and Cisco SD-WAN Integration
with Design Best Practices

BRKENT-2135

Improving Application Quality of Experience,
Cisco SD-WAN Middle-Mile Optimization



World of solutions

SD-WAN Multicloud and Analytics Demo



The bridge to possible

Thank you

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