

SD-WAN Adoption

Software-defined wide area networking (SD-WAN) has emerged as an alternative solution for provisioning and optimizing distributed IT networks. SD-WAN uses the internet to send traffic between networks, controlled by centralized software, or to provision new networks at the edge. This enables zero-touch provisioning (ZTP), allowing non-technical end-users to easily access IT services and apps. Businesses can connect old hardware and software into SD-WAN networks and dynamically optimize network traffic when needed, reducing latency (so long as there's a reliable internet connection). With so many promised benefits, are IT leaders deploying SD-WAN in their organizations?

Pulse surveyed over 150 IT decision makers to understand:

- Rates of SD-WAN adoption and the perceived benefits of deployment
- The top use cases and technical objectives SD-WAN solves for
- Why IT leaders might choose one SD-WAN product over another

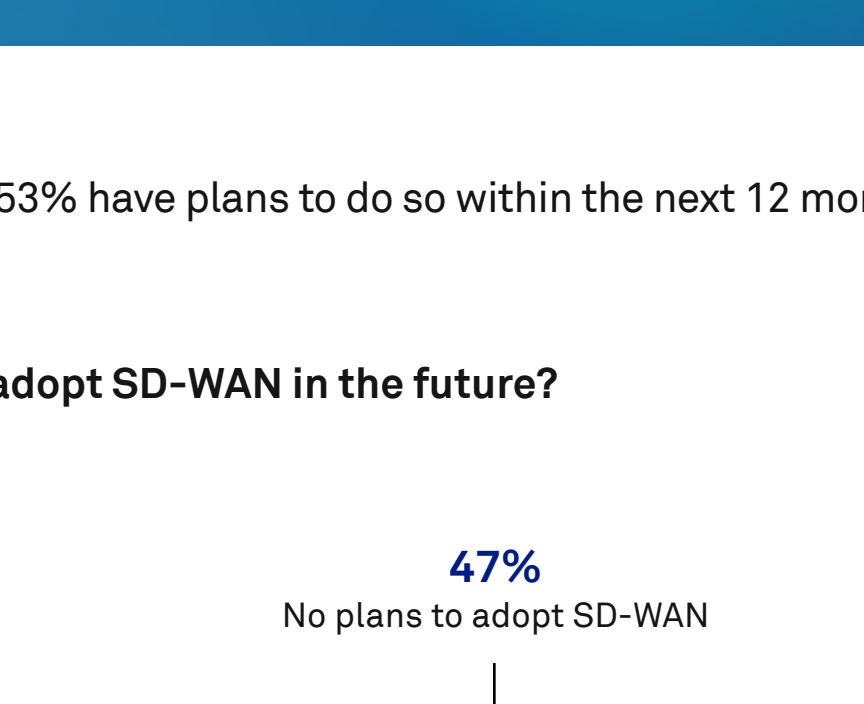
Data collected from Mar. 1 - Mar. 15, 2021

Respondents: 154 IT leaders

Most IT leaders have already deployed SD-WAN

61% are currently deploying SD-WAN.

Are you currently deploying SD-WAN in your organization?



Looking deeper into the data within industries, over three-quarters (77%, n=13) of respondents in the finance industry have deployed SD-WAN, whereas only half (50%, n=38) of those in the software industry are using SD-WAN.

For those not currently deploying SD-WAN, 53% have plans to do so within the next 12 months.

