

20 WINTER 18 CUSTOMER 18 SUCCESS REPORT

SD-WAN SOFTWARE CATEGORY



featured
customers

SD-WAN SOFTWARE OVERVIEW





CUSTOMER SUCCESS SCORING METHODOLOGY

The FeaturedCustomers.com Customer Success score is based on data from our customer success content platform, social presence, as well as additional data aggregated from online sources and social media properties. Our ranking engine applies an algorithm to all of the data collected to calculate the overall Customer Success score. The overall Customer Success score is a weighted average based on 3 parts:

Content Score is affected by the following:

1. # of vendor generated customer success content pieces (case studies, success stories, testimonials, and customer videos)
2. Content quality score generated from all customer success content
3. % Change in Content over past 6 months
4. Number of employees (based on social media and public resources)

Social Score is affected by the following:

1. # of LinkedIn followers
2. # of Twitter followers
3. # of Facebook likes
4. Number of employees (based on social media and public sources)
5. Engagement across all platforms

Company Score is affected by the following:

1. Number of employees (based on social media and public resources)
2. Vendor momentum based on web traffic and search trends
3. Employee satisfaction and engagement (based on social network ratings)
4. % traffic increase to your Customer References
5. Lower Funnel SEO Key Term Rankings

CUSTOMER SUCCESS AWARDS



Market Leader (86 - 100)

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



Top Performer (80 - 85)

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Leader.



Rising Star (70 - 79)

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

ALL VENDORS





ABOUT VELOCLOUD

VeloCloud is the Cloud-Delivered SD-WAN company, simplifies branch WAN networking by automating deployment and improving performance over private, broadband Internet and LTE links for today’s increasingly distributed enterprises. VeloCloud is the first to provide all three elements needed to achieve a cloud-delivered SD-WAN: a cloud network for enterprise-grade connection to cloud and enterprise applications; software-defined control and automation; and virtual services delivery. VeloCloud has received financing from investors including The Fabric, NEA and Venrock.

TRUSTED BY:



"Service providers are interested in delivering rich network based cloud services to their global customers. VeloCloud's innovative approach can enable easy and cost effective way of delivering such diverse portfolio of services."

Sandip Gupta
VP Sales-Cloud Services, NTT DATA

"VeloCloud's SD-WAN platform has helped unify a formerly disparate network, adding increased visibility and management that wasn't present before."

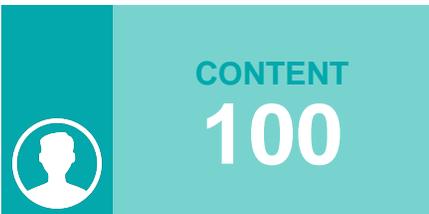
Mike Howell
Global Infrastructure Engineering Manager, Rentokil Initial

"With VeloCloud SD-WAN we were able to utilize a plug-and-play model that significantly simplifies the deployment of our remote project sites."

Todd Dughman
ITS Director, GE Johnson Construction Company

"VeloCloud fit the bill perfectly, and it gives us better redundancy. If a primary connection goes down, there is far less impact to end users because of the link optimization. We just deploy it and forget about it."

Paul Dalton
Chief Technology Officer, tru Independence



[READ ALL 69 CUSTOMER SUCCESS REVIEWS FROM VELOCLOUD USERS](#)



ABOUT SILVER PEAK SYSTEMS

Silver Peak is the global leader in broadband and hybrid WAN solutions. Silver Peak offers a high-performance SD-WAN solution that provides secure and reliable virtual overlays to connect users to applications with the flexibility to use any combination of underlying transport without compromising application performance. This results in greater business agility and lower costs. More than 3,000 globally distributed enterprises have deployed Silver Peak broadband and hybrid WAN solutions across 80 countries. Learn more at silver-peak.com.

TRUSTED BY:



"Silver Peak has delivered reliable performance and automation at remote sites, freeing us up to open the doors to more locations now and in the future."

Ramzy Masarweh
Corporate IT Manager, Aramex

"Now when an office needs more bandwidth, it's just a matter of licensing up in the field. We don't have to worry about hardware not being sufficient or the normal refresh cycle. It's really an appealing model."

