DATASHEET

SD-WAN for MSP



To support service providers and enterprises, Ekinops has extended its widely deployed branch routing solution (OneOS6) on pCPE & VNF to include SD-WAN ready functionality.

The solution supports service providers in evolving their WAN offers and leverages a software-defined approach to deliver services while reducing deployment complexity.

SD-WAN functionalities focus on delivering high value to small and medium enterprises (SMB) or large enterprises with small offices (Point of Sales) by simplifying their usage of WAN connectivity, securing their critical business applications traffic and delivering an affordable approach for secured Internet break out.

Complete with robust visibility and delegation capabilities, SD-WAN for MSP enables service providers to rapidly deploy or upgrade their business VPN offer with agility, security and visibility.

Features & Benefits for End-Customers

Features	Benefits for end-customers
Visibility SD-WAN automatically recognizes 7000+ SaaS applications and provides network traffic charts such as site traffic volume evolution per application.	End-customers can understand network usage, check that WAN links are not overloaded and discover potential shadow IT.
Multiple Uplinks SD-WAN can manage unlimited multiple uplinks, in active/active (dynamic steering) or active/passive. Traffic failovers in less than 3 seconds. It also includes an active/shutdown mode, particularly well-suited for 4G/5G backup use cases. Traffic steering using application recognition engine.	End-customers can increase their network availability and business continuity. Multiple uplinks in active/active means more bandwidth and less traffic congestion. Dynamic steering ensure the best usage of the network in regards to application requirements
QoS SD-WAN protects sensitive and business critical applications by shaping other apps when uplinks are saturated and leverage the right underlay based on its SLA	End-customers can improve their User Experience on apps such as videoconferencing. They can increase their business productivity.
Cloud Breakout SD-WAN can send traffic to Secure Service Edge (SSE) for protection at scale. It can for example send traffic to Zscaler, Palo Alto Prisma or Cato Networks.	End- customers can secure their Web access with any SSE platform, so no need for a whole transformation. Integration with Ekinops SSE is also highly simplify and support An agentless mode for IoT or servers protection.
Self Service Portal SD-WAN provides a dedicated self-service portal for each end-customer.	Self-service portal puts end-customers in charge. They can manage their operational changes, bringing agility and keeping managed services costs under control.



Features & Benefits for Service Providers

Features	Benefits for service providers
One box Solution SD-WAN for MSP is a service included in OneOS6, therefore available on all Ekinops pCPE and vCPE. Secure Connect is also available for simplest use cases	Service providers can reduce their operational costs by having a single box and a single OS for all services and all connectivity (DSL, 4/5G, G-FAST, Fiber, etc.). With today climate crisis, Ekinops provides a sustainable solution, by preventing the addition of any new over-the-top box: no new hardware fabrication, no new hardware transportation, and no new hardware electrical consumption.
White Label SD-WAN for MSP is a white-label solution. Both the portal and CPEs can be customized with logo, colors, and font to align with service provider's design guidelines.	Service providers can stop advertising technology vendors' brand and advertise their own brand. Also, service providers will not be in competition anymore with SD-WAN vendor's channel at contract renewal: the SD-WAN sold to end-customer is their own SD-WAN
Multi-tier and Multi-tenant Management SD-WAN is managed through a management platform called Director. The Director offers a 3 -tier approach allowing service providers to delegate to a partner and to a customer while offering a consistent interface to each of them. Director scales on demand.	Service providers can address their various go-to-market models: direct, indirect, full managed services and co-management, within the same solution. Director delivers a customer portal (and partner portal) to accelerate market launch and provides a single point of interaction with OSS/BSS. Service providers can stack new customers on one Director. Service provider's revenue scales faster than cost, resulting in an exponential profit.
One Orchestrator Solution SD-WAN management platform, called Director, is also the management platform of Ekinops Secured Connect solution. This is one unique platform, with one unique license. A customer X can be SD-WAN, a customer Y can be Secured Connect.	Service Providers can leverage their investment into SD-WAN management platform to provide Smart Connect services.