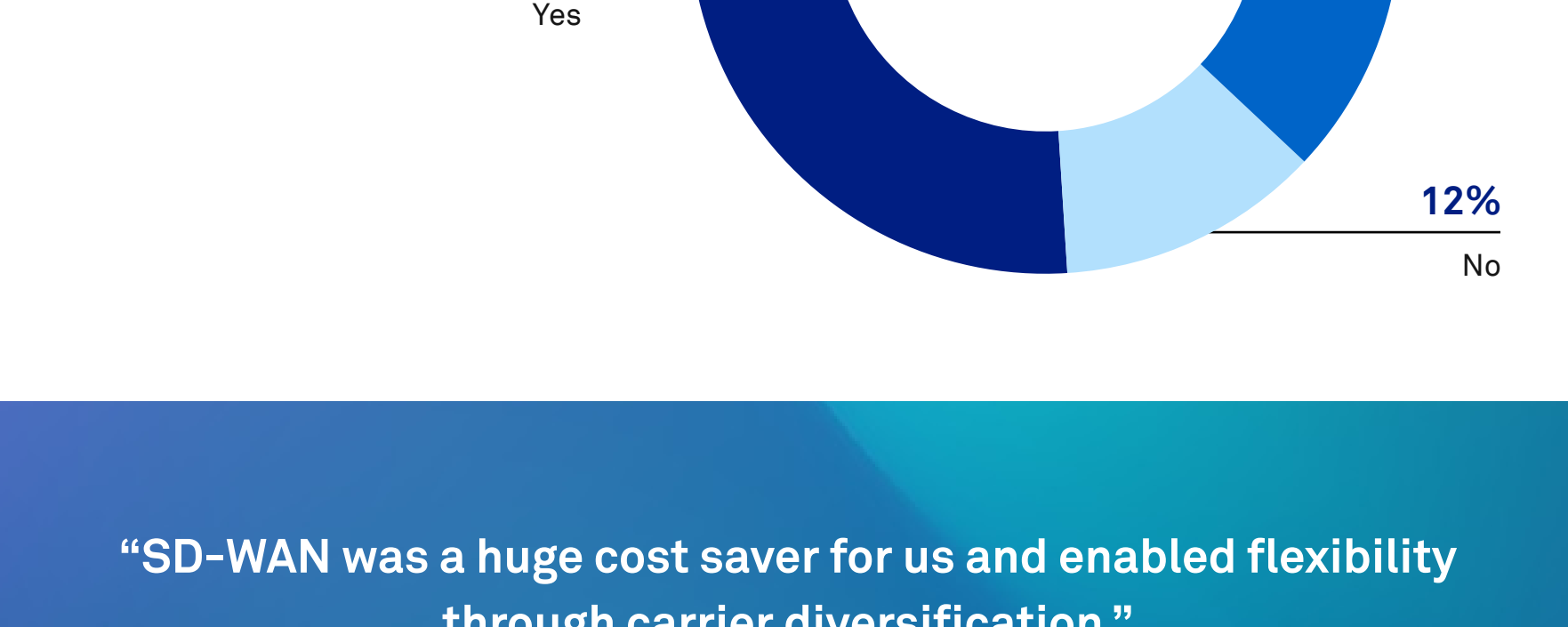
Do you have plans to adopt SD-WAN in the future?



IT leaders believe SD-WAN offers advantages over MPLS—and reduces costs

91% of IT leaders believe SD-WAN offers significant advantages over Multiprotocol Label Switching (MPLS).

To what extent do you agree with the following: "SD-WAN offers significant advantages over MPLS."



More than half (51%) of leaders believe SD-WAN deployment reduces costs.

Do you believe SD-WAN reduces costs?



"SD-WAN was a huge cost saver for us and enabled flexibility through carrier diversification."