Frank Riordan
Director of Infrastructure Technology, Perkins Coie

"This level of cloud intelligence is critical to our organisation as we continue to embrace new healthcare technologies available in the market."

Dan Morgan
IT Operations Director, Nuffield Health

"With Silver Peak, we know that whatever application we introduce, the network can handle it. I truly believe our existing WAN is ready for anything our business has in store." As an IT professional, that is priceless."

Anand Kichari
Architect Technical Infrastructure, The Greenery



[READ ALL 149 CUSTOMER SUCCESS REVIEWS FROM SILVER PEAK SYSTEMS USERS](#)





ABOUT ARYAKA

Aryaka's global SD-WAN provides optimized, software-defined network connectivity and application acceleration to globally distributed enterprises. Aryaka's services have over 10 million users across 7,000+ sites. Leading brands such as Skullcandy, Cigna, and ThoughtWorks, as well as partners such as Microsoft Azure, AWS, Intelisys, and SK Broadband, have all chosen Aryaka for their enterprise-grade networking needs.

TRUSTED BY:



TIVO

HubSpot



BENTLEY

ebay™



"The Aryaka solution enabled us to do real-time data replication, and our designers didn't have to wait around anymore to get their jobs done. Our engineers can now download large files and also make change requests in less than five minutes. And most importantly, I am no longer at odds with having to face the high costs of buying further..."

Joe Letizia
Global Director of Information Technology, Armstrong International

"Aryaka's managed-service model perfectly synced with our requirements and their support is light years ahead of the competition. The overall cost of the Aryaka model is much lower and we no longer have the long term and complex contracts we had before."

Jason Dickens
Enterprise Infrastructure Manager, Flow International

"As INTTRA looked to further accelerate application performance, improve data compression and reduce the deployment schedules, we selected Aryaka as a new technology provider. With Aryaka, we were pleasantly surprised with the value and affordability of the WAN as-a-Service solution."

Michael Lunny
Director, Platform Architecture, INTTRA

"Before deploying the Aryaka solution, we found that our WAN performance was so slow that it was unusable – latency was a killer. Aryaka provides us LAN-like performance on our WAN so that our people can actively use Email, SharePoint and backups across the network, improving our business processes and keeping our..."

Sarvesh Mahesh
CEO, Tavant Technologies, Tavant Technologies



[READ ALL 59 CUSTOMER SUCCESS REVIEWS FROM ARYAKA USERS](#)



ABOUT CRADLEPOINT

Cradlepoint is the global leader in cloud-managed 4G LTE networking solutions. Cradlepoint NetCloud is a network management platform that extends the company’s 4G LTE-enabled multi-function routers and IoT gateways with centralized management and software-defined network services. With Cradlepoint, customers leverage the speed and economics of combining wired and wireless Internet broadband for branch, mobile, and IoT networks while maintaining end-to-end visibility, security, and control.

TRUSTED BY:



"Cradlepoint has given us a level of consistency and guaranteed uptime that people expect when dealing with a technology like ours."
Dennis Schulz
Chief Innovation Officer, DARI

"We are exceedingly happy with the Cradlepoint technology... It works seamlessly and Cradlepoint showed us that we could manage everything remotely. The officers don't have to do anything to get it to work. It is always there and always on."
Robert Green
Director of Technology, Ewing Police Department

"We're always looking to Cradlepoint to see what's on the horizon—and we are interested to see what new features are being developed. They've been such good partners that anytime we get questions from other mobile health organizations about how we solve network challenges, we refer them to Cradlepoint."
Todd Waldron
IT Director, St. David's Foundation

"We wanted to make sure that our students have 24/7 access to the Internet—because learning does not stop at the end of the school day. We realized we had to provide this service to our students in order for them to compete in the 21st century."
Darryl Adams
Superintendent, Coachella Valley Unified School District



[READ ALL 150 CUSTOMER SUCCESS REVIEWS FROM CRADLEPOINT USERS](#)



ABOUT INFOVISTA

Infovista is the leading provider of cost-effective network performance orchestration solutions that help communications service providers, mobile operators and large enterprises meet the challenge of providing top-quality user experience while increasing the capital efficiency of their network infrastructure. Eighty percent of the world's largest communications service providers (CSPs). Countless global enterprises and public administrations all rely upon Infovista solutions to deliver industry-best IT services dedicated to optimal network performance.

