



Cisco SD-WAN enabled by business nbn™

Solution Overview

This solution brief is to serve as a guide for Managed Service Provider (MSP) partners to build their own managed solutions on top of Cisco SD-WAN technology enabled by business **nbn**TM#

We have done the hard work for you.

Digital transformation has accelerated the thinking behind how businesses architect their traditional networks. Demands such as workforce mobility and business-critical applications running over the internet, and across multiple cloud platforms, have made businesses vulnerable to a lack of bandwidth and security. Traditional WAN architectures are struggling to keep up.

SD-WAN offerings between different technology vendors can vary widely, integration between solutions can also be difficult and costly. Cisco recognises the enormous potential of SD-WAN and offers several end to end solutions which have been validated and tested by Cisco over the **nbn**TM network to help improve the network speed and efficiency for Australian businesses of all sizes.

Three easy steps to deploy Cisco SD-WAN solutions enabled by business **nbn**TM



Step 1 Connectivity

Choosing the right plan for businesses

business **nbn**TM offers retail service providers the option of prioritised traffic and committed information rates over the **nbn**TM network for both upload and download speeds.* With this business **nbn**TM option, retail service providers can 'tag' applications for higher or lower performance level requirements, help ensure video conferencing runs smoothly with high data rates and low packet delays or loss, plus, maintain all your applications with plans based on wholesale speeds of 10/10 Mbps up to almost 1Gbps symmetrical uncontended bandwidth (with Class of Service - High on business **nbn**TM Enterprise Ethernet).

All plans powered by business **nbn**TM include access for retail service providers to the business **nbn**TM Operations Centre, a dedicated team to support the 'right first-time connection' and faster fault rectification targets designed for business customers.

If you are not already participating in the business nbn ICT channel program, join now.

Please contact your preferred distributor if you'd like to become a Cisco Partner.

Please note that regardless of the retail service an end customer purchases, the actual wholesale speeds delivered by the **nbn**TM Enterprise Ethernet product will be less than 1000 Mbps due to equipment and network limitations.†



Step 2 Support for SaaS application

Digital transformation is the new norm, with everything now running as an application with the likes of unified communications, document collaboration and customer relationship management software. It is important for the network administrators to set traffic policies, application prioritisation, security and compliance criteria for the environment.

SD-WAN is a new approach to network connectivity that lowers operational costs and improves resource usage for multi-site deployments, allowing customers to use bandwidth more efficiently and ensure the highest possible level of performance for critical applications without sacrificing security or data privacy.

It is important to properly identify which product line will best meet each customer's needs. Focus on selling the WAN architecture transformation first, then position a Cisco platform accordingly: Cisco SD-WAN powered by Meraki or Cisco SD-WAN powered by Viptela.

Cisco Meraki

Cisco Viptela

- ✓ Prizes full stack branch management for security networking
- ✓ "Lean IT" organization
- ✓ Existing Meraki customer
- ✓ Customer is evaluating Fortinet, HPE/Aruba, Riverbed, CloudGenix
- Need E2E WAN segmentation across on-prem and public cloud infrastructure ✓
- Existing ISR 4K or vEdge customer ✓
- Complex WAN topologies with high degree of customization ✓
- Customer is evaluating Velocloud, Silverpeak, Versa ✓



Step 3 Security

Whilst SD-WAN has been a great enabler for businesses of all sizes to deploy the same solutions as large enterprises, it is important for it to be secure. Employees are now more mobile, and applications are no longer in the data center, this inherently elevates the need for security. Customers and MSP partners need to ensure branches connect to the internet and cloud applications securely, while supporting IoT devices and meeting compliance requirements.

Cisco Meraki Security Appliances can be remotely deployed in minutes using zero-touch cloud provisioning. Security settings are simple to synchronize across thousands of sites using templates. Auto VPN technology securely connects branches in 3 clicks, through an intuitive, web-based dashboard.

Every Meraki Security Appliance supports several features, like a stateful firewall and integrated Sourcefire intrusion prevention (IPS) engine, to keep networks secure. Threat definitions and filter lists are seamlessly updated, ensuring every site has bleeding-edge protection from the latest vulnerabilities and troublesome websites.

Cisco's SD-WAN (Viptela) solutions integrate on-prem and cloud security delivering a full edge security stack and zero-trust access for all connections – from branches to multiple SaaS or IaaS clouds, to data centers, or to everything on the Internet.



Cloud Security: Integrated connectivity and cloud-delivered security provides secure access to the internet and SaaS applications and scales for future traffic growth.



On-Premises Security: Embedded enterprise firewall and intrusion prevention in addition to URL filtering and malware sandboxing provide secure WAN access and meet compliance demands onsite.

With SD-WAN security, you'll get the right security at the right place with no compromises on scale, performance or application experience.



Improves user experience: Provide consistent user and device protection in all locations for direct Internet and cloud access.



Improves network agility: Reduce costs and complexity by providing one box for networking, security, and cloud.



Improves business continuity: No complex security service chains for every WAN topology, transport or protocol.

