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Del EMC SD-WAN Solution Powered by VMware

All-in-one simplicity for WAN modernisation from Dell EMC

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Dell EMC

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The Need for WAN Modernisation

Challenges with Today's Networks



EDGE

Complex & expensive



CORE

Complex & outdated



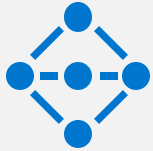
CLOUD

Uncertain path to cloud

The networking stack defined at the beginning of the client/server era underwent little change for 20+ years.

That stack is **NOT READY** for the cloud era.

Modernise your network with VMware & Dell EMC



EDGE

- ✓ Simplify & Lower Cost



CORE

- ✓ Build Smarter Fabrics



CLOUD

- ✓ Transition to Hybrid Cloud

vmware®

DELL EMC

- ✓ Leader in Virtualisation Technology
- ✓ Leader in Software-defined Networking Agility
- ✓ Leader in IT Infrastructure
- ✓ Highly-Integrated Open Networking Appliances

VMware: Visionary Leader in SD-WAN

Magic Quadrant

Figure 1. Magic Quadrant for WAN Edge Infrastructure



From Edge to Core to Cloud: We've got you covered!

vmware®

Leader in Software-Defined
Networking Agility

DELL EMC

Leader in Open Networking
Hardware Technology



EDGE



CORE



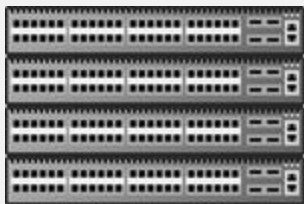
CLOUD

Fighting Complexity and Lowering Costs at the Edge

Modernising the WAN – fighting complexity and lowering costs with intelligent devices

Simplify WAN complexity

Easier management, configuration, and deployment of networks



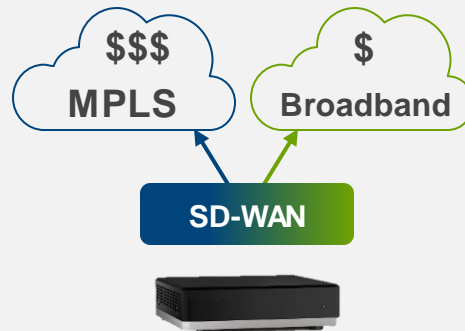
Complex and inflexible legacy WAN hardware stack



