# SD-WAN:
Deployment Options and Considerations Guide

SD-WAN technologies continue to be adopted at a rapid pace. Highly distributed IT and application environments demand direct and secure connectivity regardless of where the application or user are located. However, organizations need to be aware of which deployment and consumption model and critical capabilities are needed to best fit their business and operational needs.

SD-WAN Adoption Is Accelerating

SD-WAN technology is rapidly becoming ubiquitous in modern, highly distributed IT and employee environments. In fact, two-thirds (66%) of organizations are already using and virtually all the rest are planning to adopt (29%) the technology. The drivers behind the adoption are quite clear and include the ability to directly connect to cloud-based apps (51%), improve digital experiences (48%), and enable key remote workers (44%), along with many others.

» SD-WAN USAGE

66% of organizations are already using SD-WAN technology

29% are planning to use SD-WAN technology in the next 12 - 24 months

» TOP 3 DRIVERS

Ability to directly connect to cloud-based apps — **51%**

Improve digital experiences — **48%**

Enable key remote workers — **44%**
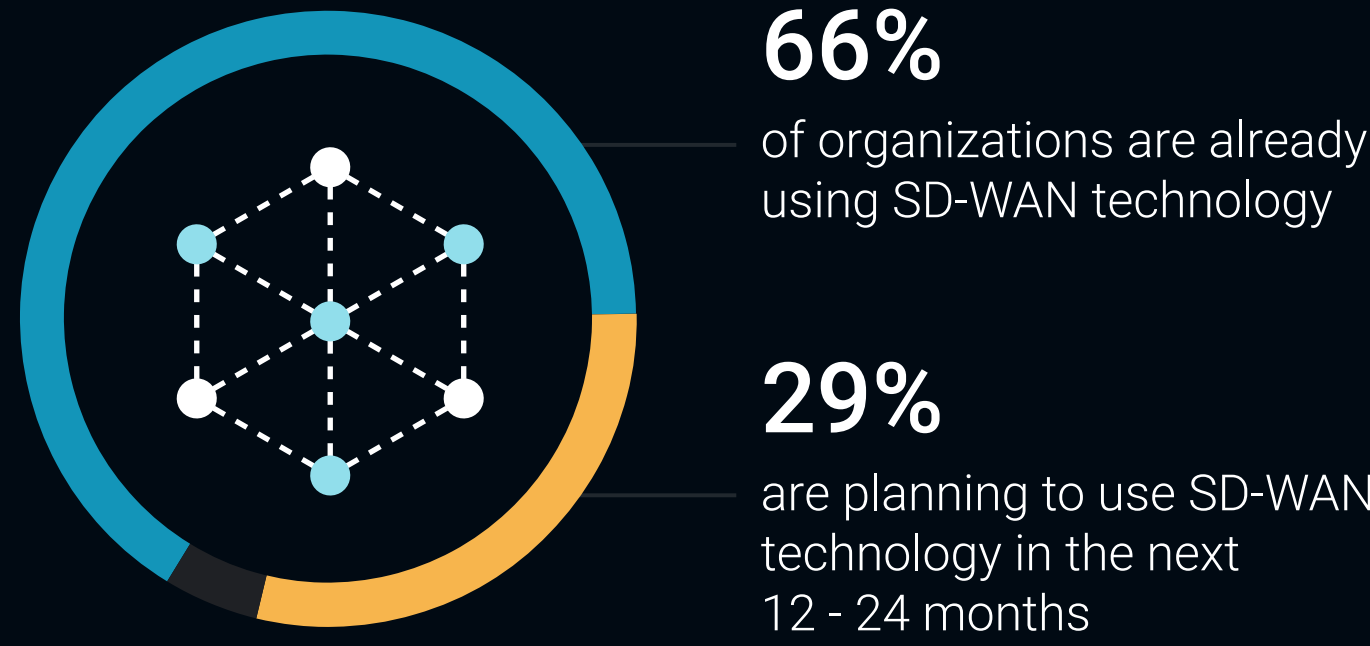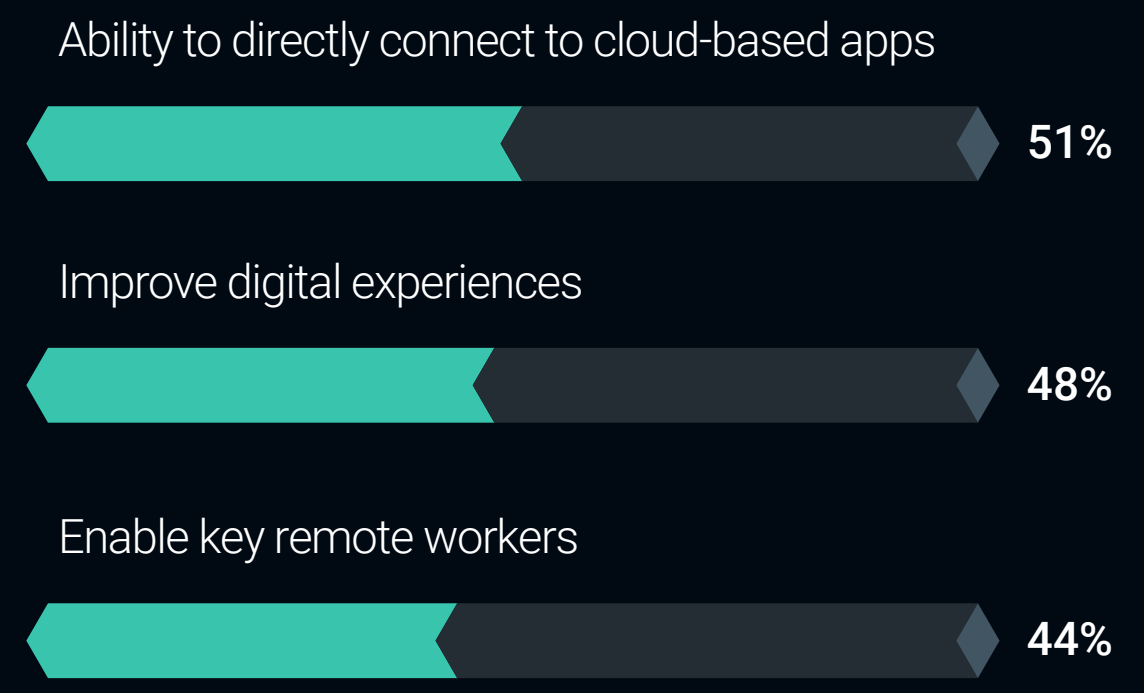
Organizations Have Deployment Options

