



Pros and Cons of SD-WAN Approaches

Approach	Description	Pros	Cons
DIY SD-WAN.	Do-it-yourself (DIY) deployment and management.	Enables organizations with large internal IT teams and experience to maintain full control.	<p>Requires significant internal staff resource and experience of SD-WAN and complementary technologies such as SASE.</p> <p>Heightened risk of isolated decision making, stakeholder misalignment, inappropriate technology fit and project overruns.</p>
Work with an SD-WAN reseller.	Work with a traditional reseller and deliver the project in-house (buy and build).	Enables organizations with large internal IT teams and experience to maintain full control.	<p>The technology is complicated and will not be an ‘out of the box’ solution. It will require substantial internal staff resource and experience for design & ongoing management.</p> <p>Readiness to accept reseller influenced solutions, could result in the wrong technology fit and inability to meet original goals.</p>
Work with a service provider.	Work with an existing carrier or service provider and take a managed service.	Ability to hand over full control to service provider for those with little internal experience or resource.	<p>Lack of opportunity for internal staff to upskill and learn the technology, which they will rely on to excel in their careers.</p> <p>Lack of hands-on experience in the internal team will restrict the ability to bring the solution in house in the future.</p> <p>The service provider may offer the service, but may not actually be an expert in the field, which could result in misjudged recommendations.</p> <p>Often locked into lengthy contracts, with the inability to pivot freely to new and better technologies when they become available.</p> <p>Lack of control.</p>
Work with a specialist partner.	Adopt a ‘shared risk’ approach with an SD-WAN specialist partner.	<p>Suitable for companies of all sizes.</p> <p>Leverage specialized expertise, following a proven methodology, while maintaining flexibility and control.</p> <p>Fill people, skills and knowledge gaps and delegate administrative workloads.</p> <p>Flexibility to choose how much management control is required to suit business needs.</p> <p>Benefit from knowledge transfer to upskill internal teams with the opportunity to transfer management responsibilities gradually back to the in-house team.</p> <p>Accelerate project delivery and time to value, while enjoying a smooth and risk-free design and deployment process.</p> <p>Avoid technology lock in and gain the flexibility to move to updated solutions as the market evolves.</p>	

Get the most value from SD-WAN, faster and with minimum risk, with Teneo's full suite of specialist SD-WAN services.

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