TRUSTED BY:



"Thanks to InfoVista (formerly Ipanema), Skype for Business's and other business applications performances are guaranteed anytime, anywhere."

Philippe Faure
Chief Information Officer, Gemalto

"We have achieved savings by reducing recurring monthly costs in network bandwidth. Thanks to InfoVista we don't have to oversize the network bandwidth circuits because we know exactly what the performance and utilization is."

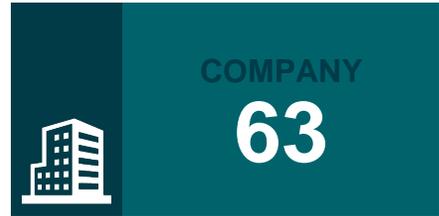
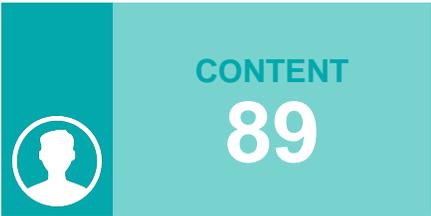
Steve Andrews
Program Manager, ARINC

"Dynamically orchestrating the performance of our business applications over our WAN, which is made possible by Ipanema, InfoVista's Application Aware SD-WAN solution, is one of the pillars of our digital transformation. It allows us to improve the experience of donors while controlling our operating costs."

Josep Sans
Global Network Manager, Grifols

"We are extremely pleased with InfoVista's solution. InfoVista has been a great partner for us, and provided solutions that meet our needs and increase our operational efficiency. Xeda has successfully served the network configuration part of our network and we look forward to a beneficial partnership for years to come."

Jamie Chee
Head of Radio Access Network Planning, DiGi Telecommunications



[READ ALL 91 CUSTOMER SUCCESS REVIEWS FROM INFOVISTA USERS](#)

TALARI Networks™



ABOUT TALARI NETWORKS

Talari is an innovator in next-generation SD-WAN (software-defined WAN) technology, enabling multi-site organizations to transform their remote and branch-office networks by intelligently allocating more bandwidth at less cost, while delivering superior QoS for greater business continuity, operational agility and application control. Talari provides a truly failsafe SD-WAN solution offering dynamic capacity, improved reliability and greater quality of experience.

TRUSTED BY:



"I found that Talari met our bandwidth, reliability and disaster recovery needs. When I compared purchasing more T1 lines vs. using broadband and Talari, it was a much better investment. I knew I found a solution for our network problems."

Andrea Martfeld
Vice President and Technology Officer, Lake Area Bank

"Talari was the only company that came near to meeting our requirements. Talari has load balancing, QoS, full use of bandwidth, packet duplication, and I can see everything that's happening over the links and conduits."

Richard Bowling
Senior Network Administrator, JTEKT

"The peace of mind and visibility we get with Talari is invaluable in terms of knowing we are going to deliver those calls without interruption."

Dave Dansevicius
911 Integrated Systems Administrator, Maricopa Region 911

"A network outage can have a large impact on our operations. Being able to depend on Talari is the difference between worrying about the next major halt in production and focusing on what makes our company successful."

Craig Mercer
Director of IT Operations, American Railcar Industries



[READ ALL 42 CUSTOMER SUCCESS REVIEWS FROM TALARI NETWORKS USERS](#)





ABOUT VERSA NETWORKS

Versa Networks is a leading innovator in the SD-WAN, SD-Security and SD-Branch market. Versa is unique among software-defined networking vendors, providing an end-to-end solution that both simplifies and secures the WAN/branch office network. Versa's Cloud IP Platform delivers advanced networking and security in a cloud-native and multi-tenant unified software services platform. Versa's solutions enable service providers and enterprises to transform enterprise WAN's and build agile and secure enterprise networks. The Versa Cloud IP Platform provides unmatched agility, cost savings and flexibility, transforming the business of networking.

TRUSTED BY:



TATA COMMUNICATIONS



"After a thorough testing phase, we selected Versa Networks technology for our new software-defined offerings, as it's the most advanced platform in line with the expectations of our customers."

