SPITFIRE®
PARTNER SERVICES

Practical Solutions for Interconnecting Sites, Data Centres and Cloud Services

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Introduction

As Application complexity increases how do we provide cohesive, easy to manage, effective connectivity to support the application and business requirements.

Business and Technological Trends

- Adoption of Hosted & Cloud Services
- Colocation
- Hybrid Cloud
- Virtualisation & Hyper-convergence
- Increased Compliance and Legislation
- Home working
- Mobilisation

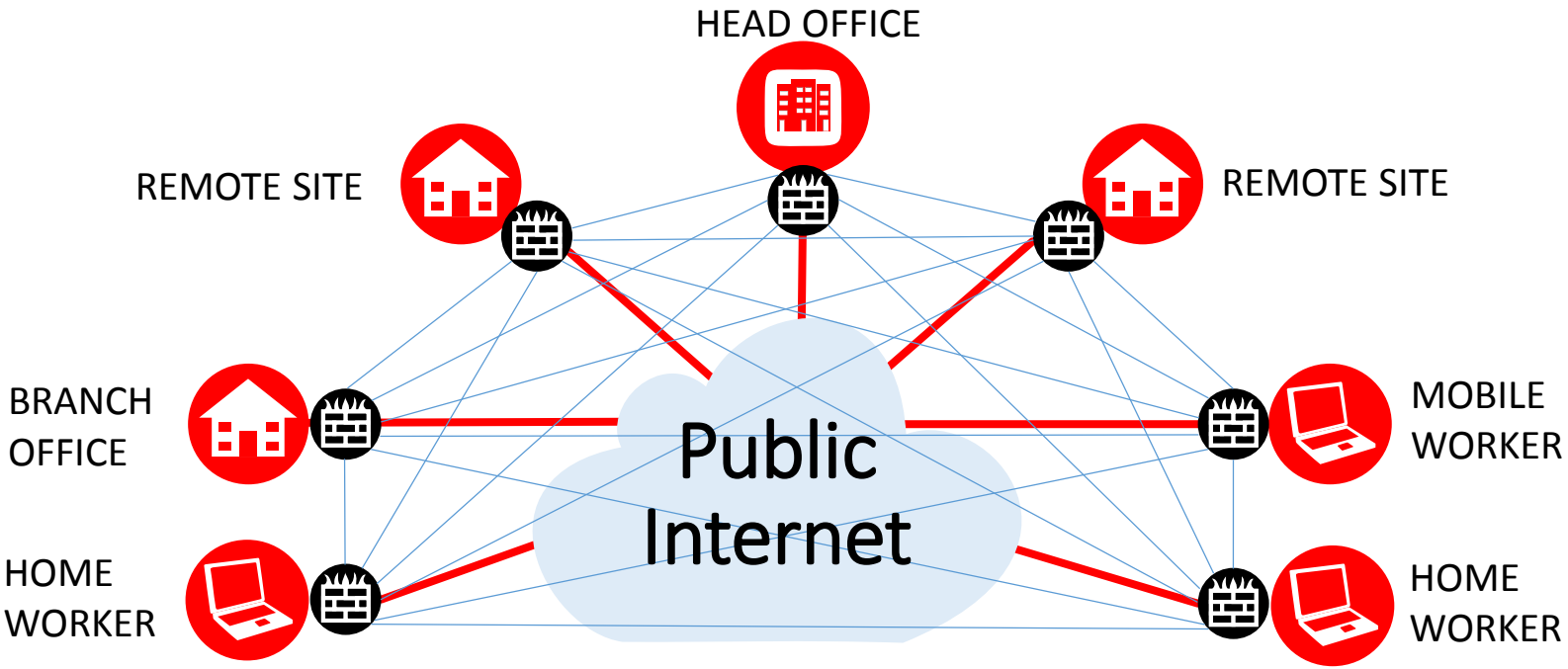
Demands on Infrastructure

- Dependency on Internet connectivity
- LAN and WAN security
- High speed, high performance WAN
- Low cost

IT Partner Challenges

- Delivering applications with high performance requirements over internet circuits
- Interconnecting sites reliably and securely
- Managing security across multiple sites
- Avoiding high cost specialist hardware and licenses
- Connecting to Cloud Service Providers with consistent performance and effective security

