

4 Easy Steps to Get off the MPLS Treadmill



TALARI
Networks[™]

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IT is on the MPLS Treadmill

For many years, MPLS has been the top choice for enterprise networks. IT architects like the reliability and security of private-line MPLS services, but at the same time, MPLS is costly and it can take weeks (or longer) to get an MPLS circuit turned up in a new location.

Many IT managers would like to take advantage of broadband Internet to connect their branch offices. Broadband Internet delivers orders of magnitude more capacity at a fraction of

the cost of MPLS circuits, can be provisioned quickly and is available almost everywhere.

IT should have the freedom to use the highest bandwidth and most affordable WAN connectivity for their locations without sacrificing enterprise-grade reliability and security. With a Software Defined WAN (SD-WAN) and big data network analytics, IT can have a smarter network that leverages broadband connectivity, but delivers service levels that are as good—if not better—than MPLS.

MPLS

- Highly reliable
- Predictable performance
- Good security
- Broad geographic availability
- Inexpensive
- Quick to provision

Broadband Internet

- Highly reliable
- Predictable performance
- Good security
- Broad geographic availability
- Inexpensive
- Quick to provision



Step 1. Break Free from the Legacy Status Quo and Discover the Freedom to Choose WAN Connections with a Smart SD-WAN

Use a smart SD-WAN to connect your branches, headquarters and data centers. With a Talari SD-WAN, IT has the freedom to choose the best available connectivity for any location, including any combination of broadband Internet, metro Ethernet, 4G/LTE wireless, and of course, MPLS, frame relay and T-1.

A Talari SD-WAN can:

- **Improve network reliability**—Protect the business from WAN outages and brownouts.
- **Increase network capacity**—Use all available bandwidth, while reducing costs up to 80 percent.
- **Increase network quality**—Minimize the impact of latency, jitter and packet loss to keep mission-critical applications running and improve the performance of voice, video, virtual desktops and other apps.
- **Provide security**—Include encryption to provide security even over the public Internet.

Simply add broadband connections to some of your office locations, and a Talari SD-WAN will use quality-based routing to select the best path in real time for each and every packet. That path may be MPLS, but it could also be broadband. For certain business-critical traffic, it could be both paths. Talari can selectively duplicate packets so the packets effectively race to the destination and the applications always get the best possible performance.



Freedom of WAN Choice Enabled Bremer Bank to Cut Costs and Improve Service Levels

Bremer Bank, a \$10 billion, privately held bank in the Midwest, has a large MPLS network with backup MPLS links in 40 percent of its branches. The problem? If a primary circuit to the branch failed, the cutover was so slow that phone calls and applications would drop, and workers and customers were frustrated. In addition, the branches needed more bandwidth to support real-time applications like videoconferencing and collaboration as well as banking applications.

Bremer Bank got off the MPLS treadmill with a Talari SD-WAN. It swapped its secondary MPLS links for more affordable DSL connections

and also added DSL to the locations that didn't have backup links.

A smart SD-WAN enabled Bremer Bank to get more bandwidth for less money, increase network visibility for proactive management, and give workers uninterrupted access to information and applications.

A smart SD-WAN saved Bremer Bank \$200,000 a year and it extended redundancy to all branch locations.



 **Bremer**
Bank



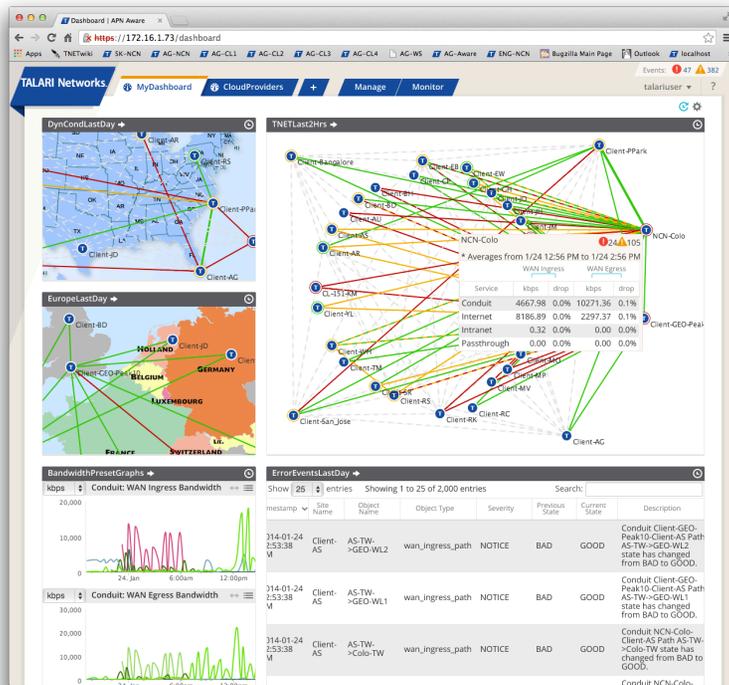
Step 2. Get Accurate Information on Network Performance so You Can Make Decisions with Confidence

