

# Channel Chief View

## It Is Time To Replace Your MPLS With Global SD-WAN

### Q. How do you think the SD-WAN market is shaping up in the channel?

**A.** The SD-WAN landscape is becoming increasingly more advanced for enterprises and channel partners alike. Enterprises are looking to their partners to steer them toward solutions that best meet their needs.

There is a lot of noise in the marketplace. Vendors, ranging from large telcos to small venture-backed startups, are trying to position themselves as SD-WAN experts.

### Q. Why are enterprises looking for SD-WAN alternatives to replace their MPLS-based connectivity? What would it take for an SD-WAN to completely replace MPLS in a global deployment scenario?

**A.** MPLS is a reliable solution for applications that solely reside in corporate data centers. However, it's not designed for cloud-enabled and SaaS applications. Since corporations don't control the terminating point of such applications, MPLS cannot be deployed in these scenarios. Direct Connect solutions address only 2 percent of cloud and SaaS applications, which means 98 percent are not accessible via MPLS.

MPLS is also expensive, takes months to deploy, and can be very complex to roll out in global scenarios. Enterprises often have to work with multiple service providers to establish a global WAN. Enterprises are waking up to the fact that MPLS is legacy technology and are now looking at SD-WAN alternatives. However, not all SD-WANs can replace MPLS on a global scale. Most edge-based SD-WANs still need to rely on MPLS for performance of mission-critical applications.

### Q. How is Aryaka differentiated from other SD-WAN providers?

**A.** Edge-based SD-WANs do not address global application performance challenges by themselves since they lack a global network. Aryaka offers enterprises an effective MPLS replacement solution to enhance global application performance for on-premises, cloud-based, and SaaS. Aryaka offers its global SD-WAN solution using a global private network that is based on 26 points of presence across six continents. On top of this global network, Aryaka integrates WAN optimization, content delivery network functionality, global VPN services, connectivity to cloud platforms, and SD-WAN technology.

Aryaka can be viewed as a Software-Defined MPLS that addresses all connectivity needs of the modern enterprise, including applications, cloud, sites and remote employees—with the flexibility and short deployment times of an SD-WAN.

Aryaka's solution has been deployed at 500-plus global enterprises and our customers recognize us as the only SD-WAN that is designed to enhance the performance of global mission-critical applications.

**aryaka**



**Jim Hilbert**  
Chief Revenue Officer

**//** Direct Connect solutions address only 2 percent of cloud and SaaS applications, which means 98 percent are not accessible via MPLS. **//**



Contact Aryaka today to learn about how our global SD-WAN can help your enterprise: [www.aryaka.com](http://www.aryaka.com)