Use Cases



Dynamic and agile business VPN

For: Small and Medium Business Enterprise, Point of Sales



Building a VPN over multiple underlay types within a dynamic environment (new sites, temporary sites, over 4G, mixed MPLS and Broadband, etc.) requires important efforts to deploy and sustain. The context gets even more complex when customers need some segregation and protection for their business critical applications.

SD-WAN for MSP enables service providers to deploy VPNs in this type of environment in a few clicks (or through API). SD-WAN will adapt to the underlying technology for optimal usage and will provide simple and easy segregation both to protect high priority business applications and to isolate traffic from others for confidentiality.

Thanks to the Ekinops one-box approach, service providers will continue to fully manage their underlay networks and will be able to simplify operation and deployments.

Use Cases



Cloud service enablement / hybrid WAN

For: Enterprise engaged in a digitalization project



Enterprises are moving traditional services to the Cloud (O365, Human Resources, Security, etc.). However, they need to preserve the Quality of Experience (QoE) which is essential to guarantee proper acceptance. This is a challenge from both a network and an agility standpoint. Companies want to avoid the 'trombone effect' which affects QoE and need to carve localized services with strong security while minimizing latency.

SD-WAN for MSP simplifies the acceptance of Cloud services by setting specific applications on 'local break out'. Those services are localized, allowing the best possible QoE. SD-WAN recognizes amongst 7.000 SaaS applications to simplify their access without compromising on security thanks to network firewall.

Appliance consolidation and flexible service enablement

For: Small and Medium Enterprise sites



SD-WAN is traditionally delivered as an add-on of the service provider connectivity, i.e. with a dedicated appliance interconnected to the service provider's CPEs which makes the deployment and the management of such solution complex and costly.

As an embedded feature of the OneOS6 operating system, service providers can begin using SD-WAN at any time just by applying an activation license. Service providers can continue to manage their underlay connectivity and parameters and the SD-WAN out of the same solution.

