CLOUD-OPTIMIZED WAN

WORKSHOP & ROI ANALYSIS

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CLOUD-OPTIMIZED WAN—WORKSHOP & ROI ANALYSIS

Let Equinix Professional Services help you develop a customized WAN strategy with focus on improved latency, performance, security and flexibility, while providing clear insights into your expected return on investment (ROI). Leveraging our methodology ensures fast application delivery from the cloud or your data centers out to employees and customers.

The challenge of legacy networks

The interconnected era, driven by workloads in the cloud, presents us with amazing opportunities and complex challenges. In today's workplace, your customers, employees and partners are dispersed over wider geographic locations, processing greater amounts of data, using a multitude of different devices and having constantly growing expectations. Traditional enterprise IT architecture was built under the assumption that everything you're accessing, whether data, applications or servers, sits within the four walls of your data center. They were not built to support dynamic engagement and distributed coverage, and often cannot cope with the demands of the "anytime, anywhere" age. As a result, enterprises are saddled with expensive, inefficient and rigid network deployments which often require extended carrier commitment.

About Equinix Professional Services (EPS)

Equinix Professional Services guides customers though complex IT infrastructure changes, network transformations and integrated cloud deployments to quickly deliver more optimal business results. Through the use of our unique blueprints—developed by Equinix and based on best-practice implementations with hundreds of customers and internal projects—you gain the insight you need to make decisions on how best to implement integrated cloud and network strategies. Our customers value our agility, depth and breadth of skills, vast cloud and networking experience, and ability to implement accepted recommendations in a timely manner.

For more information, contact **eps@equinix.com**
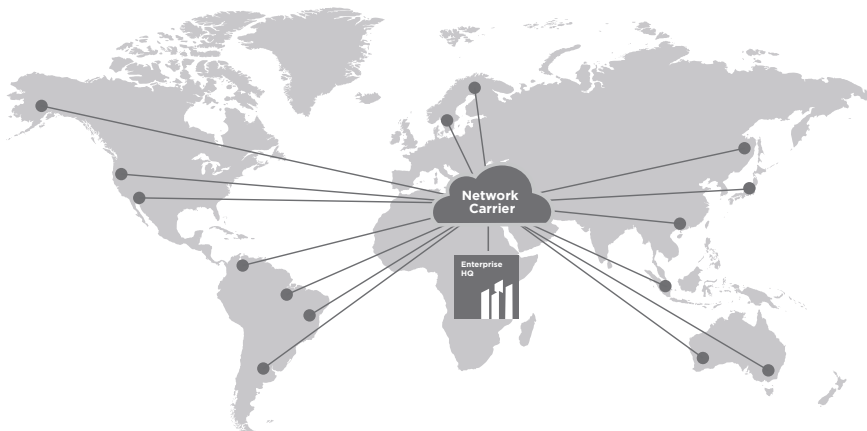
Cloud-optimized WAN strategy

When you connect the core components of your business and clouds inside strategic edge locations—and interconnect all those locations—you create a network of high-performance hubs that enables you to directly and securely connect employees, partners and customers to what they need—in the right context—using the devices and services they prefer.

Shifting the fundamental delivery architecture of your IT, from siloed and centralized to a more distributed model addresses many of the fundamental challenges of IT departments today.
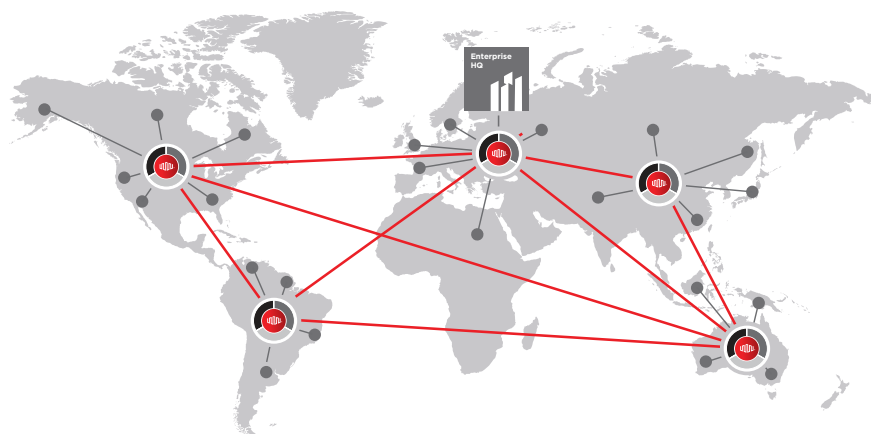
Why this engagement?

