

SDWAN is basically (Smart GPS) for WAN

Think of it as the natural progression of finding your way from point A to point B using

- a. Basic Routers – (**Physical maps**) –showed you all paths leaving it up to you to figure out the best way there.
- b. Failover Routers- (**Google maps**) –utilized non-real-time path information to get you there using the shortest path.
- c. SDWAN- (**GPS**) –utilizes real-time path information from actual drivers to get you there faster and smarter.

Traditional network devices cannot detect all network conditions on every hop between A & B. Anomalies like network stability, small packet loss, jitter, latency etc. cannot be detected in real time. Therefore, services like voice & video (without SDWAN) can have quality issues, even with the best bandwidth.

- Today's network monitoring is not real-time, it is near real time, which leaves major gaps in visibility/information, such as traffic bursts and other anomalies.
- SDWAN helps companies by combining real-time granular advanced end-to-end network metrics/information with real-time wire speed per-packet and per session routing decisions at each edge.

SDWAN combines navigation smarts with actual routing ability with easy management, automation, and visibility into all locations giving companies an amazing solution that simply saves time, money, and effort. SDWAN is an easy to use toolset that can be configured in many ways. SDWAN fixes the problem of the edge management and lack of onsite IT. SDWAN automates many of the once manual tasks of programming, provisioning and routing decisions with degraded internet connections.

Now the easy part???, Picking the proper solution for each client.

SDWAN is a broad technology and can get confusing but fear not. All SDWAN manufacturers are purpose build for specific client use cases. Some are built to help prioritize and control cloud connectivity and applications that run the business, others are built for network resiliency and reliability, while still others are built to collapse environments using an all-in-one cloud firewall solutions. All SDWAN manufacturers are great, it just all depends on what the end user is trying to accomplish not only today but 3 years from now. By approaching SDWAN from a consultative and high-level, goal-oriented approach can bring a client an extreme amount of long-term value and savings.

As far as pricing, it is very dependent on the size and speeds required; it can run anywhere from \$55 per month per location to \$2k per month per location, depending on a customer's specific needs. These solutions can also be Managed, Co-Managed, or do-it-yourself installations. In some cases, SDWAN can even save an organization money by offsetting high-cost equipment and networking services.

By scheduling a complimentary call with one of our specialists, we can determine the right solution, that fits best for a client's specific needs. No 2 companies are exactly alike, at Crown Business Solutions we do not use cookie-cutter solutions. We look to *protect what matters most.*™