Dell EMC SD-WAN Edge Appliance

Aggregate & Lower Costs

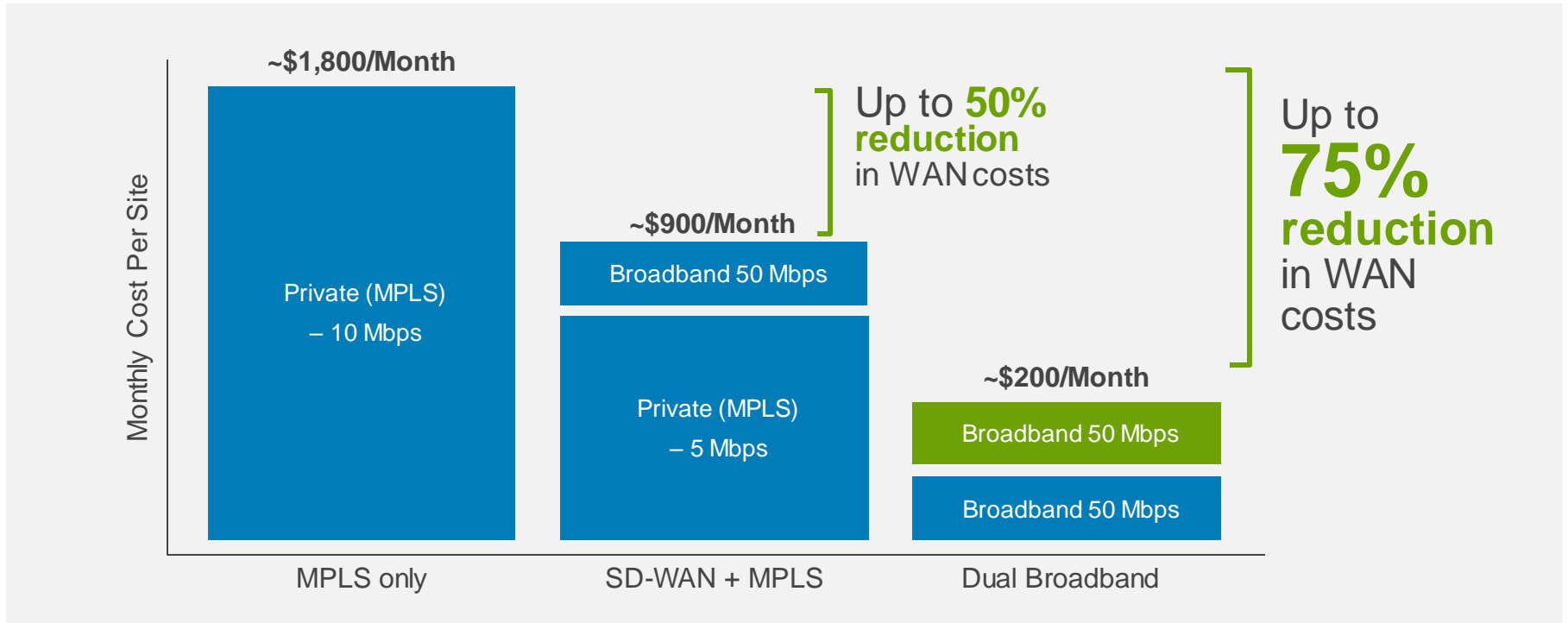
Serve traffic on cost-efficient broadband transports
Up to 85% cost reduction*



