



SD-WAN & SASE Workshop

Utilize our knowledge and expertise to help plan your SD-WAN and SASE strategies.

TENEO
OPENING MINDS

Making the case

Today, many networking, infrastructure and security teams have ambitions to redesign their WAN infrastructure. They're looking to improve performance, become more agile, simplify management, and enhance security, all while reducing cost.

But where they often fail is in aligning a collective vision for SD-WAN and SASE with business objectives and technical requirements. They miss the opportunity to fully explore these as a team due to a lack of knowledge and experience, over-stretched resources, limited time, and poor communication. The consequences are a lack of stakeholder alignment, misunderstandings and isolated decision-making. This ultimately leads to project back-tracking, overruns, and unrealized business benefits.

Some teams are taking a different approach and are already seeing results from their SD-WAN and SASE projects in a short timeframe. They've found a way to leverage external expertise & experience to unite them and fill their own knowledge gaps. This has enabled them to accelerate their SD-WAN and SASE time to value by ensuring everyone approaches SD-WAN and SASE on the same page.

Teneo's SD-WAN & SASE Workshop aligns teams at the beginning of an SD-WAN or SASE project, provides real-life experience to help avoid pitfalls, and provides a structured approach to building a collaborative SD-WAN or SASE solution and business case.

Our approach



Pre-Work

- Agree workshop participants
- Set workshop pre-work
- Collect any relevant data that will be used to help predict ROI
- Collate responses



Workshop

- Define workshop depth required and agenda
- Deliver our workshop virtually or on site with your team



SRD

- Create a Solutions Requirement Document
- Highlight key requirements to meet your business and technical needs



Reporting

- Present an SD-WAN or SASE solution that meets your requirements
- Deliver a recommendation document that acts as a solid foundation to your business case

Service value

Align Your SD-WAN/SASE Stakeholders

Bring together collaborative representatives from Network, Applications, Infrastructure, VoIP/Telecoms, Cloud and Security teams. Usual group sizes range from 5-15.

Follow Our Proven Methodology

Our workshop is designed around our proven methodology that focuses on business challenges and technical requirements.

Detailed Review And Assessment

Covering all aspects of Technology, Processes, Systems and People enables our team to provide you with a comprehensive review and assessment.

Leverage Our Years Of Experience

Leverage our years of technical SD-WAN/SASE knowledge and practical, real-life SD-WAN and SASE experience to avoid pitfalls and plan how you'll achieve SD-WAN and SASE success.

SD-WAN & SASE Workshop sample agenda

A sample SD-WAN & SASE Workshop agenda can be found below.

WORKSHOP PRE-WORK

To get the most out of our SD-WAN & SASE Workshop, it's highly recommended that you research certain topics in advance. We'll help you decide what those topics should be. Examples include:

- Business objectives for your SD-WAN or SASE project
- Current WAN and WAN Edge costs
- Network topology and protocols
- Key Applications and associated SLAs
- Desire to simplify leveraging a "cloud first architecture"
- Current 'legacy' WAN issues and service limitations you'd like to resolve
- Current 'legacy' WAN security issues you'd like to resolve

WORKSHOP PART 1 - BUSINESS OBJECTIVES

In Part 1 of the workshop, we'll cover:

- What do SD-WAN and SASE mean to you?
- Your justifications for moving to SD-WAN or SASE
- What does SD-WAN or SASE need to deliver to your business?
- Current WAN and WAN Edge costs and areas for potential savings

WORKSHOP PART 2 - TECHNICAL REQUIREMENTS

In this section we'll deep dive into your technical requirements, including:

BACKGROUND & ARCHITECTURE

- Understanding of your network environment and application topology
- How and where users access your applications and IT services
- Review of network management, covering people, processes and associated SLAs
- Identify any limiting factors that will affect SD-WAN or SASE design or deployment
- Consider other planned IT projects and Initiatives

CONNECTIVITY & COST

- Review current WAN connectivity
- Where do you need to make savings?
- Current WAN costs for carriers, management, contract management, etc.
- Current carrier providers, their SLAs and what SLAs you need
- What bandwidth priorities do you have?
- Current WAN Edge technology, refresh cycles and assessment of SD-WAN or SASE as a replacement
- Managed service considerations

AGILITY

- Overview of your locations & time zones
- Structure & responsibilities of internal network team
- How much do you want to control vs how easy are things to manage?
- How dynamic is your business regarding M&A, site turn-up/tear down?
- Current and future use of the Cloud: IaaS, PaaS and SaaS
- Current vs desired failover times
- Real-time change and incident response requirements
- Analytics

PERFORMANCE

- Critical applications & power users
- IaaS & SaaS Performance
- WAN Optimization requirements incl. Cloud & Mobile
- Wi-Fi access
- QoS policy & performance SLAs
- VoIP quality
- Managing user experience based on Loss, Latency and Jitter

SECURITY

- Review of existing network security and desired security posture
- Compliance and encryption level requirements
- Network segmentation and virtual routing and forwarding requirements
- Cloud Secure Web Gateways (SWG)
- Cloud Access Security Brokers (CASB)
- Zero Trust Network Access (ZTNA) and VPNs
- Web Application and API Protection
- Remote Browser Isolation
- DNS & Wi-Fi Protection

MIGRATION & TRANSFORMATION

- Resources & skills assessment
- Required project timelines
- Identify where 3rd party support will be required

WORKSHOP PART 3 - SOLUTION REQUIREMENTS DOCUMENT

For Part 3 of our workshop, we'll produce an SD-WAN or SASE Solutions Requirement Document (SRD) that will capture all of the data collected in Part 2 of the workshop.

This document will be sent to you for comment and review.

Once all the requirements have been agreed, we'll work on creating an SD-WAN or SASE solution to meet your needs based on the SRD.

In addition, you'll be able to use the SRD to guide decision-making when moving forward with your SD-WAN or SASE project.

WORKSHOP PART 4 - RECOMMENDATION

At the conclusion of our SD-WAN & SASE Workshop process, we'll have a clear understanding of your requirements and will produce a detailed SD-WAN or SASE solution recommendation.

Our recommendation will highlight how it meets your specific requirements.

In the case that we're presenting multiple solutions, we'll rank each solution against your requirements, enabling you to make an informed decision.

In addition, we'll create a set of actions and next steps, complete with who's doing what and when.

This may include:

- Time in the Teneo SD-WAN lab to demonstrate how our solution meets your requirements
- Building out a detailed SD-WAN or SASE business case
- Moving to Proof of Concept, leveraging Teneo's deep SD-WAN and SASE knowledge and experience

Service outcomes

- Capture, discuss and validate all stakeholder requirements.
- Detailed Solution Requirements Document that can be used to aid decision making.
- Company specific value assessment and ROI for adopting SD-WAN or SASE.
- Access multiple SD-WAN and SASE solutions and complementary technologies.
- Receive a recommendation document that addresses how different SD-WAN and SASE solutions can meet your requirements.
- De-risk your SD-WAN or SASE project by choosing the right technology and delivery model based on SD-WAN & SASE Workshop outcomes.
- Accelerate SD-WAN or SASE deployment and competitive advantage for your organization.

About Teneo

Most IT Infrastructure and Operations teams are overworked and struggle to introduce new technology. At Teneo, our Work From Anywhere IT services combine leading technology with expert guidance, so you can embrace innovation with confidence.

Find out more at www.teneo.net.

Next steps

If you're about to embark on an SD-WAN or SASE project, or need some help re-aligning stakeholder team members, now is an ideal time to leverage our help. To get started, contact us to schedule an SD-WAN & SASE Workshop today at info@teneo.net.

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