You have to work within a budget and need to get the most out of it. You have multiple initiatives and user experiences to evaluate. Whether your desired future state is broad in scope or a focused subset of your digital portfolio, this engagement will help you link your business vision to an executable cloud-optimized WAN strategy, combined with ROI insights to best optimize your spend.

BENEFITS

- Provide reliable data for your internal digital transformation business case, that shows how adoption of our methodology is self-funding and frees up valuable IT budgets

- Develop a customized cloud-optimized WAN strategy to reduce complexity, cost and latency; improve performance, security and flexibility; and provide clear insights into your expected ROI

- Provide market, industry and customized cost and performance information to guide your most impactful prioritization and next steps

- Define high-level next steps to implement your chosen cloud-optimized WAN option

Workshop prerequisites

For in-scope sites*, the following information is needed from your team prior to the kickoff call in order to ensure optimal recommendations and most accurate ROI results. Equinix Professional Services will provide templates for data and information capture. Please note that failure to provide complete and correct information, prior to, during or after the workshop, can directly impact the final deliverables.

- **Business and technology:** Business and IT objectives, priorities and challenges
- **Current WAN topology:** Site location list including network connectivity at each site, location categorization, number of users per site and WAN diagrams
- **Supply chain key participants:** List of partners, customers and vendors with whom you currently exchange data (or plan to do so in the future), and the method of exchange
- **SLA requirements:** Quality of Service, bandwidth, capacity flexibility, etc.
- **Current WAN spend details:** Existing carriers, circuit cost and contract term information, owned network assets and lifecycles, etc.
- **Applications and data:** List of known applications and respective criticality, location of critical data, existing DR sites and functions
- **Security and compliance:** Regulatory bodies and security guidelines with which your organization must comply
- **Attendee and role list:** Names and titles of your workshop participants

Deliverables

The scope of the workshop deliverables includes up to 60 sites. The completion of this engagement is dependent on receiving sourced circuit costs directly from various carriers. Depending on global site locations, the average lead time is between three and six weeks.

The deliverables are presented in a final report including:

- **Business requirements and current state:** Summary of your objectives for change and drivers, and understanding of your IT infrastructure's growth projections, performance limitations and critical interdependencies. Also includes high-level current-state WAN and key application overview for in-scope sites.
- **Future-state cloud-optimized WAN:** Proposed changes, assumptions and constraints to provision a cloud-optimized WAN architecture with customized recommendations and data in relation to locations, resiliency vs. redundancy, performance, latency, scalability, security and potential vendor considerations. Also includes future-state, high-level WAN architecture design with attention to data routing flows.
- **ROI model at 90% confidence level**
  - Current and future circuit cost
  - Other projected estimated CAPEX and OPEX impacts
  - Projected implementation costs and timing
  - Projected cost overlap of current WAN and new options during implementation
  - Evaluation of current customer contract impact to new architecture migration schedules
- **Implementation strategy:** Based on your requirements, priorities and future-state design, we provide high-level, step-by-step implementation recommendations to guide you through a logical deployment with minimal impact on operations. This includes implementation prerequisites, assumptions, constraints and key dependencies
- **Optional next steps:** Statement of work for detailed network assessment or other WAN transformation services discussed during the engagement

*The scope of this engagement is up to 60 sites. For a larger scope, or modifications to agenda or deliverables, EPS will provide a custom Statement of Work (SOW).

Hosted by an Equinix Professional Services Solutions Architect™, the initial workshop usually runs over a two-day period with an agenda that's focused on interactivity to yield optimal results. The workshop is facilitated in person and is structured to include representation from key stakeholders in your team. For best results, Equinix Professional Services requests participation from your network, security, web-based applications and infrastructure teams for the full two days.