Dell EMC SD-WAN Edge Appliance

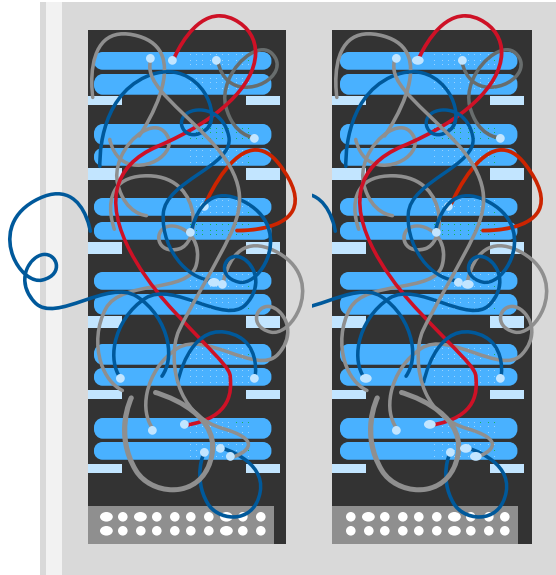
The Software-defined Wide Area Network

Why SD-WAN is the lead vehicle to replace legacy routers

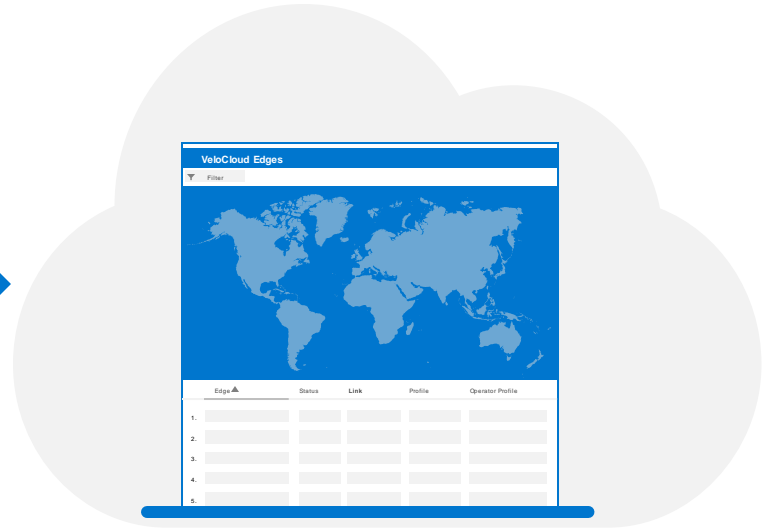


Source: TeleGeography

Dell EMC SD-WAN Solution powered by VMware



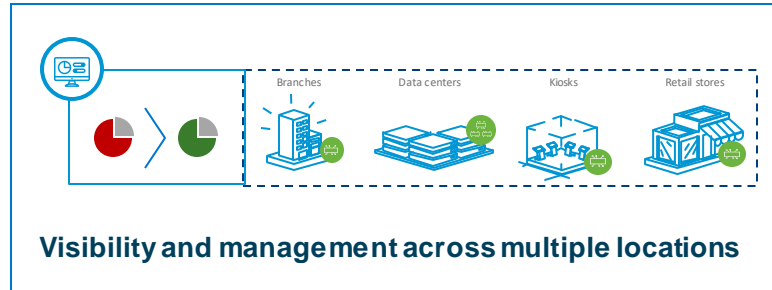
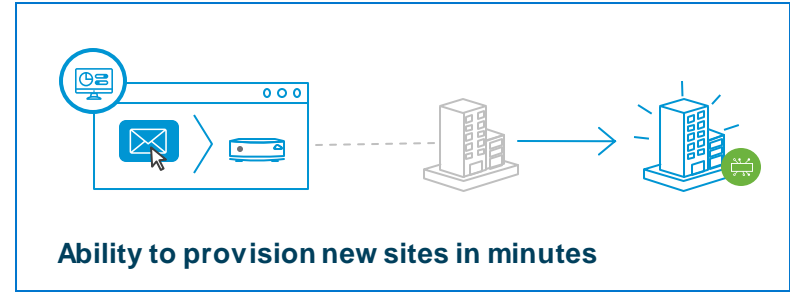
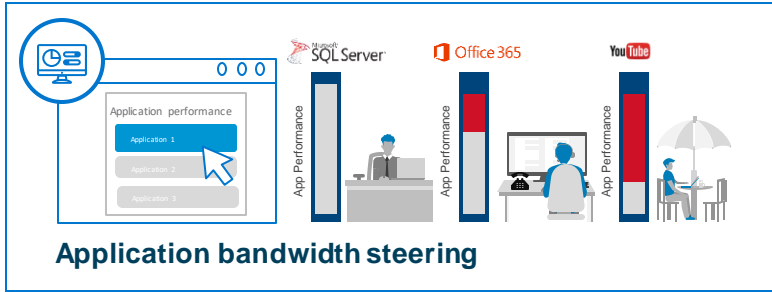
Legacy Status Quo



Modernised SD-WAN

Dell EMC SD-WAN Solution powered by VMware

Eliminating difficulties in managing edge locations and enabling the best possible experience across branch offices



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Dell EMC SD-WAN
Solution powered by
VMware

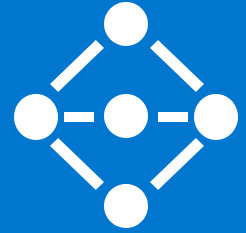
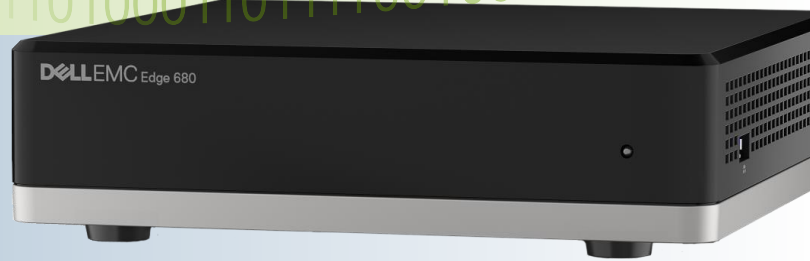
Modernising the Edge