Kevin Polizzi
Founder, Jaguar Network

"By leveraging Versa's portfolio of software-defined technologies, we now offer our customers a richer, more business- and application-centric networking resource."

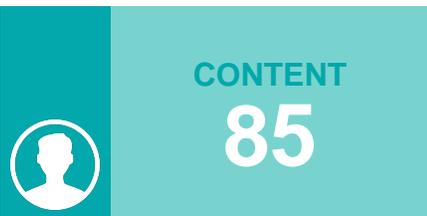
Nemo Lin
Director of the Cloud Operation Center, China Telecom

"Partnership with Versa Networks allows Kalaam to provide tremendous advantages for enterprises to set up multi-branch communications – local and international – within hours with a deep set of security capabilities."

Veer Passi
CEO, Kaalam Telecom

"We chose Versa after extensive research, because their multi-tenant platform-based approach and deep security offering provides our partners with a true enterprise-grade offering to their end-users."

Brian Fink
Board Member, VergX



[READ ALL 21 CUSTOMER SUCCESS REVIEWS FROM VERSA NETWORKS USERS](#)



ABOUT VIPTELA

Viptela is a fast growing, private company that is disrupting network infrastructure technology that enterprises use to connect their facilities, users and applications. Viptela provides Fabric technology that Enterprises and Service Providers use to deliver a superior user to application experience. The solution is a single platform that enables multiple critical use-cases: including SD-WAN, Cloud, Network-as-a-Service and AppUX. It is a cloud delivered, secure, scalable, open and simple to deploy platform that is in use at thousands of sites, and is the most deployed solution by Global Fortune-1000 enterprises.

TRUSTED BY:



Gap Inc.



"Viptela SD-WAN has enabled First American to deliver a reliable quality of service for Voice, Video, SaaS and Internet applications by means of application-based policies and redundant circuits. And with about 10x more bandwidth we now have the ability to rollout many new applications."

CJ Metz
Network Architect, First American

"With Viptela SD-WAN we have finally enabled Office365 and SaaS-based healthcare applications at our clinics. The positive user experience has given us the confidence to migrate more applications to SaaS."

Eric Lester
Director of Network Services, Acadia Healthcare

"Agilent's global rollout of Viptela SD-WAN enables our IT teams to respond rapidly to changing business requirements. We now achieve more than 80% improvement in turnaround times for new capability and a significant increase in application reliability and user experience."

Pascal Heger
Global Network Architect, Agilent Technologies

"With Viptela cloud instances in Azure, we've been able to rapidly extend WAN connectivity to the cloud to enable developers building hybrid-cloud applications. Viptela has been a partner in navigating the complexities of cloud connectivity as we build on existing SD-WAN infrastructure."

Eyvonne Sharp
Consulting Network Engineer, Kindred Healthcare



[READ ALL 32 CUSTOMER SUCCESS REVIEWS FROM VIPTELA USERS](#)





ABOUT VIRTELA

Virtela, an NTT Communications Company, is the smart alternative for enterprise networking and virtualized IT services. Virtela, recognized by more than 100 awards for outstanding service innovation and customer support, is the smart alternative to traditional global carriers and equipment vendors for enterprise networking and virtualized IT services.

TRUSTED BY:



"Virtela was the clear choice for three key reasons: value, relationship and service commitment. Virtela had the best value proposition of the 10 service providers we evaluated. Moreover, they invested a lot of time to develop a strong relationship and were willing to commit to very high service levels."

Ken Harris
Chief Information Officer, Shaklee

"The Inteva IT organization and infrastructure operate at less than 1% of our total revenue, which is world class in our market. Virtela frees up our resources and budget, and enables our IT organization to function as business analysts with a keen focus on the strategic needs of the business."

Dennis Hodges
CTO, Inteva

"Virtela offers a true partnership. Most carriers are only about bandwidth and location – how much and where. Virtela is different in that they offer a holistic set of outsourced network services that really address what enterprises want."

Paul Hooper
CIO, Extreme Networks

"At Virtela, everyone gets in a room and just does what needs to be done. There is no finger pointing or lines of demarcation when it comes to solving a problem. Virtela's obsession with customer involvement and satisfaction was one of the prime factors in selecting them as our solutions provider."