Simplified management solution for simplified operations

For: Service providers' operational teams and partners – Customer specialist

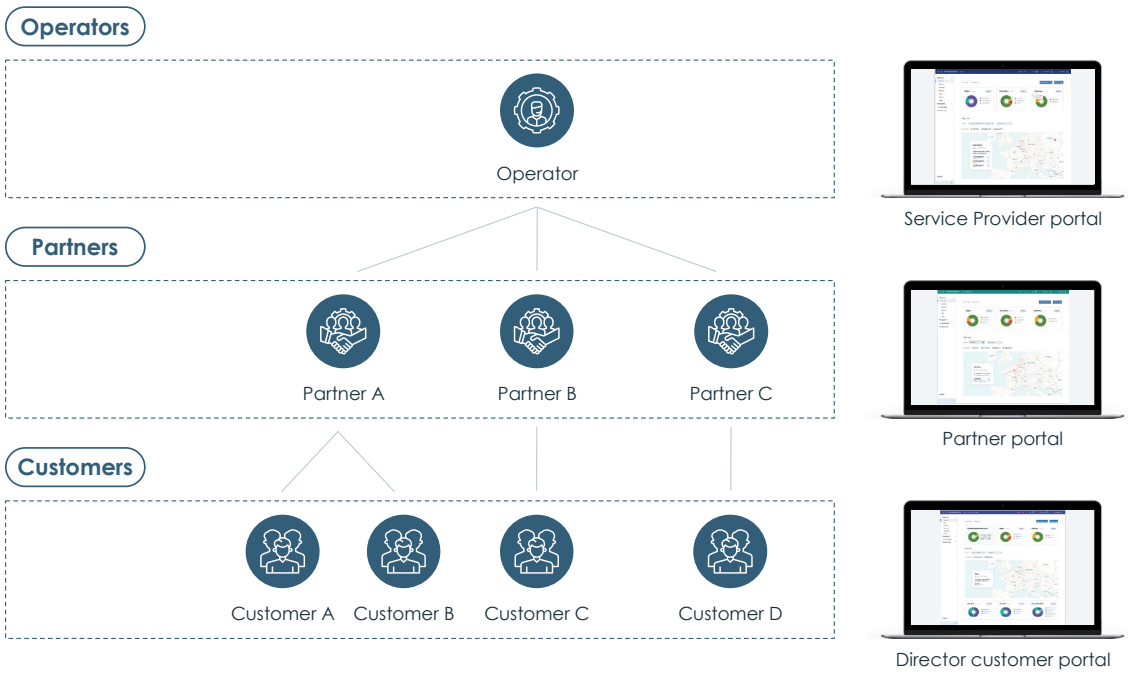


Traditionally, service providers required several sub-systems to manage their infrastructure and to offer their customers dedicated services, which only they could access. Developing appropriate customer portals implied significant effort and time and very often limited the delegation capabilities to their end customers. Today, the trend is for customers to ask for self-managed services to gain agility; an agility often seen as a threat by their service provider.

The Ekinops Director is a multi-tier and multi-tenant solution. Each tier has its predefined roles. The service provider, depending on its organization, can decide to fully manage or delegate part or the entire SD-WAN configuration to its customer. Concurrently, the Director is also managing the underlay part of the network but this part is reserved to the service provider. By having a single simple solution, service providers can, for instance enhance their operations or troubleshooting using the Director as the reference for the deployed solution (from underlay to overlay).

Director - A multi-tier & multi-tenant solution

The Director delivers all the FCAPS functions of an Network Management System (NMS) and delivers powerful User Interfaces (UI) to delegate activities, if needed. Director is a 3-tier model, each tier having its dedicated UI focusing on its field of responsibilities.



The Director utilizes a template and delegation model from the service provider up to the end-customer. New customers can rapidly be deployed using a single template freeing up service providers to focus on customer-specific requirements as needed.

The Director comprises a partner portal enabling partners to deliver managed services to their end-customers leveraging a common infrastructure delivered and sustained by the service provider. As such, service providers can leverage the same solution across their various go-to-market models: direct, indirect or project-based from the same infrastructure.

Customers may also directly monitor their Secured Connect deployment from their dedicated portal and depending on the granted delegation level performs some actions like traffic steering rules definition, site enrolment, LAN service configuration, etc.

Controllers

The controllers manage the control plane of the SD-WAN solution. This encompass the following services:

- Zero-touch provisioning
- Route reflectors
- Key servers
- Collectors (NetFlow collector)

Controllers are delivered as Virtual Machines (VMs) and are multi-tenant. Controllers can be shared between customers making scaling from small to very large networks possible.

Each service can be deployed separately or combined within a single controller using containers. This architecture can dedicate a controller for a specific customer to answer the most stringent isolation requirements or can specialize controllers for large-scale multi-tenant deployments.