Dell EMC SD-WAN Edge powered by VMware

VMware:
SD-WAN Software

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Dell EMC:
Edge Appliance
Support
SD-WAN Orchestration and Management



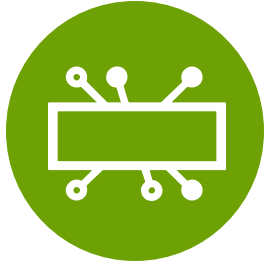
EDGE



Simplify and lower cost



Dell EMC SD-WAN powered by VMware: Key Solution Components



Dell EMC SD-WAN Edge

Software for Branch and Datacentre combined with Dell EMC appliances for an all-in-one solution



SD-WAN Orchestrator

Centralised Management and Orchestration from VMware, dedicated exclusively for Dell EMC customers and fully-managed by Dell EMC






SD-WAN Gateway

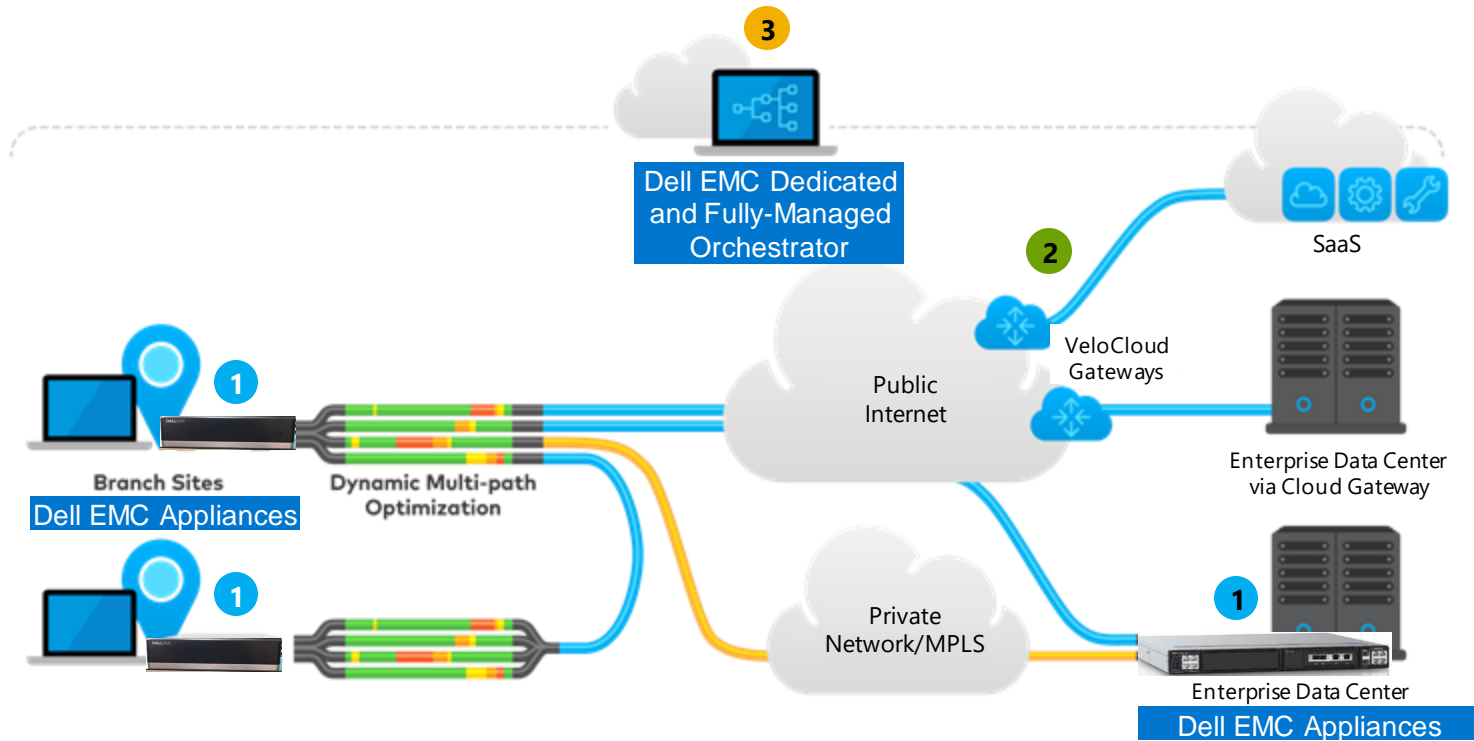
A global network of secure, application-focused access gateways from VMware