- Director, medium-sized software company

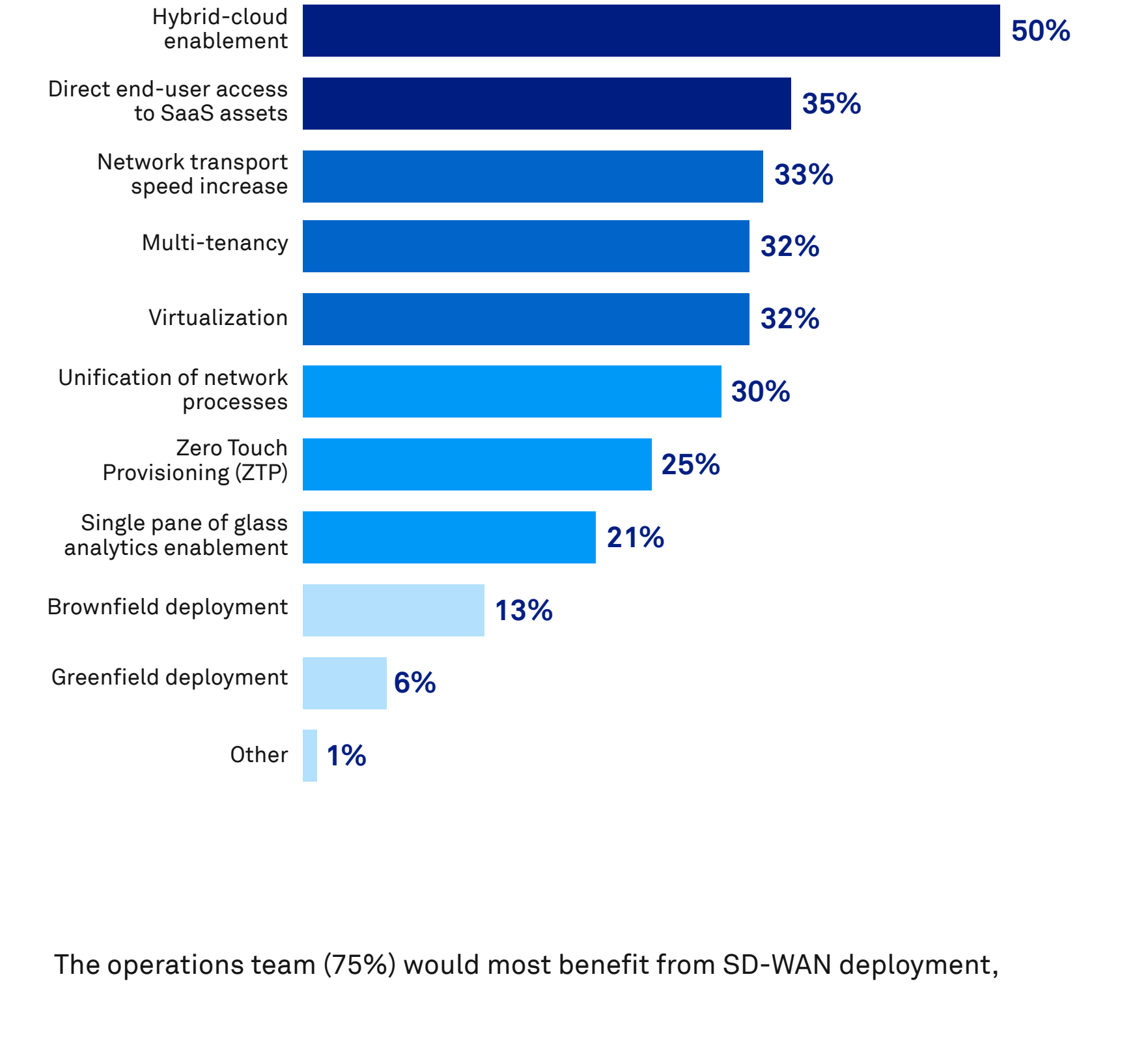
"Our initial projects have not cut costs to the degree we expected. Hopefully that will change over time."

- Director, large manufacturing company

Security top of mind for SD-WAN, whether it be business-case, technical objectives or desired features—and Operations teams will benefit most

The top three business cases for SD-WAN deployment are to secure networks (60%), enable scalability (51%), and support migration to multi-cloud (45%).

What are the top 3 business cases for SD-WAN deployment?



