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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 <u>announced</u> 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.

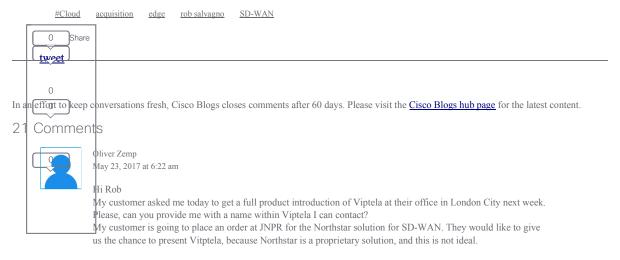
Since 2012, Viptela has been developing solutions to help customers anticipate and manage branch connectivity across their networks. Their cloud-first approach to SD-WAN includes cloud orchestration and management of branch networks, as well as overlay technologies. Customers can centrally manage the 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 <u>David Goeckeler</u>.

Tags:



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?

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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



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 is 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





0

Lakshman Vijayarajan

May 2, 2017 at 10:00 am



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.

0 likes

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 like

Ron Howell

May 1, 2017 at 10:03 pm





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