Option 1: IPsec VPN



Option 2: Point to Point circuits

- Provide a layer 2 connection between 2 sites
- Dedicated Ethernet P2P circuit provides:
  - Consistent high performance
  - Secure private circuit
  - No VPN performance overhead
  - No specialist hardware requirement
- However:
  - Expensive in comparison to internet circuits (especially where distance exceeds 35km)
  - In-flexible (what if you close/move an office?)
  - Offers no scalability if you add sites
  - Additional circuit required for Internet access

Option 3: SD-WAN

- Provides a centrally managed, application focussed connected WAN
- SD-WAN provides:
  - Simplified management of complex WAN
  - Ability to utilise all connectivity methods
  - Scalability
- However:
  - Any performance is only as good as the underlying network infrastructure
  - Adds a costly overhead in terms of hardware/license
  - New technology, very high M&As in the industry

Option 4: MPLS Virtual Private Network

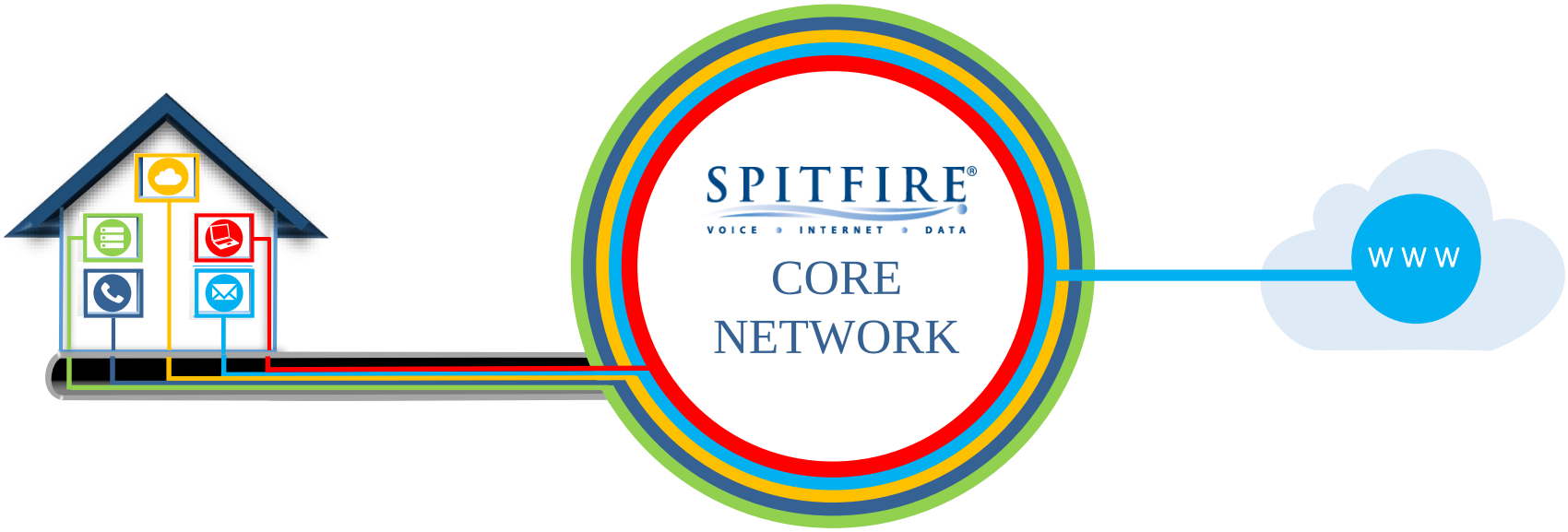
- It’s just for large corporates
- It’s expensive
- It’s complex