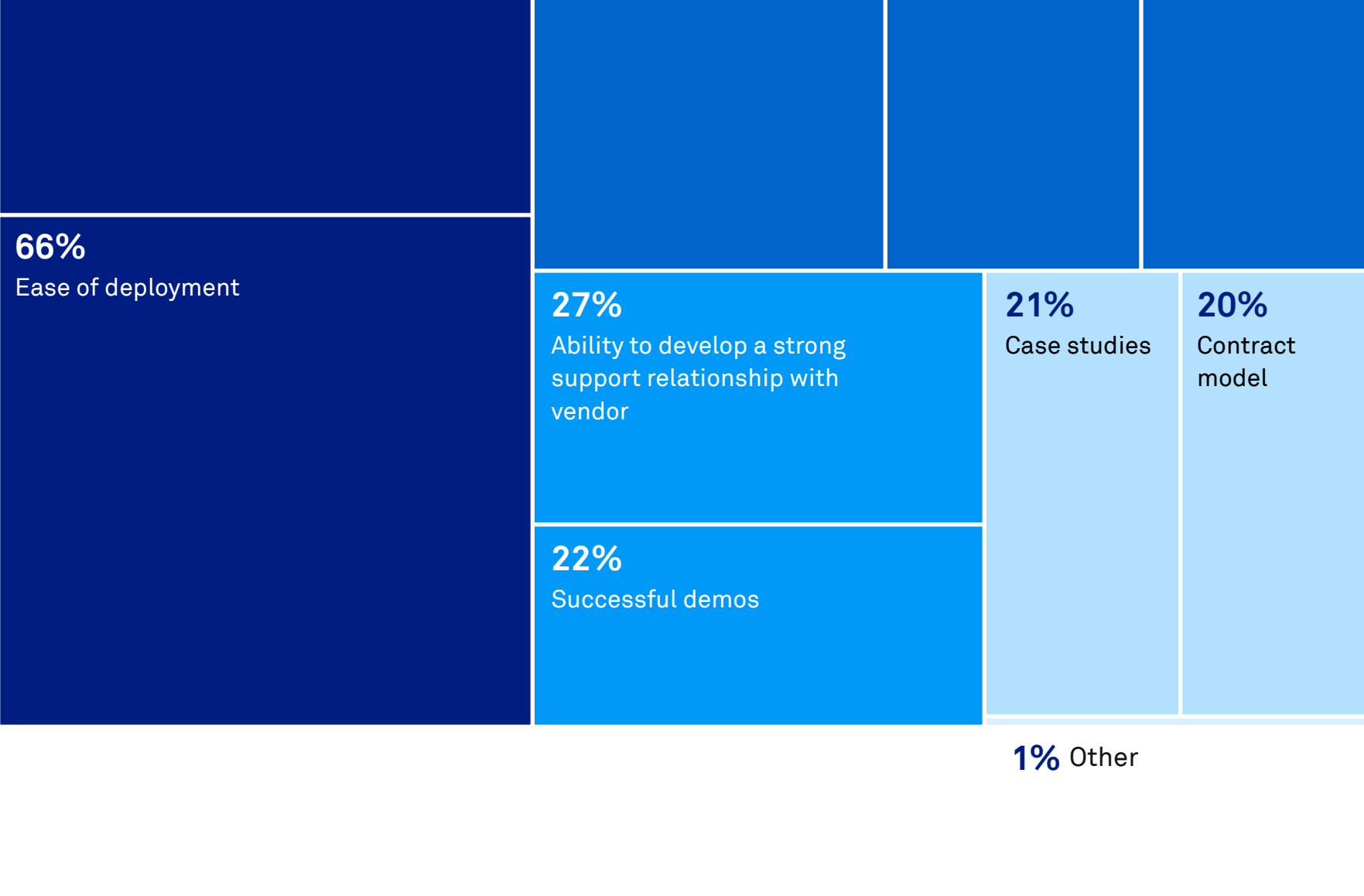
Secure remote access (52%), hybrid-cloud enablement (50%) and direct end-user access to SaaS assets (35%) are the technical objectives digital leaders are looking for in SD-WAN.

What are the main technical objectives for SD-WAN?