- All three components come together in one single simple, easy to deploy solution in Dell EMC SD-WAN Edge
- Dell EMC SD-WAN Edge includes hardware appliances AND software services from VMware
- Flexible Subscription tiers and configuration tiers, based on aggregate WAN throughput with Dynamic Multipath Optimization and VPN enabled

Cloud-Delivered SD-WAN, Managed by Dell EMC

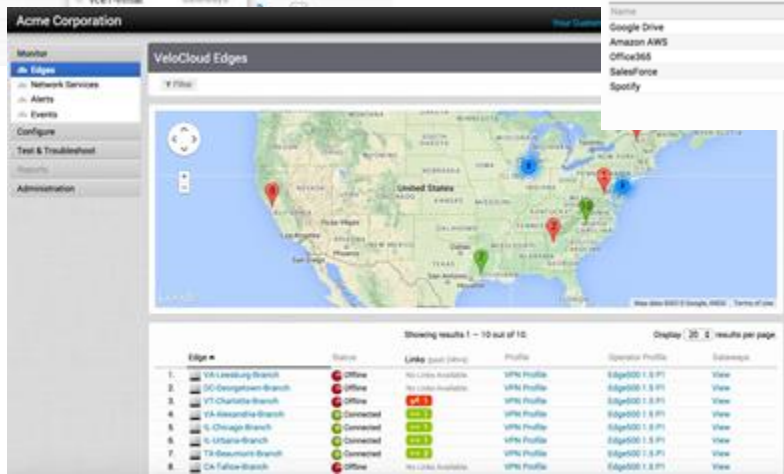
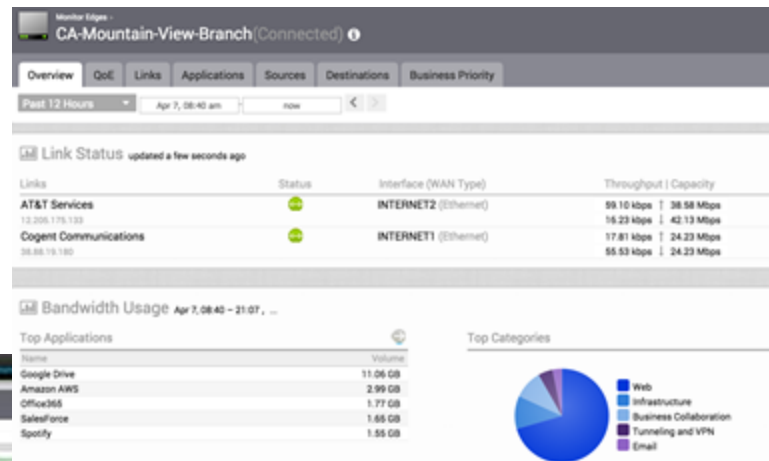
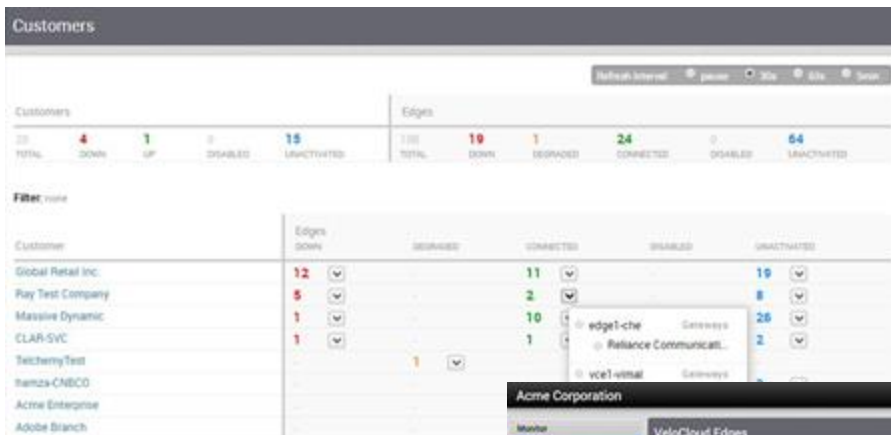
VMware's VeloCloud Network Service, Delivered with Dell EMC appliances

