Global Satellite Provider Secure SD-WAN Case Study

Everything integrated in a single platform

INDUSTRY

Satellite Services Provider

CHALLENGES

- Need for a fully integrated solution in a single platform.

- Flexibility and the speed of delivery.

- Broadband, MPLS, LTE, routing, SD-WAN, security and satellite-specific features such as TCP-optimization.

RESULTS

- Single platform soultion

- Fully-managed "white-labelled" service.

- 200Mbps and 1Gbps bandwidth services to match their current "flex" underlay service.

- Branch platforms delivering carrier-grade reliability, enterprise-grade routing, SD-WAN, and security.

- Riverbed VNF on the uCPE/ CSG1000 platform.

Company Profile

A U.S.-based global satellite provider manages a constellation of satellites and a global terrestrial network connecting several hundred earth stations in hundreds of countries, serving many markets—aviation, government, telcos, maritime, media—as a wholesale provider with other satellite providers and regional telcos leveraging their capacity and global footprint.

Challenges

The company started investigating an SD-WAN solution in 2019 and completed a certain amount of testing with Nuage, Silverpeak and several other vendors. In 2020, the company formalized its approach in an RFP to vendors and SIs, shortlisted two vendors for a POC (Versa and Silverpeak), and decided on the Versa solution.

Solution Highlights: Versa Secure SD-WAN

The company favored the Versa solution due to its full integration, flexibility and the speed of delivery and deployment that it enables. The Versa Secure SD-WAN integrates all of the key features the company required, including broadband, MPLS, LTE, routing, SD-WAN, security and satellite-specific features such as TCP-optimization, all on a single platform, while all other solutions they considered required multiple boxes.

The Versa SD-WAN solution being deployed in this phase includes:

- A fully-managed "white-labelled" service covering:
  - » Shared head-end hosting, and later moving to AWS hosting
  - » Branch on-boarding
  - » Branch monitoring
  - » Residential engineering services
  - » Training services
- 200Mbps and 1Gbps bandwidth services to match their current "flex" underlay services

- CSG300 and CSG700 branch platforms delivering carrier-grade reliability, enterprise-grade routing, SD-WAN, and security with a diverse set of WAN and wireless access technologies

- Riverbed VNF on the uCPE/CSG1000 platform

Results

The company is looking to deploy several thousand branches over the next five years, and is launching the service in early 2021 with one of the largest banks in Africa.