

MSP SDWAN LAUNCH KICKSTART SERVICE

Service Overview:

At Netnology, we specialize in Cisco's SDWAN (Viptela) enablement and implementation services to expedite the adoption of Cisco SDWAN solution. As part of this Managed Service Provider (MSP) SDWAN Launch Kickstart service offer, our subject matter experts (SME) partner with your team to ensure a smooth deployment of the SDWAN solution and provide knowledge transfer to equip your staff with the necessary skills to configure and manage the SDWAN environment.

Cisco SDWAN Solution:

Cisco SDWAN is a cloud-delivered overlay WAN architecture that enables digital and cloud transformation for Enterprises. It significantly reduces WAN costs, improves the time to deploy services, builds application resiliency and provides a robust security architecture for hybrid networks. Secure your organization with Cisco SDWAN segmentation and achieve regulatory compliance with end-to-end segmentation that keeps user, device and application traffic separate.

- Decouples control plane from the data plane, building an overlay transport that is vendor agnostic
- Improves operational effectiveness by enabling a consistent user experience anywhere from the single pane of glass vManage dashboard
- Provides flexibility to create per-VPN topologies any way the organization needs with the flexibility to pick different encryption mechanisms (Cisco Supported) for each topology type
- Guarantees zero network downtime, automates application flexibility over multiple connections, such as the Internet, MPLS, and wireless 4G LTE
- Provides advanced analytics, monitoring, and automation for any connection across your network, whether MPLS or beyond the cloud edge

Kickstart Service Introduction:

- The direction of SDWAN technology architectures is becoming centered around customer needs for rapidly orchestrated business solutions with less cost and shorter time to value. As a result, MSP are enabling themselves to provide automated services workflows, management and orchestration, and automated multi-vendor deployments.
- Cisco requires the MSPs to deliver these capabilities to its customer base using Cisco SDWAN solution. It is in Cisco's best interest therefore to help their MSP community develop these capabilities and programs.
- The MSP SDWAN Launch Kickstart Service would enable MSPs to bootstrap their initial SDWAN service off the ground while working with the SMEs.

Scope of Services:

As part of the 6-week engagement, Netnology will perform the following tasks to assist an MSP launch an initial SDWAN service:

- Exec Commit, engagement outline and assessment
 - Project description and understanding
 - Requirements collection and review
 - Delivery timelines and commitments
- Service Offer Description, SLA, MSP Value Prop development
 - Propose value prop
 - Propose the exact MSP SDWAN Controller/WAN Edge deployment model
 - Propose offer description
 - Propose SLA description
 - Identify any additional gaps and solutions
 - Agree upon offer, SLA and exact MSP SDWAN Controller/WAN Edge deployment model (i.e. locked and loaded for next phases)
- Virtual POC Design, testing and certification
 - Design the agreed upon MSP SDWAN Controller/WAN Edge deployment model
 - Test the agreed upon MSP SDWAN Controller/WAN Edge deployment model
 - Certify the agreed upon MSP SDWAN Controller/WAN Edge deployment model
- Sales and Engineering Enablement
 - Offer training with theory and labs (virtual/modular/self-paced/online/remote)
- 3rd party integration with any 2 platforms/systems/tools listed below
 - Integrate with vManage APIs for billing
 - Integrate with vManage APIs for provisioning
 - Integrate with vManage APIs for monitoring
 - Integrate with vManage APIs for troubleshooting
 - Integrate with existing SNMP tools
 - Integrate with existing Syslog tools
 - Integrate with existing NetFlow tools
- Service launch validation
 - Validate traffic flow
 - Validate control and data plane high-availability
 - Validate routing integration
 - Validate policy (App Aware Routing, Template, QOS, Path Selection, etc.)
 - Validate 3rd party integration (which supplier has helped with)
 - Validate common best practices
 - Close and signoff

Target Audience

This service is designed for Network Architects, Network Engineers and Administrators configuring, deploying and managing the Cisco SDWAN solution.

Prerequisites

Customer needs to ensure that ALL servers and network devices are rack & stacked, cabled and powered-up and WAN transport and connectivity is established prior to the kick-off. Customer also needs to acquire the necessary software licenses for the deployment of SDWAN solution.

Service Deliverables

No	Deliverable	Service Details
1.	Engagement Outline	<ul style="list-style-type: none"> • Project description and understanding • Requirements collection and review • Delivery timelines and commitments
2.	Virtual POC	<ul style="list-style-type: none"> • Design, test and certify the SDWAN deployment model
3.	Enablement	<ul style="list-style-type: none"> • Offer training with theory and labs
4.	3rd Party Integration	<ul style="list-style-type: none"> • Integrate with vManage APIs • Integrate with existing SNMP, Syslog, and NetFlow Tools
5.	Validation	<ul style="list-style-type: none"> • Validate deployed solution