However, in the rush to adopt, organizations need to understand their deployment options and which ones best fit their business and operational needs. To better help you understand these options, let's look at how your peers are deploying SD-WAN. While at a high level it appears to be an even split, a closer analysis shows that just over a quarter of respondents (27%) deploy the technology themselves in a DIY mode, while almost three-quarters (73%) prefer to deploy it as a managed service. Breaking that down further, organizations work with telcos (30%), VAR/MSPs (20%), and NaaS providers (23%). Organizations need to decide if they want fully managed or co-managed options and ensure their partner of choice provides the requisite flexibility.
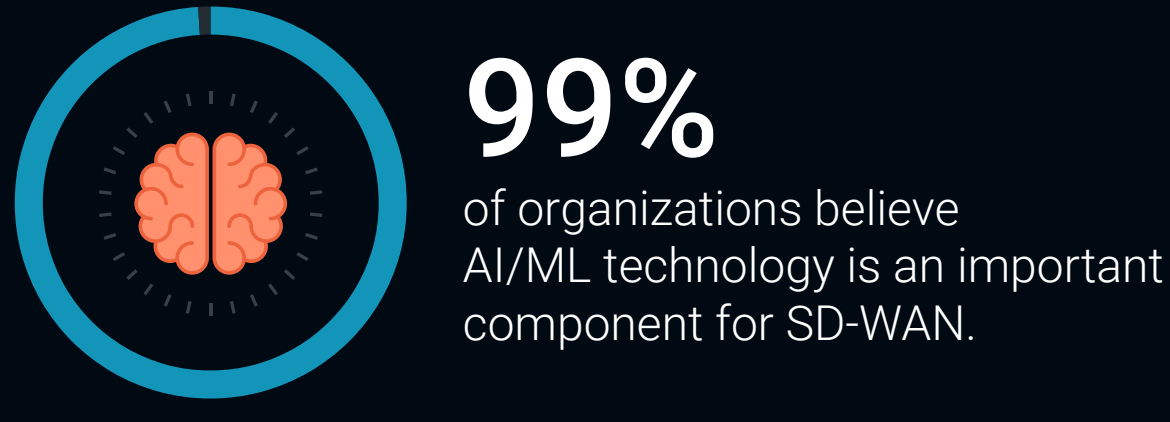
» SD-WAN DEPLOYMENT TRENDS