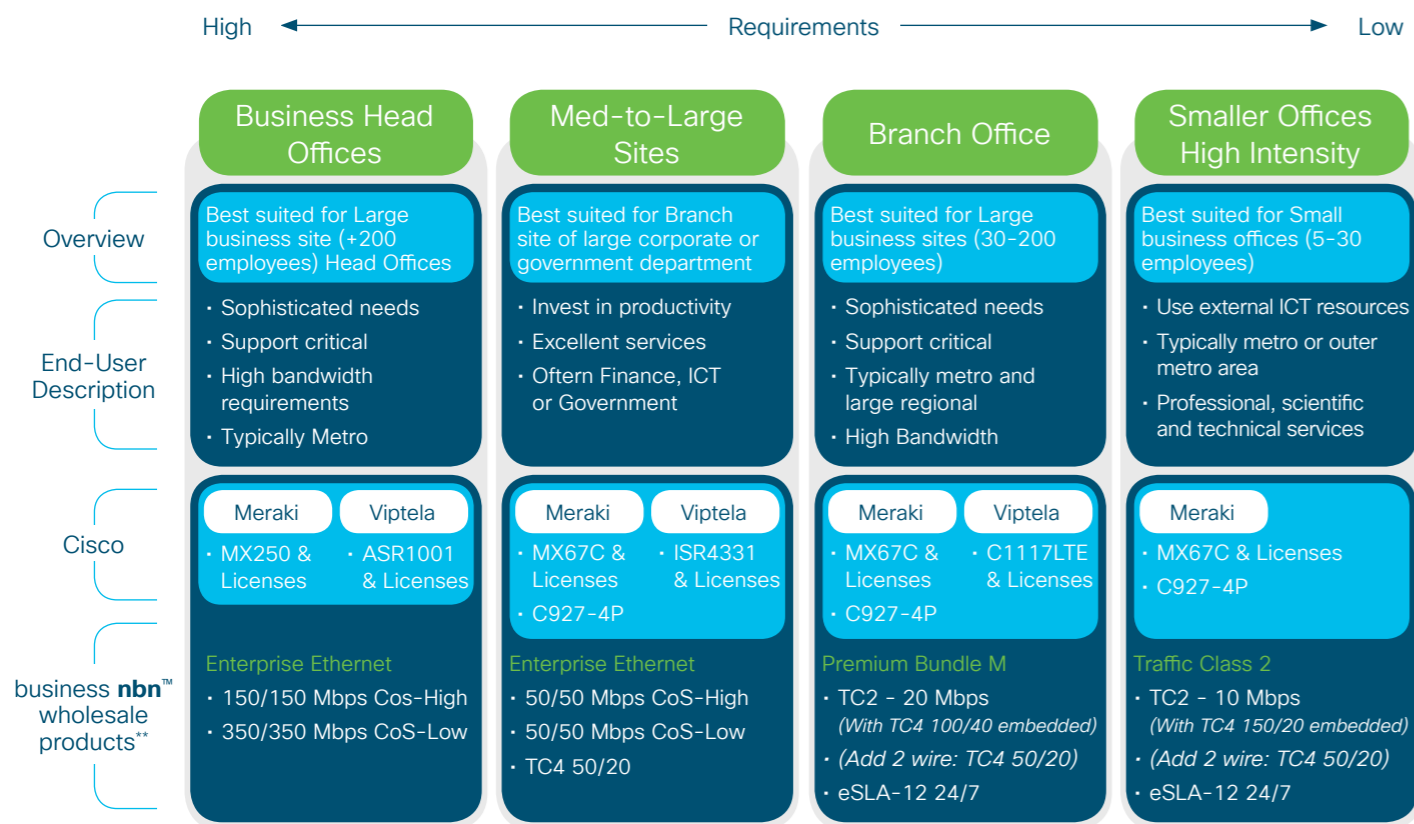
Cisco SD-WAN over business nbn™

Cisco and business nbn™ have worked together to provide assurance with these tested solutions across small, medium and enterprise business requirements. Providing simple configuration templates based on SD-WAN scenarios leveraging the nbn™ network that helps support evolving application needs, future proof your customer's network and brings together business grade connections and services.

Delivering business outcomes for your customers

So, what are the solutions?

These solutions have been designed, tested, and documented by Cisco with assistance from nbn engineers.



** Availability of wholesale business nbn™ products, product features and services depends on an end customer's access technology and area. Ask your preferred provider if they offer these plans based on these wholesale products in your area. The speeds referred to here are wholesale speeds and do not necessarily reflect the speeds experienced by end customers. An end customer's experience, including the speeds actually achieved over the nbn™ broadband access network, depends on the nbn™ access network technology and configuration over which services are delivered to their premises, whether they are using the internet during the busy period, and some factors outside of nbn's control (like their equipment quality, software, chosen broadband plan, signal reception, or how their provider designs its network).

In summary

- ✓ We've done the work for you
- ✓ We've put everything through its paces
- ✓ We have provided you with a tested starting point to design and deploy your own offers for Australian businesses

Talk to your preferred Cisco distributor or Cisco Account Manager for more information

business nbn™ is not available on the nbn™ fixed wireless network.
 * Prioritised traffic and committed information rate option is only available on the nbn™ fixed line network, excluding HFC. End customer experience may vary depending on factors such as their nbn™ access technology, internet provider, plan and equipment.
 ^ business nbn™ Enterprise Ethernet is only available on the nbn™ fixed line network. An end customer's experience, including the speeds actually achieved over the nbn™ network, depends on some factors outside nbn's control (like their equipment quality, software, and how their retail service provider designs its network). If the end customer's retail service provider has not selected a bandwidth in the highest of three classes of service available for business nbn™ Enterprise Ethernet, the speeds they experience may be affected by contention on the nbn™ network, particularly in busy periods.
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