Opensystems

MIGRATE FROM DIY SD-WAN TO
OPEN SYSTEMS SASE EXPERIENCE

66% of IT organizations prefer to consume SD-WAN as a managed service.[1]

The Current State of DIY SD-WAN

Already in 2021, Gartner reported SD-WAN adoption of enterprise being at 45% and even predicted an increase to 70% by 2026. Organizations around the globe continue to invest in SD-WAN to optimize their edge network connectivity, enhance user and app experience, enable increased operational efficiency, and save money.

According to EMA's research report from April 2023[1], 66% of enterprises surveyed prefer procuring, implementing and consuming SD-WAN solutions as a managed service. The reasons for this are mentioned in a study by IDC[2], namely: no difficulties related to hiring and retaining a skilled in-house workforce, keeping up with tech developments, and the ability to negotiate favorable terms with technology vendors. Meanwhile, Forbes[3] stated that organizations which adopt a DIY approach to SD-WAN are much more likely to struggle with SASE transition. In fact, 40% of consumers of managed SD-WAN services prefer a managed service over DIY specifically because it enables better integration with other managed services, such as SASE security services.

Self-Managed SD-WAN Challenges

REACTIVE OPERATIONS LACKING 24X7 SUPPORT

Most of the scarce IT resources are used to manage the network, application and security infrastructure – usually in firefighting mode and not 24x7 – and there is little time, know-how and bandwidth for strategic projects.

MISSING END-TO-END QUALITY ASSURANCE

None of the existing SD-WAN or SASE technologies can provide end-to-end SLAs which would guarantee high app performance and hence, good user experience – especially for users at remote or difficult locations like China.
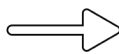
SCATTERED SECURITY THAT INCREASES RISK

If SD-WAN and security technologies are operated separately, there is usually a challenge to manage the scattered point solutions effectively due to missing skills and because it is time consuming and error-prone.
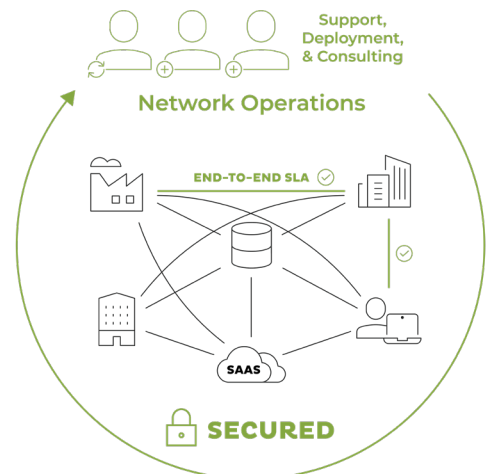
OPERATIONS CENTER
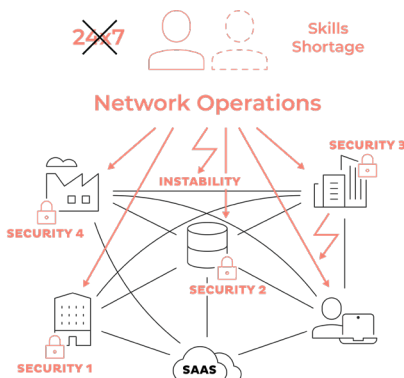
OPEN SYSTEMS

NETWORK TRANSFORMATION

24x7 OPERATIONS

Open Systems as your SASE Transformation Partner

Open Systems has been supporting companies for more than 20 years as a true SASE transformation partner. Not only with a comprehensive breadth of supported transformations – ranging from network to security – but also with a unique depth to their provision. We leverage our own infrastructure and SASE technology to craft our end-to-end managed services for an outstanding customer experience – the Open Systems SASE Experience.

The Open Systems SASE Experience Benefits

Unparalleled Managed Service

Benefit from Open Systems' experience and expertise in network transformation providing a 24x7 operations center with direct access to level-3 engineers, continuous technical consulting through a designated team and project-based support and service delivery to get transformation traction quickly.

- Reduces operations resources
- Reduces time to market with new business IT projects

Guaranteed Application Performance

End-to-end SLA for site-to-site availability – including difficult locations like China – or within the Open Systems WAN backbone as well as effective 24x7 support for fast incident identification and remediation to guarantee optimal application performance and user experience – everywhere.

- Improves WAN availability
- Improves application performance
- Reduces time to remediate app incidents

Harmonized Network & Security Architecture

Design of a tailored network architecture that harmonizes with security – delivered including the whole service lifecycle from assessment to operations.

- Reduces network and security cost
- Improves IT governance

WORLDCLASS OPERATIONS MODEL

24x7 operations center staffed with our own level-3 engineers, project-based support and service delivery as well as continuous technical consulting through a designated team of experienced professionals.

TRUE, END-TO-END SERVICE SLAs

End-to-end SLAs guaranteed by Open Systems managing the underlay – quality and availability of connectivity – as well as the overlay – network functionality and application visibility and control.

AN ALL-IN-ONE MANAGED SERVICE

Unified managed service – with comprehensive network and security functionality. And depth – assessment, consulting, migration, operations and optimization by our experts. All included in a predictable flat fee.

How Customers Experience the Open Systems Partnership

"If you analyze precisely all the things that are included in the service, you'll see that it is definitely excellent value for money."

Felix Kündig,
CFO (2009–2018)

MAMMUT

"Our IT specialists can concentrate on fulfilling employees' requirements and do not have to grapple with highly complex security and connection problems."

Hugh Peterken,
Head of Information Systems Department (2004–2010)

+CIFRC

"Open Systems' concept and processes around the services and platform are very well integrated into [their operations center]. This makes it possible for us to manage about 165 SD-WAN locations with only a small team."

Alexander Henneberg,
IT Network Engineer & Project Manager

CLAAS

"They're monitoring our environment proactively. So, a lot of times they will tell us, 'Hey, we fixed this' – and we didn't even know there was a problem."

Previous VP of
Global Information Technology

KEMET

"It was great to see how our thoughts developed within the Open Systems environment with the zoning project we're scoping. As strategic partners, we make each other better.

Gert-Jan Terpstra, Director Service Owner IT Network Services, GEA

"We feel very confident that we are in good hands with Open Systems, now and into the future. We look forward to at least five more years of a productive partnership.

Jürg Siegenthaler, Team Head Network and Server, Sika

[1] EMA Research Report Summary, WAN Transformation with SD-WAN: Establishing a Mature Foundation for SASE Success, Shamus McGillicuddy, April 2024

[2] IDC, Realizing the Full Potential of SD-WAN, November 2022

[3] NetworkWorld, Why is the Transition from SD-WAN to SASE so Painful?, Shamus McGillicuddy, April 2023

Oopensystems

Open Systems simply connects and secures hybrid environments so companies can focus on meeting their business goals. The Open Systems SASE Experience helps reduce risk, improve efficiency, and accelerate innovation with a comprehensive, easy-to-implement and use combination of SD-WAN and Security Service Edge delivered as a Service with a superior user experience. That's our Service Experience Promise.