73% of organizations prefer to deploy SD-WAN **as a managed service**

27% of organizations prefer to deploy SD-WAN **themselves in a DIY mode**

0% — 100%

BREAKDOWN

30% of organizations work with **telcos**

20% of organizations work with **VAR/MSPs**

23% of organizations work with **NaaS providers**
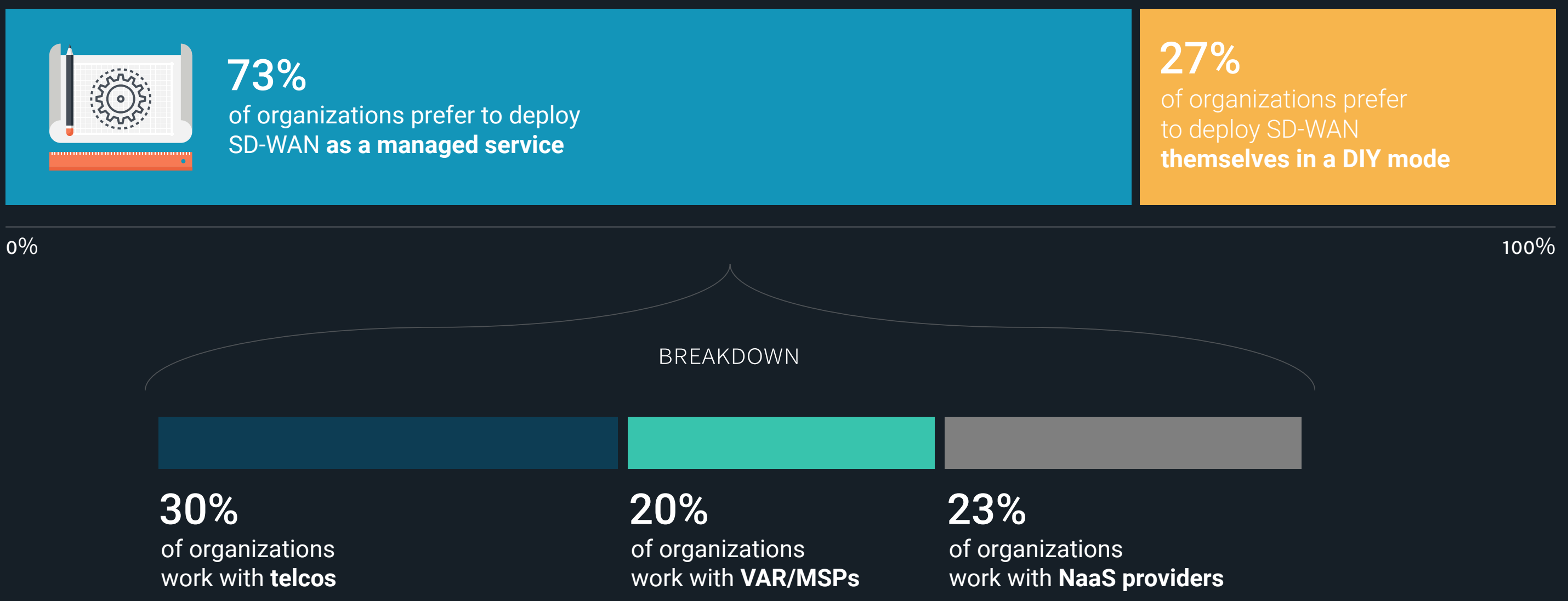
Other Important Considerations