- 3** 
Dell EMC Orchestrator (VCO)
- 2** 
VeloCloud Gateway (VCG)
- 1** 
Dell EMC SD-WAN Edge Appliances





All-in-One Orchestration

Manage WAN resources via a centralised, cloud-based portal with powerful tools and alerting



- Zero touch provisioning
- Group business level policies
- Automatic link profiling

Introducing Dell EMC SD-WAN Edge Appliances

Dell EMC SD-WAN Edge 600 Series	Dell EMC SD-WAN Edge 3000 Series
	
Branch/ROBO Use Cases	High-Performance Use Cases
Intel Processors	8 and 16 Core Intel Processor Options
4GB RAM, 16GB eMMC	32GB RAM, 256GB SSD
VMware SD-WAN Software Pre-Installed	VMware SD-WAN Software Pre-Installed
Backed by One-Call 24x7 Dell EMC ProSupport	Backed by One-Call 24x7 Dell EMC ProSupport

Simple and Quick Deployment backed by Dell EMC

1. Create Config & Send Key



IT Admin adds a new VeloCloud Edge in the customer account.



IT Admin generates an activation key and emails it to the Installer.

2. Device Ships



Dell EMC SD-WAN Edge appliance with pre-loaded config is shipped to site



Office Admin powers up the device and connects it to the Internet.

3. Install, Authenticate & Pull Config



Office Admin plugs in the device and connects to the Internet through VeloCloud Edge WLAN/LAN



Office admin clicks on activation link in the email. Edge is activated.

- ✓ No IT visit required
- ✓ No pre-staging, nor security risk if device lost

- ✓ No site by site link knowledge required
- ✓ No tracking by S/N required

The Right Support for Your Needs Delivered by Dell EMC

	Basic	ProSupport	ProSupport Plus
Remote technical support	9x5	24x7	24x7
Covered products	Hardware	Hardware Software	Hardware Software
Onsite hardware support	Next business day	Next business day or 4hr mission critical	Next business day or 4 hr mission critical
Automated issue detection & proactive case creation		●	●
Self-service case initiation and management		●	●
Access to software updates		●	●
Priority access to specialised support experts			●
3 rd party software support			●
Assigned Technology Service Manager			●
Personalised assessments and recommendations			●
Semiannual systems maintenance			●

Availability and terms of Dell Technologies services vary by region and by product. For more information, please view our Service Descriptions available on Dell.com

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Customer Success Stories

- Dell EMC SD-WAN Edge:
Simplifying and modernising
wide-area networks across
multiple verticals

Customer Success Story – Mission Australia



Objective

Modernise network experience between siloed edge locations

Challenges

Needed a new, dynamic, and robust network that could provide all users across 210 sites with a standard, high-quality user experience when accessing cloud applications.

Solution – Dell EMC SD-WAN Edge powered by VMware

- **Orchestrator** for centralised management and control
 - **Gateways** for comprehensive connections and cloud access
 - **Edge** at each restaurant location
-

Business Results

- 30% savings in transport costs
- 5 times increase in bandwidth across the network
- Expanded availability of cloud services to all sites