SD-WAN Xpress Main Features



Engines	
Application recognition	Yes (7000+). 1st packet
WAN	
Service provider demarcation	Yes (xDSL, Fiber, 4G, 5G, MPLS) inc. underlay configuration (PPoE, etc.)
Multiple uplinks	Yes, with unlimited number of uplinks. 3x modes: active/active, active/passive or active/shutdown Switchover in less than 3 seconds (active/active or active/passive) Configuration per application In active/active, load-sharing is per session
Private overlays	Yes. Hub & spoke. NAT-traversal. Multiple overlays are possible. The Hub can be a CPE, or it can be a service provider's gateway.
QoS	Yes, QoS per application. Inbound and outbound. Shaping + DSCP marking
Security	
Breakout to Security Service Edge (SSE)	Yes, through IPSec. Already running with Zscaler, Palo Alto Prisma and Cato. Null encryption supported. Tunnel monitoring and automatic mount back Local breakout. Configuration per application
Firewall	Statefull network firewall
Zero Trust Routing	Yes. Sites can be split into groups without any routing between groups
LAN	
Routing	Yes: BGP and static
Wi-Fi	Yes
NAT	Yes
DHCP	Yes
Central Management	
Delivered on premises	Yes, containers
Delivered in the Cloud	Yes, a dedicated instance per service provider
Service provider portal	Yes, with RBAC
Partner portal	Yes, with RBAC
Customer portal	Yes, with RBAC
Troubleshooting tools	Yes
Traffic reports	Yes
Northbound RES API	Yes
Zero Touch Provisioning	Yes
Scalability	Up to 10.000 CPE per instance. Roadmap: 30.000 per instance
Edge	
High-Availability Eddge	Yes
pCPE	Yes
vCPE	Ys, VM (ONEvRouter)

Supported Hardware

Ekinops SD-WAN solution is running on all the Ekinops devices running OneOS6, which includes a large range of pCPE offering multiple connectivity options, the Ekinops ONEvRouter as well as uCPEs (Ekinops and third-party).

Small pCPE

Product	ONE421	ONE531	ONE621	ONE641
Bidirectional recommended WAN speed IMIX 686	168 Mbps	354 Mbps	600 Mbps / 1 Gbps	2 × 3.7 Gbps*
Bidirectional recommended Ipsec speed IMIX 687	50 Mbps	157 Mbps	300 / 600 Mbps	1.2 Gbps
Intefaces	1x GbE UTP/SFP combo 4x GbE UTP		2x GbE SFP	1× 10 GbE UTP 1× 10 GbE UTP/SFP combo 4× 1 GbE UTP
WAN interfaces - DSL	A/VDSL optional		NA	NA
WAN interface - Radio	4G cat4 optional	4G cat4/6 optional 5G optional	4G cat4/6 optional 5G optional	5G optional
Wi-Fi	Dual concurrent WiFi5 optional		Dual concurrent WiFi6 optional	

Mid to Large pCPE

Product	ONE2560	ONE2561	ONE3550
Bidirectional recommended WAN speed IMIX 686	2 Gbps	2 / 5 Gbps*	10 Gbps
Bidirectional recommended Ipsec speed IMIX 687	1 Gbps	1 Gbps	6.5 Gbps
Intefaces	2x GbE SFP/UTP 2x GbE STP 8x GbE	2× 10 GbE SFP+/UTP 2x GbE STP 8x GbE	3× 10 GbE SFP+ 4×2.5xGbE
WAN interface - Radio	4G cat16 optional 5G optional		NA
Wi-Fi	NA		

vCPE

Product	ONEv200	ONEv400	ONEv600
Bidirectional recommended WAN speed IMIX 409	100 Mbps - 10 Gbps	100 Mbps - 10 Gbps	100 Mbps - 10 Gbps
Bidirectional recommended Ipsec speed IMIX 410	100 Mbps - 10 Gbps	100 Mbps - 10 Gbps	100 Mbps - 10 Gbps
Maximum sessions	25.000	250.000	500.000

** Subject to license*

About Ekinops

Ekinops is a European leader in optical networking and secured connectivity solutions for service providers, enterprises and public organizations around the world.

Ekinops designs, develops and manufactures high-performance solutions with cutting-edge software used to deliver high-bandwidth connectivity and managed services in over 70 countries worldwide.

Ekinops leads in the areas of:

- Advanced coherent optical networking for all metropolitan, regional, long-distance and datacenter interconnection applications
- Secured connectivity solutions for enterprises, from voice and data routing devices to Secure Access Service Edge (SASE) capabilities, including ZTNA (Zero-Trust Network Access), SD-WAN, and SSE.

Ekinops operates globally and is listed on Euronext Paris (FR0011466069 - EKI).

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