

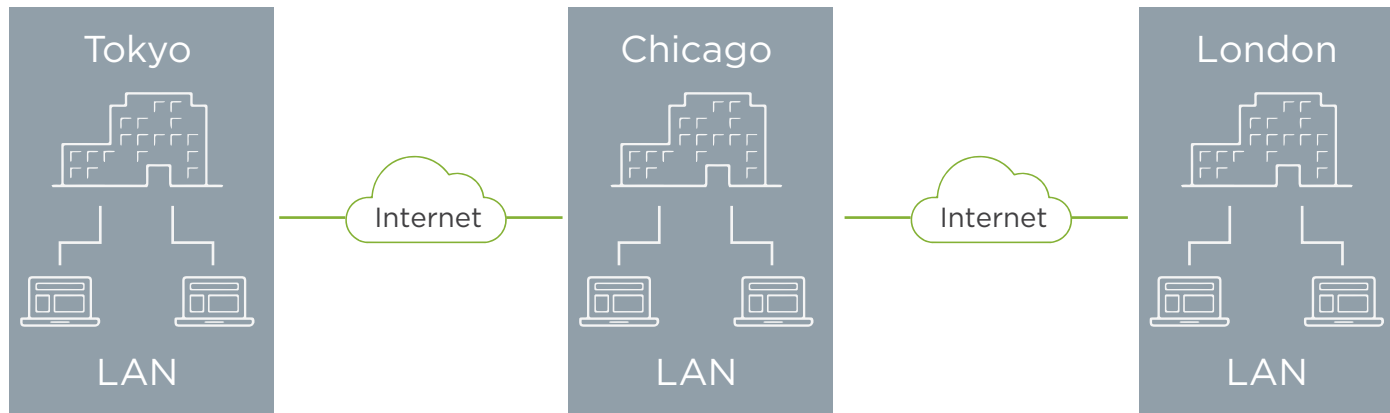


JUNIPER  
NETWORKS

What is SD-WAN?

Westcon 

# What is SD-WAN



SD-WAN = Software Defined WAN  
WAN = Wide Area Network  
LAN = Local Area Network

## SD-WAN:

Makes use of programmable network devices Improve cost, agility, and performance Response proactively to real-time network conditions

## SD-Branch:

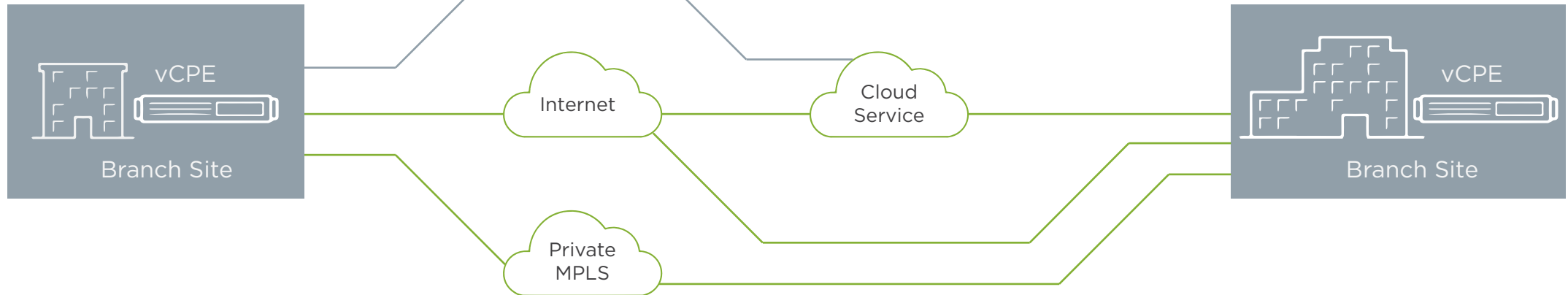
Extends the intelligence, security, and agility of the cloud and flexible transport capabilities of SD-WAN to branch networking



# What does SD-WAN DO?

- Monitors conditions
- Determines best route

- Automatic load balancing
- Network congestion management



SD-WAN dynamically sends traffic over multiple WAN connections to create cost savings and application efficiency.

When the SD-WAN is embedded in software, running on vCPE (virtual customer premises equipment), it monitors the condition of all public and private line services and determines how to route each type of application traffic accordingly.

For instance, you might default to sending voiceover IP traffic over an MPLS VPN service, however if the MPLS connection were to become congested the SD-WAN might switch that traffic to a broadband internet connection or a 4G/LTE wireless service.

In this way the SD-WAN enables automatic load balancing and network congestion management for best performance and cross defective routing.

# What is orchestration?



Orchestration is the automated arrangement, coordination, and management of complex computer systems, middleware, and services.

