



## INDUSTRY

Financial Services

## OBJECTIVES

- Increase bandwidth and availability per branch
- Deploy Active/Active Hybrid WAN
- Automate and unify compliance and estate management
- Improve mean-time-to-service and mean-time-to-resolution
- Reduce WAN operational costs

## RESULTS

**50% Reduced**

Maintenance and support costs

**25x Increased**

Bandwidth capacity per branch

**4x Improved**

Reliability per branch

**100% Automated**

Compliance and WAN management

## BENEFITS

- Lower per branch and WAN infrastructure cost
- Increased site bandwidth and resiliency
- Simplified deployment and site activation
- Improved cloud application performance and experience

# Automating and Simplifying the WAN for Financial Services IT

*A Fortune 500 financial services company chooses software-defined WAN (SD-WAN) to transform their legacy architecture to address multiple challenges related to global expansion, WAN resiliency and security compliance.*

## Customer Profile

A look into the transformation of a U.S. based global financial services organization with 1000 branches and total assets exceeding \$300 billion US Dollars with 50,000 employees worldwide. Each of the 1000 sites offer diverse personal, business and commercial financial services that utilize unique applications hosted within multiple data centers across the globe and the cloud.

All locations are connected with single or dual low-speed (T1 - 6 Mbps) MPLS circuits with low-bandwidth LTE backup and no direct Internet access. All branch locations deployed separate edge infrastructure for additional security and segmentation of internal vs. external assets and traffic.

The business is also requiring new site installations as they expand into new markets.

## Challenges

Securing and protecting the business is challenging enough when faced with the increasing threat of zero-day attacks and the impact of those potential breaches. This was further complicated by a complex legacy infrastructure unable to provide a consistent approach to configuration compliance and audit across the entire WAN. The existing infrastructure required a manual per site and per device approach to view or deploy any change to configuration, hardening or policies due to threats, vulnerabilities or simple maintenance. Additionally, the recent deployment of new business applications and collaboration services (like Skype for Business) were suffering from poor user and customer experience due to insufficient bandwidth and traditional centralized internet access at each branch.

Challenged with device and tool sprawl and reports of non-optimal customer experiences, the architecture team was tasked to look into new technologies to bring enhanced efficiencies with a programmatic methodology to improve their WAN and branch management.

## Nuts and Bolts to Success

After thorough research and consultation, the team agreed that software-defined WAN (SD-WAN) was the best technological solution to move forward with. The business determined that SD-WAN would improve their secure

site-to-site connectivity, efficiently increase overall bandwidth while enabling active/active WAN circuits and simplify worldwide WAN and branch management through a single-pane-of-glass management and policy framework.

The criteria for evaluation and selection was based primarily on:

- Capabilities for existing transport connectivity (native MPLS/Broadband/LTE)
- Micro-segmentation and encryption with separate control and data paths per segment
- Integrated and native security (IDS/IPS/NGFW/PROXY/UTM)
- API integration to existing ServiceNow application suite

### Versa CloudIP Platform delivering simplicity

The financial services institution selected Versa to be the foundational platform for the next generation WAN of the global estate. Versa is providing the following solution and benefits:

#### What is deployed

- Versa FlexVNF SD-WAN and SD-Security software deployed at each branch in high availability mode
- Versa Director for single-pane-of-management and policy control of the entire WAN estate
- Versa Analytics for real-time awareness of traffic conditions and threat analysis

#### Benefits

- Increasing bandwidth 25x with active/active hybrid WAN and backup LTE
- Reduced time-to-service (TTS) 9x by plug-n-play activation
- Improved voice and video experience
- Decreased time for management with single-pane-of-management
- Per branch appliance consolidation reducing costs by up to 50%
- End to end automation of connectivity and policy

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### About Versa Networks

Founded by network industry veterans, Versa Networks is an innovative vendor in the SD-WAN and SD-Security market. Versa's solutions enable service providers and large enterprises to transform the WAN and branch networks to achieve unprecedented business advantages. Versa's carrier-grade NFV software provides unmatched agility, cost savings, and flexibility, compared to traditional network hardware. The company is backed by premier venture investors Sequoia, Mayfield, Artis Ventures and Verizon Ventures.