Tom Broccoletti
Assistant VP of Systems, GAB Robins



READ ALL 36 CUSTOMER SUCCESS REVIEWS FROM VIRTELA USERS



ABOUT NUAGE NETWORKS

Nuage Networks from Nokia brings a combination of technologies and networking expertise to the enterprise and telecommunications industries. The Silicon Valley-based business has applied new thinking to the problem of delivering massively scalable and highly programmable SDN solutions within and across the data center and out to the wide area network with the security and availability required by business-critical environments. Nuage Networks, backed by the rapidly growing IP/Optical Networks business of Nokia has the pedigree to serve the needs of the world's biggest clouds.

TRUSTED BY:



CenturyLink®



"Nuage Networks permits players of all sizes – from huge to smaller/midsize operators – to really leverage the innovations that are in place already. Whatever you are trying to do and whatever you have today, Nuage will help you reach those goals much faster."

Karl Soens
CEO, EVONET

"KT is happy to collaborate on our NFV proof of concept with Nokia who has been delivering open and integrated NFV and SDN products. We expect this collaboration will help us create converged services for Gigatopia era and develop new revenue generation models."

Hongbeom Jeon
Head of Technology, KT

"Our strategy for next-generation WAN connectivity to cloud-based services is perfectly aligned with Nuage Networks' SD-WAN technology. Leveraging their Virtualized Network Services platform will accelerate the delivery of our services and will help our customers significantly reduce their WAN costs through greater operational efficiency, IT..."

Chris Christou
Director of Engineering, Exponential-e

"When people ask me if I am comfortable with Nuage Networks, I say that I am very comfortable. This view is based on how well my core systems are running. We conducted a number of SON tests. The system is highly automated. Network configuration parameters no longer get in the way."

Bill Hanna
Vice President of Technical Services, University of Pittsburgh Medical Center



[READ ALL 47 CUSTOMER SUCCESS REVIEWS FROM NUAGE NETWORKS USERS](#)

CLOUDGENIX



ABOUT CLOUDGENIX

CloudGenix is the software-defined wide-area network (SD-WAN) leader, revolutionizing networking by transforming legacy WANs into a radically simplified, secure, application-defined fabric and virtualizing heterogeneous underlying transports into a unified hybrid WAN. Enabling application-specific, service-level agreements (SLAs), CloudGenix controls network application performance based upon application performance SLAs and business priority.

TRUSTED BY:



"A simplified approach based on business intent will allow us to accelerate innovation, while eliminating the risks caused by complexity."

Alan Boehme
Chief Architect, The Coca-Cola Company

"When we evaluated other vendors, we felt like they were building their solution on top of legacy router technology. CloudGenix is different – it's a top-down policy that allows my team to configure the WAN using business language rather than technical jargon."

Kevin Gish
I/T Manager, Bank of Marin

"With CloudGenix, our end users didn't notice any difference in performance when we migrated from MPLS to broadband. With CloudGenix, we gained the freedom to choose between private MPLS WAN and broadband as a core transport for the company between sites, data centers, clouds and to the Internet, reducing WAN costs by 70%."

Manish Kothari
CIO, Jax Federal Credit Union

"Business units expect IT to respond at the pace of the cloud and with solutions like CloudGenix, IT can become a catalyst for innovation."

Conrad Menezes
Director, Open Networking User Group



[READ ALL 25 CUSTOMER SUCCESS REVIEWS FROM CLOUDGENIX USERS](#)



ABOUT CATO NETWORKS

Cato Networks provides organizations with a cloud-based and secure global SD-WAN. Cato delivers an integrated networking and security platform that securely connects all enterprise locations, people, and data. Cato Cloud cuts MPLS costs, improves performance between global locations and to cloud applications, eliminates branch appliances, provides secure Internet access everywhere, and seamlessly integrates mobile users and cloud datacenters into the WAN. Based in Tel Aviv, Israel, Cato Networks was founded in 2015 by cybersecurity luminary Shlomo Kramer, co-founder of Check Point Software Technologies and Imperva, and Gur Shatz, co-founder of Incapsula.

TRUSTED BY:



"We considered multiple providers to address these needs, but Cato enabled us to meet all of them with a single platform."

