



# WAN Value Assessment

Justify your WAN architecture based on your strategic, financial, and operational priorities.



# Making the case

Most organizations are seeking ways to reduce network transport, equipment, and network admin costs. At the same time, they also need to increase available bandwidth and network reliability substantially to deliver the levels of application performance, user experience and productivity expected by the business.

This is forcing those with traditional, router-centric WAN architectures to assess the operational and financial benefits of their current approach against an investment in a next-generation network like SD-WAN, to better justify their chosen path. But between the looming renewal dates for expensive WAN edge devices such as routers, firewalls and WAN Optimization, and a drive to maintain 'business as usual', the challenge is knowing when and how to get started.

Forward-thinking organizations are taking a proactive approach to such an assessment, to ensure they fully understand the business value and financial impact of their WAN architecture decisions early.

Our WAN Value Assessment provides a rich analysis of the common challenges and costs of your traditional router-centric network. We deliver a compelling justification for the future WAN architecture we'd most recommend based on your strategic, financial, and operational priorities.

## Our approach



### Data Collection

- Collect pertinent data about your network transportation costs, network admin costs and management overhead.
- Collect data on costs relating to routers, firewalls and WAN Optimization.
- Understand the cost to resolve IT tickets and the cost of downtime to the business.



### Reporting

- Document our findings in an easy to read format.
- Provide a customized value report with suggested cost savings and efficiency gains
- Calculate ROI by year.



### Recommendation

- Present ways to increase ROI from your existing WAN.
- Present readiness for migration to a next-generation network like SD-WAN.
- Suggest next action steps.

## Assessment value

### Understand Financials

Understand the financial costs behind your current approach, and base your decisions on hard numbers.

### Assess Operations

Define the operational benefits of your current WAN architecture, and compare against your IT and business strategy.

### Compare With SD-WAN

Decide if the time is right for SD-WAN in your organization and compare the advantages against your current approach.

### Calculate ROI

Understand your potential return on investment based on the available options so you can make sound business decisions.

# Assessment outcomes

Receive a recommendation that will help you to:

- Arm yourself with compelling evidence of the business value and long-term financial benefits of your WAN architecture and present your network business case to C-level executives.
- Justify the budget for modernizing the WAN edge when budget allocations are needed.
- Reconsider your network transportation options.
- Communicate with your team in plain language and with substantiated metrics that help to evaluate multiple WAN architecture options.
- Take quick and decisive action on the future of your WAN architecture that will improve efficiencies, reduce costs and increase business performance.

## Customer example

### Food Distribution Organization

One food distribution organization with a typical, router-centric WAN architecture was using MPLS as its primary links with manual failover to a dynamic multipoint VPN backup. This network provided connectivity from the company's warehouses to a central data center, and out to SaaS applications and the internet.

The organization's primary goal was to improve network resiliency to avoid lost productivity, and potentially, the inability to fulfil customer orders. They also wanted to reduce their circuit costs, simplify their WAN edge architecture, deliver circuits in a shorter timeframe so they could set up new sites quicker, and reduce their MTTR for network troubleshooting. In addition, they wanted to make better use of bandwidth, address their latency issues when accessing the cloud, and be less reliable on their high-premium carriers.

Following a WAN Value Assessment, they projected financial benefits of \$1.15 million per year, plus another \$109,000 in one-time benefits. The projected five-year net present value (NPV) was calculated to be \$2.6 million with a payback of 1.5 years, and a three-month cost of delay of \$64,000 (\$21,000 per month of avoidable spend as a result of not taking any action on the business situation).

## Next steps

Our WAN Value Assessment is a complimentary consultancy service to help you build a business case for your future WAN architecture and predict the return on investment.

To get started, contact us to schedule a WAN Value Assessment today at [www.teneo.net](http://www.teneo.net).

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