

How CISSDM accelerates SD-WAN deployments for Partners

When it comes to deploying SD-WAN to enterprises for our clients and partners, CISSDM allows partner to scale.

THE SD-WAN EXPERIENCE FOR PARTNERS

Partners and carriers are constantly on the move: creating more contacts for lead generation, maintaining their relationships with their current clients, learning new emerging technologies, meeting with other partners to see how they can leverage their strengths and weaknesses together, or running a multi-billion dollar business. With all of these moving parts and opportunities coming along, how can they best leverage their resources when an enterprise opportunity comes in? There can be many different obstacles for a partner:

- Limited engineering or technical resources to design a network around SD-WAN
- Limited resources to project manage the full deployment and implementation of SD-WAN
- Lack of experience in SD-WAN deployments and routing policies
- Partners may want to have the deals registered in their own name to transition to a OPEX model or get better margins
- Accessibility to field technicians to deploy across the US
- Lack of a system for automation, API integrations and more with VMware SD-WAN by VeloCloud

THE CASE FOR VELOCLOUD SD-WAN

With business enterprises virtualizing their networks more and more every day, SD-WAN will get adopted more quickly over the next few years. According to IDC's Worldwide SD-WAN Forecast, SD-WAN sales will grow at a 69% compound annual growth rate over the next 5 years. With over 45,000 and growing designs and deployments under our management portfolio, we've learned a few things over the years. How do you know which SD-WAN platform is right for your business? When it comes to distributed enterprises, we've found that VeloCloud is the clear solution when it meets some of the following criteria:

- The enterprise is moving the network away from MPLS
- The network is a hybrid design
- The enterprise's business needs to prioritize voice uptime and quality of service
- The enterprise's branches currently uses dual wire line connectivity
- The enterprise currently has a need for centralized UTM (Unified Threat Management)
- Application management and traffic control is important to the running the business
- or, the business enterprise has plans to move towards network virtualization through VMWare

How do partners leverage the sale of VMware SD-WAN by VeloCloud to their customers quickly when an opportunity comes up, especially at the enterprise level?

SOLUTION HIGHLIGHTS

- CISSDM proactively monitors and manages VMware SD-WAN by VeloCloud
- CISSDM deploys VMware SD-WAN by VeloCloud efficiently across distributed enterprises
- CISSDM currently has 45,000 assets under monitoring & management
- Get the hassle of transports and broadband out of the way and let CISSDM manage the install
- With over 42,00 certified field technicians on call, get your installations at any location throughout the U.S.
- Custom API integrations with VeloCloud can be created by CISSDM

ABOUT VMWARE

VMware software powers the world's complex digital infrastructure. The company's compute, cloud, mobility, networking and security offerings provide a dynamic and efficient digital foundation to over 500,000 customers globally, aided by an ecosystem of 75,000 partners. Headquartered in Palo Alto, California, VMware celebrates twenty years of breakthrough innovation benefiting business and society. For more information, visit www.vmware.com.

ABOUT CISSDM

CISSDM simplifies and accelerates the adoption of SD-WAN and SDN technologies. We enable our clients to maximize the value of their applications and IT infrastructure by delivering best of breed engineering, design, and technical support services. CISSDM manages over 45,000+ SD-WAN assets and successfully remediates over half a million support cases a year from their Technical Assistance Centers in Orange County, California, and Boise, Idaho. For more information, visit www.cissdm.com.

system (noun)
/ˈsɪstəm/

1. a set of things working together as parts of a mechanism or an interconnecting network.
2. a set of principles or procedures according to which something is done; an organized method.

CISSDM

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CISSDM - THE PARTNER'S PARTNER

CISSDM is a methodology and orchestration platform that allows partners a fully scoped view of their SD-WAN deployment along with Day 2 Support. It's flexible and able to give the partner a holistic view of the network. CISSDM has designed and deployed many Velocloud implementations on behalf of partners and carriers. We have integrations with the Velocloud Orchestrator in our CISSDM platform, and our CISSDM Design engineers have CLI access to fully migrate your network successfully.

Whether the customer needs a security solution like Palo Alto, Fortinet, or ZScaler with their VMware SD-WAN by VeloCloud design; VMware SD-WAN by VeloCloud API integrations; or voice, traffic, and application management, CISSDM gives our partners full visibility across the network. Our CISSDM Discovery process allows us to uncover and pinpoint exactly what the enterprise customer's legacy network needs are. CISSDM aims to eliminate downtime and uses VMware SD-WAN by VeloCloud for its Dynamic Multipath Optimization and link performance remediation.

CISSDM's team of network engineers, engagement managers, field technicians, in-house developers, and technical assistance teams proactively support partners and customers. CISSDM has developed its own tools using SNMP, ICMP, and API integrations in a single interface to automate event detection, issue correlation, and monitoring for their clients. Our Transport, Edge, and Advanced Technologies Teams at our Technical Assistance Centers proactively call out from Idaho and California around the clock. Learn more about our SD-WAN solution today.

THE SYSTEMATIC METHODOLOGY FOR SD-WAN DELIVERY



Phase 1 - CISSDM DISCOVERY

CISSDM peers into your current WAN to uncover and understand application policies, core design and routing, edge design and topology, as well as performance and security metrics. This prepares us for CISSDM Design.

Phase 2 - CISSDM DESIGN

CISSDM DESIGN starts with the integration of the legacy network with the new SD-WAN solution. We engineer to resolve pain, enhance performance, and deliver greater flexibility that can be controlled from a central orchestrator. We examine underlay and overlay policies to ensure that the integration is successful.

Phase 3 - CISSDM ENGAGEMENT

Our industry-leading engagement managers have been delivering complex networks since 2008, offering best practices on reducing operational and financial impact of the deployment throughout the entire life cycle of your SD-WAN network from deployment to CISSDM 24/7 Support.

Phase 4 - CISSDM CONNECT

All SD-WAN solutions require multiple, diverse transport connections. CISSDM Connect offers tens of thousands of end points deployed throughout North America. Connect one contract, one portal, and one team.

Phase 5 - CISSDM DEPLOY

Our staging facilities are PCI/SOC/HIPAA compliant, performing asset management, custom kitting, activation, configuration, shipping, logistics, and onsite SD-WAN installations throughout North America.

Phase 6 - CISSDM UCaaS

Gain a fully managed voice network with unique feature sets like managing down to the handset and voice management, managed by CISSDM and powered by SimpleVoIP. Ensure the best QoS policies for your voice network.

Phase 7 - CISSDM 24/7

CISSDM's US-based Technical Assistance Centers and its Anomaly Correlating Engine (ACE) provide proactive 24/7/365 support and remediation for your core and branch profiles, cloud services, applications, transport, edge hardware, and infrastructure to drive the industry's leading availability SLA of 99.9%. We manage your entire stack, layers 1-7.



The Software-Defined Orchestration and Management Platform for your SD-WAN Deployment and Management Needs