Getting visibility into what's happening on the WAN quickly and easily has historically been challenging—if not impossible. But with a smart SD-WAN, network analytics are built right in so that IT managers have greater visibility into network issues. IT can more easily track down the specific cause of a problem

with the WAN, or even prove that the WAN is innocent and the problem lies elsewhere. With network analytics, IT managers spend less time troubleshooting problems and more time empowering users with a better experience.

Talari Aware WAN management and analytics software delivers big data analytics for the WAN, giving IT managers brilliant insight into the real-time end-to-end performance of the WAN, including the latency, packet loss and jitter on every link at every location. That visibility enables IT to deliver a superior user experience, pinpoint issues in the network and make data-driven choices about service providers.

With hard data on the quality of each MPLS, broadband or other link and every path in the network, IT can proactively identify poorly performing links and take action. With detailed evidence that the links are not meeting the carriers' SLAs, IT can negotiate with service providers from a position of strength, driving the business forward with confidence.



See into the WAN with Talari Aware.



Visibility into WAN Performance Lets UniFirst Deliver a Better User Experience

When UniFirst, a uniform services company with 225 locations globally, needed more network capacity to support its growing use of videoconferencing, it created a hybrid WAN using broadband Internet to supplement its MPLS network, thanks to its Talari SD-WAN.

The increased capacity and newfound visibility into the network was a major benefit to delivering a better user experience.

“If there are issues at a location, such as a choppy videoconference call or an application issue, we can log into that Talari node

and use it to troubleshoot what’s happening,” said Doug Hogue, Senior Telecom/Network Security Analyst at UniFirst. “We can see the latency, jitter and packet loss on different paths and even do packet captures. We can use the Talari node as a troubleshooting device for our WAN issue.”



*Uniforms and Services
that enhance your business image.*



Step 3. Put Teeth into Service Provider SLAs so You Can Maximize Your Investment

An SD-WAN with genius network analytics gives businesses leverage with their telecom service providers and frees them from dependency on a single provider. IT managers have detailed metrics on each WAN link and network path, so

they know if the service provider is delivering on the terms of the SLA. IT managers can use this information to negotiate price reductions or make evidence-based decisions about which service providers to use in the future.

51% of businesses will increase their budget for network performance technologies.

—*Network Evolution, 2015*



The Hain Celestial Group Frees Itself from Dependence on a Single Carrier

The Hain Celestial Group, a leading organic and natural products company, needed more bandwidth to support VoIP at its branch locations. In addition, the WAN had redundant connections, but if a primary link failed, it could take anywhere from 30 seconds to three minutes for the secondary link to kick in.

By moving to a smart SD-WAN, The Hain Celestial Group reduced the cost of usable bandwidth by 10X to 15X and ensured reliable networking that kept business flowing even if a WAN link failed. But the biggest benefit was something of a surprise—a newfound feeling of freedom.

“We are feeling liberated from a dependency on single carrier. Talari has given The Hain Celestial Group an important negotiating advantage when service providers don’t meet their service-level agreements. We’ve been able to hold carriers’ feet to the fire to show them where network quality has deteriorated,” said David Rahbany, Director of IT Infrastructure, The Hain Celestial Group.



Step 4. Join the Other IT Leaders Who Use Broadband, Coupled with Talari, for a Network that's Better than MPLS Only

A Talari SD-WAN makes it simple to get off the MPLS treadmill. IT managers are no longer locked into limited carrier choices, and they can switch service providers with ease and confidence.

A Talari SD-WAN gives IT managers more bandwidth, better reliability, and higher quality plus the data analytics they need to enforce SLAs, negotiate better rates and prove to themselves and IT executives that broadband coupled with MPLS can be less expensive and deliver a high-performing WAN to support mission-critical applications.

Get the Best of MPLS and Broadband with a Talari SD-WAN

- ✓ Highly reliable
- ✓ Predictable performance
- ✓ Good security
- ✓ Broad geographic availability
- ✓ Inexpensive
- ✓ Quick to provision

Learn more at www.talari.com.

TALARI Networks
the Trusted SD-WAN Leader