ENGAGEMENT PHASE	DESCRIPTION & INCLUSIONS
Engagement Kick off Remote	One-hour kick off call with your team to go through the prerequisite information, objectives and expectations, and to finalize the workshop agenda to ensure it is structured to meet your requirements.
Workshop Day 1— Discovery In person	Facilitated discussion to get better understanding of your existing environment, challenges, drivers and objectives to enable effective and realistic future-state planning. • **WAN Evolution Overview:** Review today's digital challenges and opportunities, and provide examples of enterprise WAN re-architecture projects that have yielded success for our customer • **Business and IT Discovery:** Identify and understand your objectives for a cloud-optimized WAN as driven by your industry, business goals, challenges, product road map and/or customer support requirements • **WAN Discovery:** Review your existing WAN architecture and topology for in-scope sites, with a focus on locations, resiliency, redundancy, performance, latency, scalability, security, vendors and vendor commitments • **Cloud Discovery:** Explore your cloud strategy and identify existing SaaS and IaaS utilization, architecture and connectivity. The main purpose of this exercise is to better understand your application consumption and bandwidth requirements for in-scope sites • **Initial Cost Discovery:** Discuss current-state costs in preparation for full data capture in the Analysis & Documentation phase. In addition to OPEX costs in relation to circuits (Ethernet, MPLS, Internet, etc.), this will include costs related to cloud connectivity, transit, supporting technology devices, cost of downtime, etc.
Workshop Day 2— Future State In Person	Planning and consensus-building around optimization and implementation options for cloud-optimized WAN future state • **WAN architecture options:** Discuss WAN architecture leading practices and options in relation to MPLS, SD-WAN, Private Line, Metro Ethernet, etc. Includes how each option aligns with business objectives (pros and cons), potential transition benefits and challenges • **Telco Market Insights:** Discuss the telecommunication carrier market, capabilities, preferences and aggregation options • **Cloud Architecture Connectivity Options:** Discuss options for optimized future-state architecture, including high-speed, low-latency, private connectivity to public, private and hybrid clouds

ENGAGEMENT PHASE	DESCRIPTION & INCLUSIONS

Workshop Day 2—Continued	• **Security and Design Leading Practices:** Discuss geographic (physical) segmentation and logical segmentation, boundary control, policy enforcement, etc.
	• **Cloud-Optimized WAN Implementation Options:**
	  ◦ Discuss implementation and network management options and priorities, based on your cumulative requirements
	  ◦ Identify prerequisites that must be met before implementation can commence (for example IPv4, IPv6, BGP requirements)
	  ◦ Discuss assumptions, constraints and key dependencies
	  ◦ Discuss expected timeline, technologies, resources required and actionable items necessary to execute

Analysis & Documentation— Remote	Based on customer-provided prerequisites and workshop discussions, this effort is focused on the design of recommended future-state cloud-optimized WAN, for in-scope sites, with associated performance improvements and cost savings.
	• **Circuit Analysis:** Capture current-state circuit inventory for all in-scope sites. Specific focus on: network location, full address, bandwidth and circuit cost, and existing site classification methodology
	• **WAN Routing Analysis:** Analyze network transit to data center and branch locations, ingress/egress, port size and high availability, and evaluate best network traffic routing options
	• **Design future-state architecture:** Prepare future design option(s) that drives increased performance and network uptime across the WAN to allow for optimized user experience, application response times, and prioritization of key locations and applications
	• **Develop high-level, future-state transition plan:**
	  ◦ Recommended technical strategy, migration approach, and solution provider(s) for applicable vendors
	  ◦ High-level implementation plan with dependencies
	• **Develop initial ROI model with focus on:**
	  ◦ Summary of current cost (as provided by customer)
	  ◦ Direct vendor sourcing of circuit costs for future-state options
	  ◦ Other projected CAPEX and OPEX impacts
	  ◦ Projected implementation costs and timing for each option
	  ◦ Projected cost overlap of current WAN and new options during implementations
	  ◦ Evaluation of current customer contract impact to new architecture migration schedules

Review & Final Report Presentation— Remote	Review session with customer for input on draft design and cost models to ensure alignment. Review will be followed up by final report presentation to your team.

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About Equinix

Equinix, Inc. (Nasdaq: EQIX) connects the world's leading businesses to their customers, employees and partners inside the most-interconnected data centers. In 52 markets across five continents, Equinix is where companies come together to realize new opportunities and accelerate their business, IT and cloud strategies.

In a digital economy where enterprise business models are increasingly interdependent, interconnection is essential to success. Equinix operates the only global interconnection platform, sparking new opportunities that are only possible when companies come together.

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