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Executive Platform

Empowering Customers at the Edge



[Rob Salvagno](#) - May 1, 2017 - 21 Comments

Over the past several years, an immense transition has taken place as networks have become more diverse and complex. Companies large and small have many branch sites – users at the edge that need to connect securely and quickly to the network and the cloud. Software-defined wide area networking (SD-WAN) technologies are enabling customers to tackle this transition efficiently and effectively. Today, Cisco [announced](#) the intent to acquire Viptela Inc., to help customers connect and manage multiple branches, while lowering WAN costs and improving security.

Cisco has been providing SD-WAN technology and services to customers for several years; the Cisco IWAN solution delivers an on-premises SD-WAN solution for customers needing advanced routing features and other advanced network services, and Cisco Meraki provides a cloud-based solution for customers needing maximum simplicity and unified threat management functionality in their SD-WAN solution. Acquiring Viptela will enable us to expand our portfolio, with increased functionality delivered through the cloud.

Since 2012, Viptela has been developing solutions to help customers anticipate and manage branch connectivity across their networks. Their cloud-first approach to SD-WAN includes cloud orchestration and management of branch networks, as well as overlay technologies. Customers can centrally manage the WAN with a real-time dashboard view to monitor the health of their network and improve connectivity.

With Viptela, Cisco can offer customers more choice in their enterprise branch offices and WAN deployments, with a compelling SD-WAN solution that is easy to deploy and simple to manage. Together, Cisco and Viptela will be able to deliver next generation SD-WAN solutions to best serve all size and scale of customer needs, while accelerating Cisco’s transition to a recurring,

software-based business model. Viptela will join the Enterprise Routing team within Cisco's Networking and Security Group led by Senior Vice President and General Manager [David Goeckeler](#).

Tags:

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21 Comments



Oliver Zemp
May 23, 2017 at 6:22 am

Hi Rob
My customer asked me today to get a full product introduction of Viptela at their office in London City next week. Please, can you provide me with a name within Viptela I can contact?
My customer is going to place an order at JNPR for the Northstar solution for SD-WAN. They would like to give us the chance to present Viptela, because Northstar is a proprietary solution, and this is not ideal.

0 likes



Courtney
May 15, 2017 at 5:08 am

You ought to take component in a contest for one of the greatest blogs on the web. I will advocate this site!

<http://felonspace.com/index.php?do=/blog/32795/mobile-chat-rooms-methods-for-all/>

0 likes



Marin
May 12, 2017 at 1:10 am

I was curious if you ever considered changing the layout of your blog? Its very well written; I love what youve got to say. But maybe you could a little more in the way of content so people could connect with it better. Youve got an awful lot of text for only having one or two pictures. Maybe you could space it out better?

<http://southweddingdreams.com/index.php?do=/blog/135267/learn-everything-that-remodeling-bathroom-really-signifies-for-folks-seekin/>

0 likes



Anonymous
May 11, 2017 at 7:54 am

Thank God !! Finally a native SD-WAN application as an alternative to IWAN(Frankenstein - built as a collection of different technologies and pieced together as a solution). Why would I use IWAN with all its complexity if Viptela is available?

1 like



Mariam
May 10, 2017 at 9:10 pm

naturally like your web site but you have to check the spelling on quite a few of your posts. Many of them are rife with spelling problems and I find it very troublesome to tell the truth nevertheless I will definitely come back again.

<http://gamebay70.webgarden.com/section-1/gamebay70-s-blog/surprising-facts-anti-wrinkle>

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llubert
May 6, 2017 at 2:15 am

Great post. I was checking continuously this blog and I'm impressed! Very useful info specifically the last part :) I care for such info much. I was looking for this certain information for a very long time. Thank you and good luck.

<http://allisonj31.de.tl/allisonj31-h-s-blog.htm>

0 likes

Bethany
May 5, 2017 at 10:02 am

say thanks to so a lot for your site it aids a lot. <http://www.roomino.ch/author/andres11p24/>

0 likes



Moe Mizrachi
May 3, 2017 at 5:54 am

Excellent move by Cisco to acquire Viptela. This will allow us to expand our service offerings and continue to gain market share in the cloud management space.

Reading this article made my day!!!

Thanks

Moe

1 like



Anonymous
May 2, 2017 at 1:12 pm

Welcome home Viptela team!

3 likes



JF Harrington
May 2, 2017 at 10:55 am

How does this set up against a company deciding to move it's global WAN to Azure?

1 like



[Rob Salvagno](#)
May 5, 2017 at 10:23 am

Hi JF, thanks for the question. Currently IWAN with the CSR 1000V virtual router is available in Azure for customers looking to securely connect to the public cloud.

0 likes



[Lakshman Vijavarajan](#)
May 2, 2017 at 10:00 am



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So, there would not be any more Cisco vs Viptela SDWAN competitive situation which is good for the Cisco Partners! What will be the GTM strategy for Cisco and the Partners ?

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Now, Cisco has got 3 solutions, IWAN, Viptela SDWAN, Meraki SDWAN. Hopefully there will be a comparison and positioning analysis for the Field Sales community and partners for Cisco/Meraki/Viptela SDWAN solutions!

0 likes
[Rob Salvagno](#)
May 5, 2017 at 10:24 am

Hi Lakshman, thanks for the comment. The two companies already share some common partners and managed service providers. This acquisition is well aligned to Cisco's goal of continuing to develop innovative branch and WAN offerings and accelerating sales for partners and service providers. We will continue to jointly support them in this transition. Between now and when the acquisition closes, Cisco and Viptela will continue to operate as separate companies, and we will share more information about GTM strategy after close.



Naveen
May 2, 2017 at 9:41 am

What will happen to IWAN then?

Phase-out?

1 like
[DAVID JAMES](#)
May 2, 2017 at 8:40 am

Does this mean to hold off on iwan and apic-em and just wait it out?

2 likes
[Rob Salvagno](#)
May 5, 2017 at 10:22 am

Hi David - Cisco is committed to both IWAN and APIC-EM as part of its broader DNA strategy.

0 likes
[David Carmona](#)
May 2, 2017 at 7:34 am

Nicely done Cisco. It will be great to integrate Viptela with Cisco's existing VMS and/or Meraki's Cloud Offerings.

0 likes
Fanayajo Oluseto Patrick
May 2, 2017 at 1:08 am

It's a new development for Cisco, Cisco is leading the world to the right place.

0 likes
Ron Howell
May 1, 2017 at 10:03 pm



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