The operations team (75%) would most benefit from SD-WAN deployment,

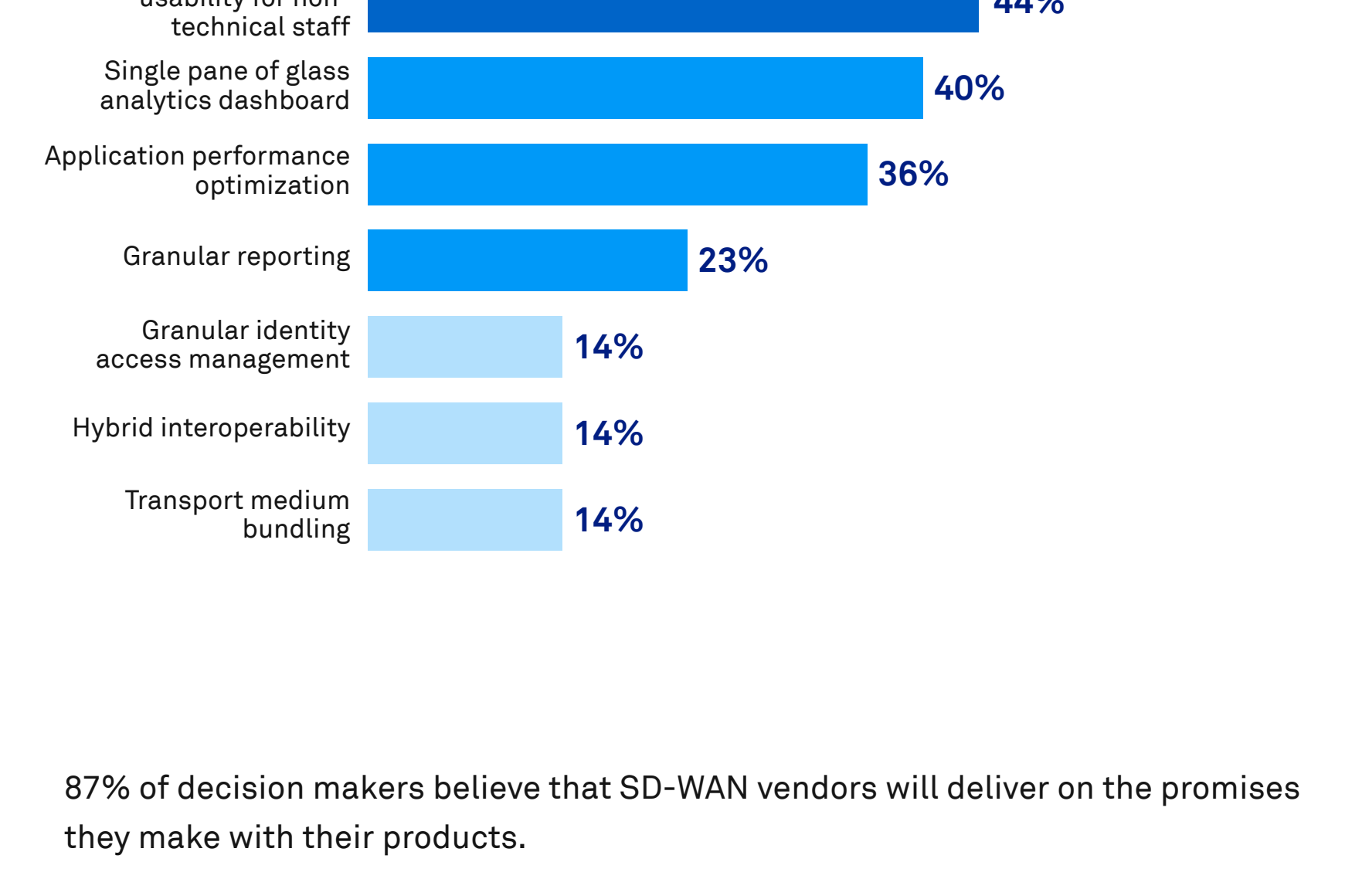
Which team(s) would most benefit from SD-WAN deployment?