Willem-Jan Herckenrath
Manager ICT, Alewijnse

"Cato hybrid-cloud network integration enabled us to securely connect all of our cloud data centers into one global network, so we can now optimize inter-datacenter connectivity, simplify mobile access, and boost productivity."

Hai Zamir
VP of Infrastructure, SpotAd

"Cato Networks helped us regain control over access to the network and made resources available to our staff."

Wayne Khan
Head of IT, Love, Bonito

"Cato has made our IT operation so much simpler and far more agile."

Adam Laing
Systems Administrator, Sun Rich



[READ ALL 24 CUSTOMER SUCCESS REVIEWS FROM CATO NETWORKS USERS](#)





ABOUT OPEN SYSTEMS AG

Since 2002, Open Systems AG is a full member of FIRST (Forum of Incident Response and Security Teams). They focus on networks and security for global enterprises, NGOs and institutions. They combine technologies, processes and the best human expertise available on the market. Their service quality and operational excellence results in the highest client satisfaction in the market. With Mission Control Security Services, customers enjoy unrivaled quality of network security and availability along with the successful reduction of technology risk and the significantly reduced operating costs through the exploitation of economics of scale resulting from the installed base of security systems worldwide.

TRUSTED BY:



"With the migration to Open Systems and business-grade internet, we projected we could save money while at the same time achieving an increase in bandwidth that would be 10 times better than before with far more flexibility to upgrade and to more quickly connect new locations."

Garth Gray
Vice President Global IT Infrastructure, gategroup

"Open Systems has the necessary technological expertise, the necessary quality of service as well as a sound understanding of our global business. And being independent they are in the position to act as a single point of contact to monitor and manage our providers globally on our behalf."

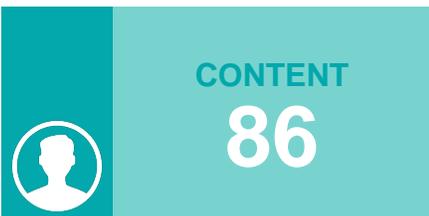
Kurt Scherer
Chief Information Officer, Sika

"The switch to Mission Control Security Services was a real eye-opener for us! Thanks to the transparent monitoring data we were able to identify a few holes in our setup and close them very quickly."

Moritz Elmiger
Managing Director, Partners Group

"Thanks to Open Systems' operational support, we have the internal resources we need to take care of our core business."

Thomas Rubatscher
International Director ICT, SOS Children's Villages International



READ ALL 21 CUSTOMER SUCCESS REVIEWS FROM OPEN SYSTEMS AG USERS



ABOUT ECESSA

Ecessa is a technology leader in the SD-WAN space. With over 12,000 successful deployments, they have helped the IT managers at single sites, small and medium enterprises and Fortune 1000 organizations make sure their networks never lose connectivity, and quite honestly, are Never Down™. Ecessa provides every business at every stage and IT budget with a smart, sustainable path to a more perfect network.

TRUSTED BY:

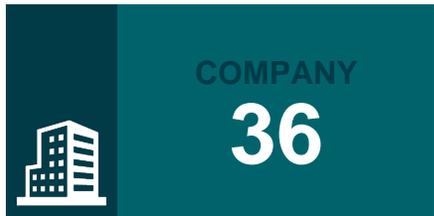


"We're pleased with the continuing performance of Ecessa and its top notch customer service team."
Mike Butler
Network Administrator, Sunstone Circuits

"Having Insight+ frees up resources and it just works! The best part about Ecessa, is we just don't have to worry about our network anymore."
Jim Nonn
CIO, Egan Company

"Our Ecessa Powerlink seems to run flawlessly all the time. This unit is easy to configure. We have made several adjustments to Authoritative DNS as we turned up some URLs on the outside. We did it ourselves without help from the help desk. When we do need the help desk they answer right away and are extremely knowledgeable with the..."
Gary Carpenter
Network Administrator, Lancer Corporation

"Ecessa's SD-WAN solution not only finally delivers us confidence in our failover solution at all of our critical sites, it also allows us to better leverage our investment in multiple carriers by converting static failover circuits to active circuits."
Jeff Holmstedt
VP and CIO, Trans States Airlines



[READ ALL 45 CUSTOMER SUCCESS REVIEWS FROM ECESSA USERS](#)