

DATA SHEET

# Ipanema SD-WAN

Consumption-based licensing for cloud-delivered transformation

## Flexible licensing model designed for managed service providers (MSPs) and agile enterprises

The ability to harness cloud-based ‘as a Service’ technologies is critical to successful digital transformation. The vendors who deliver these ‘XaaS’ solutions typically employ a ‘pay as you go’ model. Conversely, most SD-WAN and network service contracts are fixed-term, commercially complex, and require upfront commitments that can lead to unnecessary cost for businesses with variable resource requirements. That’s why we’ve created an ultra-flexible, consumption-based licensing model, to align with a cloud-first approach to network management, and integrate with the business flows of managed service providers.

While MSPs desire simple and agile products with low management overhead, enterprises are looking for cost-effective and flexible solutions that let them build a network that scales with growth.

Infovista has designed a hyper-flexible consumption model which allows MSPs and end-customers to customize contracts based on business needs. Our new licensing framework offers:

- **No commitment required:** Use licenses monthly and pay afterwards.
- **Pay for what you use:** If your business has an unexpected need for additional capacity, you are automatically allocated the resources and billed after the fact.
- **Cost efficiencies:** Enjoy higher discounts when you sign up for committed term licenses. You commit to a revenue milestone, where licenses can be customized with monthly granularity.

These models can be combined to allow a commitment for the portion of licenses that the business knows they will consume, with the ability to use uncommitted licenses for high-demand periods.

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## Benefits

- **Hyper-flexible:** Scale up or down with monthly granularity. No commitments to long-term licenses – your business can even choose a month-to-month subscription.
- **Agility:** Activate / deactivate sites and customers immediately without the need of a purchase order or other back-office work. Enterprises can even self-provision automatically, speeding time to market and reducing administrative hassle.
- **Customer satisfaction:** Provide cost management and predictability, with capacity to ramp up as needed.
- **Win-win model:** Ladder-based discounting structure enables increasing discounts for higher commitments, so enterprises can control costs and benefit from economies of scale.

With Ipanema SD-WAN's consumption-based licensing, customers and service providers (SPs) can easily scale network resources as the business requires, simplifying commercial operations for the SP and ensuring optimal cost management for the business.

**CONTACT US TO LEARN MORE AND SPEAK WITH AN IPANEMA CHANNEL EXPERT TODAY.**

## About Infovista

Infovista, the global leader in network lifecycle automation, powers complex intelligent networks to ensure they deliver brilliant user experience, maximizing productivity and efficiency, securely. At the core of the company's approach are automation and analytics, enabling Infovista software solutions to span the entire network lifecycle. From managing service legacy networks to optimizing 5G deployments, from providing applications visibility to securing and controlling the extended edge, Infovista helps Communications Service Providers and Enterprises to fully unlock their digital business potential. More than 1,700 customers, including 350 Mobile Network Operators, around the world rely on Infovista.