Costs & ease of deployment the deal breakers when choosing a vendor—and IT wants to see intelligent automations

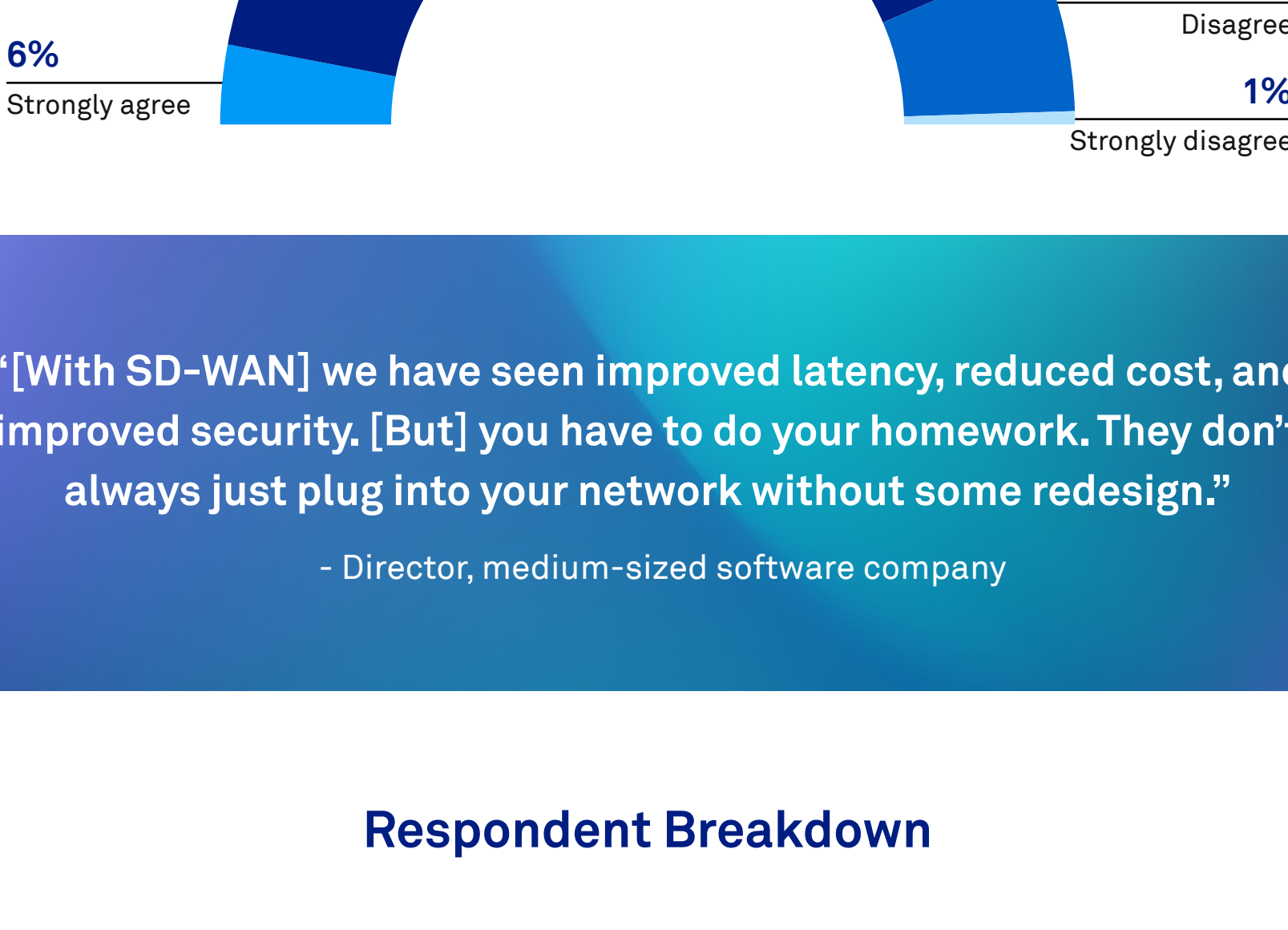
Cost (68%) is the main criteria for choosing a particular SD-WAN product, followed by ease of deployment (66%) and ROI projections (49%).

What are your main criteria for choosing an SD-WAN product?