In addition to how the technology is consumed, organizations also need to understand whether key functionality is included in the technology or managed service. For example, to drive operational efficiency and accelerate troubleshooting, 99% of organizations believe AI/ML technology is an important component for SD-WAN. Or when consuming the technology as a managed service, 97% of organizations believe that both the SD-WAN technology and the communication links (Broadband, MPLS, cellular) must be included as part of the service.

» IMPORTANCE OF KEY FUNCTIONALITY

99% of organizations believe AI/ML technology is an important component for SD-WAN.

» WHEN CONSUMING AS A MANAGED SERVICE

97% of organizations believe that both the SD-WAN technology and the communication links (Broadband, MPLS, cellular) must be included as part of the service.

The next consideration is related to security, with SD-WAN being a critical component of a secure access service edge, or SASE, framework. Organizations should investigate whether their managed service provider also offers solutions for SASE, as organizations report they are also looking to consume SASE as a managed service (45%). Additionally, those organizations working with telcos are also interested in getting access to multi-access edge computing (MEC) environments to process data at the edge (43%).

45% of organizations report they are also looking to consume SASE as a managed service.

43% of organizations working with telcos are also interested in getting access to multi-access edge computing (MEC) environments to process data at the edge.
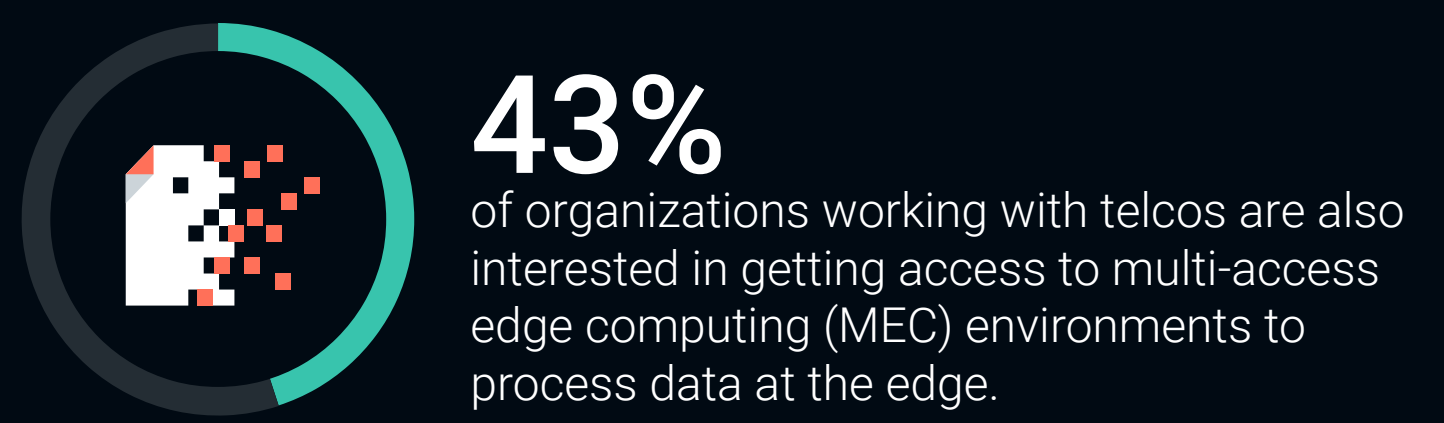
The Bigger Truth

SD-WAN is well on its way to becoming ubiquitous technology and organizations need to make sure they understand which deployment model and critical capabilities are required. Dell and its partner ecosystem provide organizations with flexibility and choice in SD-WAN technology, deployment options, and value-add SASE or MEC solutions. To find out more about Dell Technologies SD-WAN solutions, click on the Learn More button.

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