- Manages cloud-based and on-premises networks
- Align network resources with customer service and business requirements
- Uses automation to provide services by utilizing workflows

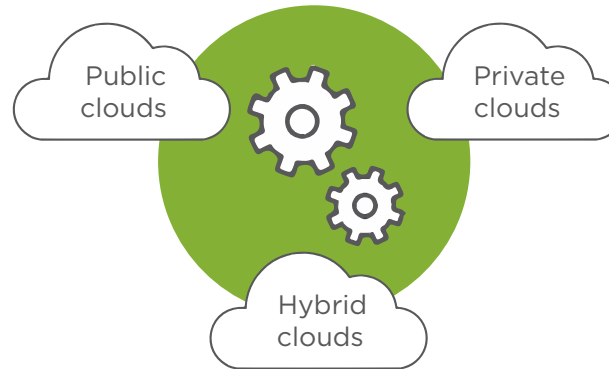
An example of orchestration is a scenario where a customer uses a web application to request new services that require network resources and the application automatically configures and implements the customer's request.



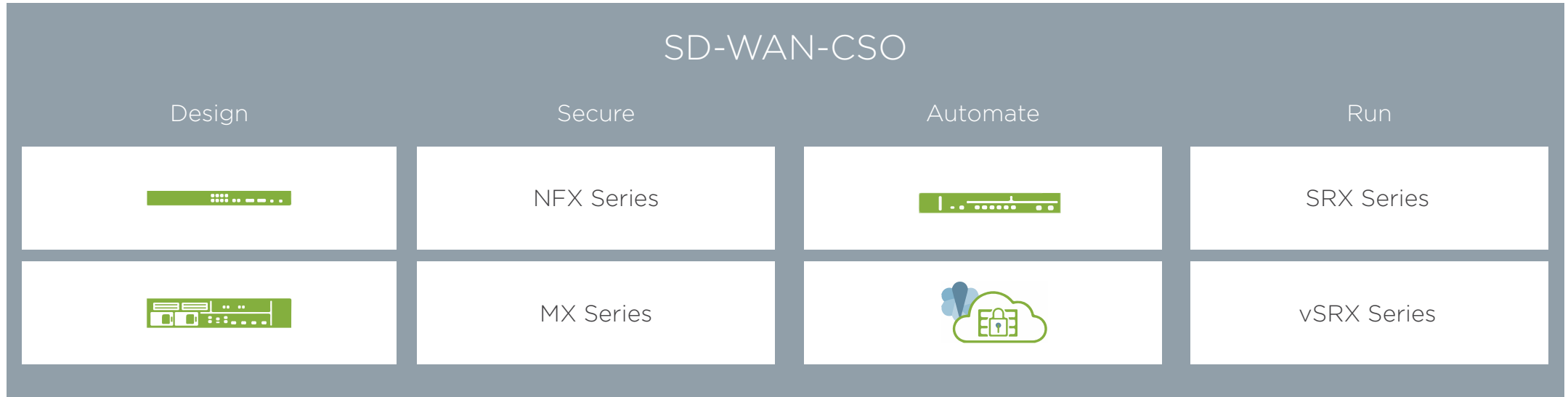
# Juniper SD-WAN

## Juniper SD-WAN – a simple, automated, multi-cloud SD-WAN

- Create an evolvable architecture to simplify growth from SD-WAN to SD-Branch
- Manage virtual cloud endpoints and on-premises universal CPE platforms
- Manage and enforce multilevel security policy



- Full stack security
- Monitoring
- Third-party
- Networking services



# Contrail service orchestration

## Network Service Designer

Provides product managers and network architects with an intuitive point and click solution for performing the service definition process of Juniper and third party VNFs that is part of service life cycle management.

## Customer Portal

Provides a pertinent admin and tenant operator role. This is read-only access. Tenants such as service provider customers have the freedom to self-select services that best fit their business needs.

## Administration Portal

Gives network administrators simultaneous visibility into customers on premises and hybrid cloud based services, enabling them to easily monitor and troubleshoot service health and status.

## Security Portal

CSO also includes the ability, through the same management platform, to orchestrate managed security services as part of a suite of network services.

## CSO: Contrail Service Orchestration

- A comprehensive management and orchestration SD-WAN solution
- Delivers virtualized network services built on an open framework

# Benefits of cso



Juniper CSO empowers service providers to drastically reduce delivery times for managed services.



CSO reduces and optimizes the operational costs and significantly enhances the user experience.



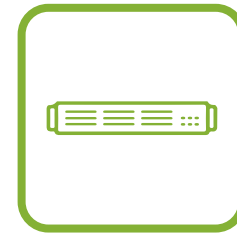
CSO also allows service providers to grow revenue.



Seamlessly integrates with contrail provider cloud.



Integrates with NFX Series Network Services Platform.



Juniper and third-party VNFs are easily integrated into consumable, higher-level managed services.

Although primarily focused on the service provider market, Juniper is working hard to bring these innovative solutions to the enterprise level in the near future.





# Our partnership in practice

## Technical enablement:

We keep you up to speed with tailored training, sales enablement and one-to-one bootcamps.

## Lead generation:

Dedicated business development managers help you grow and develop a Juniper pipeline.

## Proof of concept:

Offer customers a try-before-you-buy programme with best-in-class demo units and facilities.

## Winning team:

We are Juniper's Distributor Partner of the Year for providing the best possible outcomes for its customers.

Upsell, cross-sell or net new – grow your Juniper business with Westcon

## Contact us

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