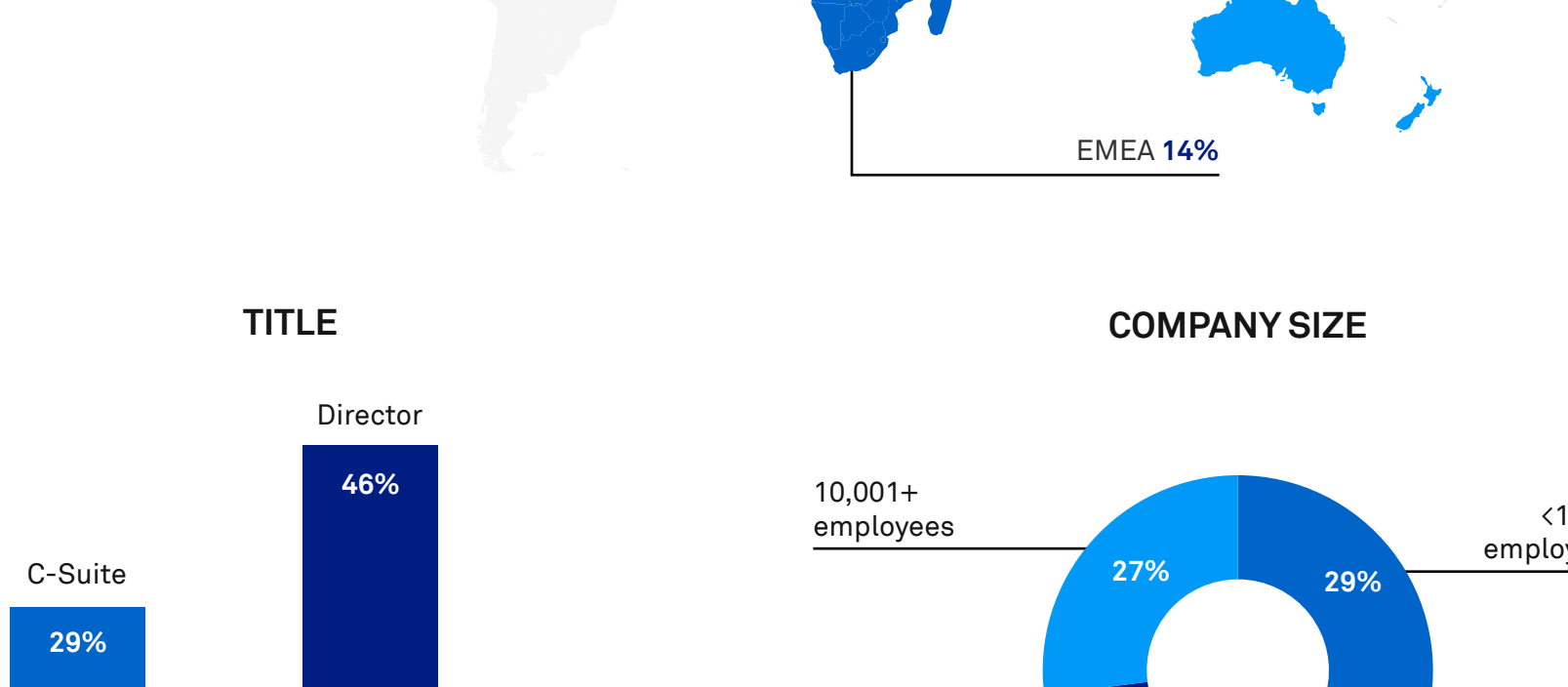
Intelligent automation (62%), network automation (53%), and advanced security protocols (49%) are the most desirable SD-WAN features IT leaders want from vendors.

What features would you most like to see from SD-WAN vendors?



87% of decision makers believe that SD-WAN vendors will deliver on the promises they make with their products.

To what extent do you agree with the following: "I believe that SD-WAN vendors will deliver on their promises."



"[With SD-WAN] we have seen improved latency, reduced cost, and improved security. [But] you have to do your homework. They don't always just plug into your network without some redesign."

- Director, medium-sized software company

Respondent Breakdown

REGION



TITLE



COMPANY SIZE