MPLS – your thoughts

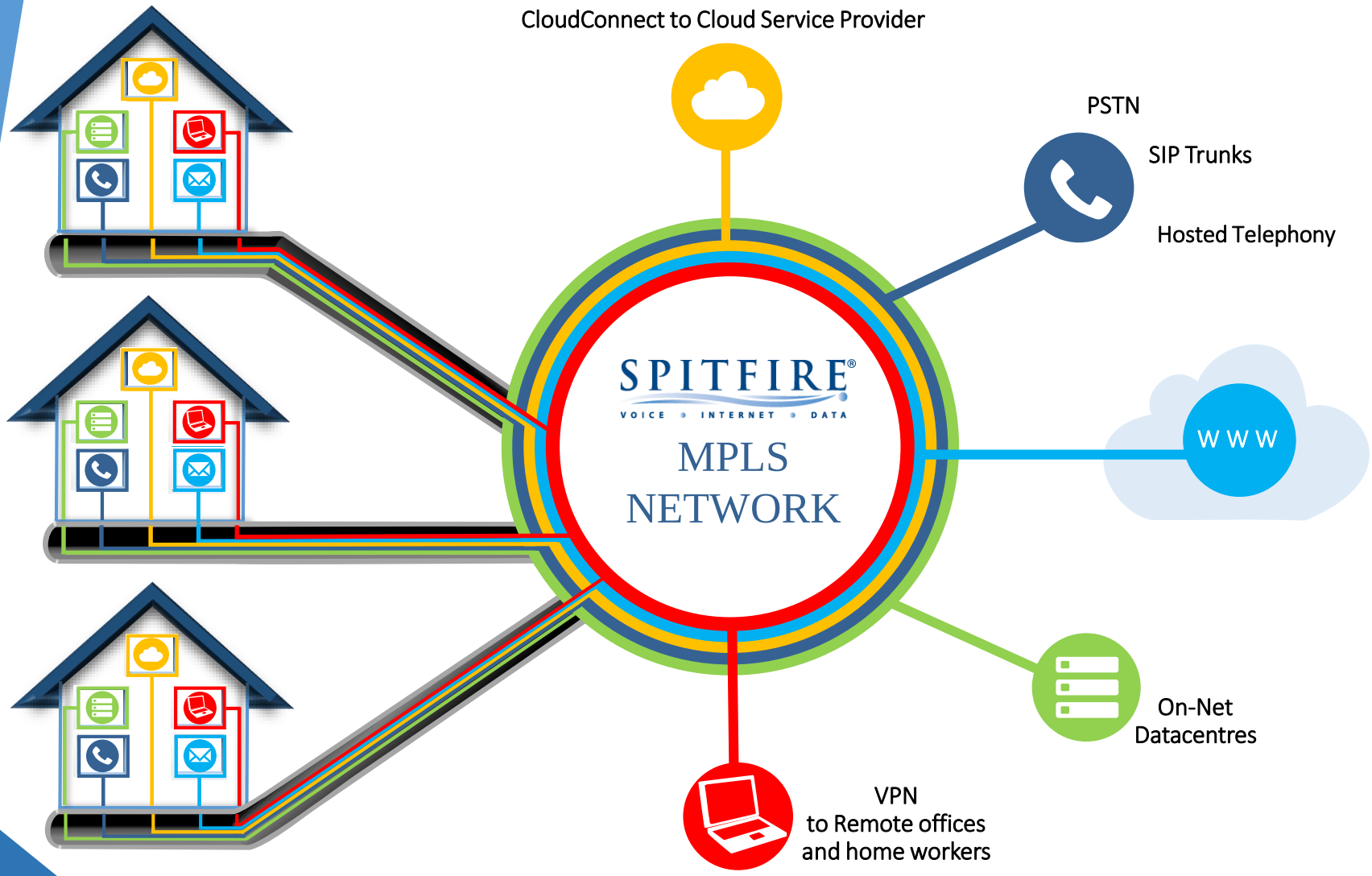
- A customer replaces standalone internet circuits with an MPLS Virtual Private Network. Their monthly service charges will typically…

A: Be reduced or up to 10% higher,
B: Be between 10% and 25% higher, or
C: Be more than 25% higher?

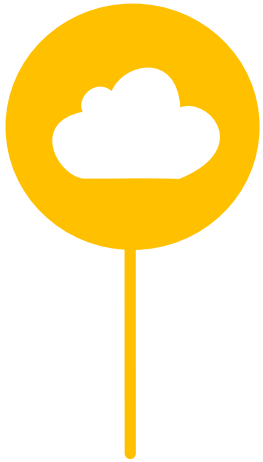
MPLS



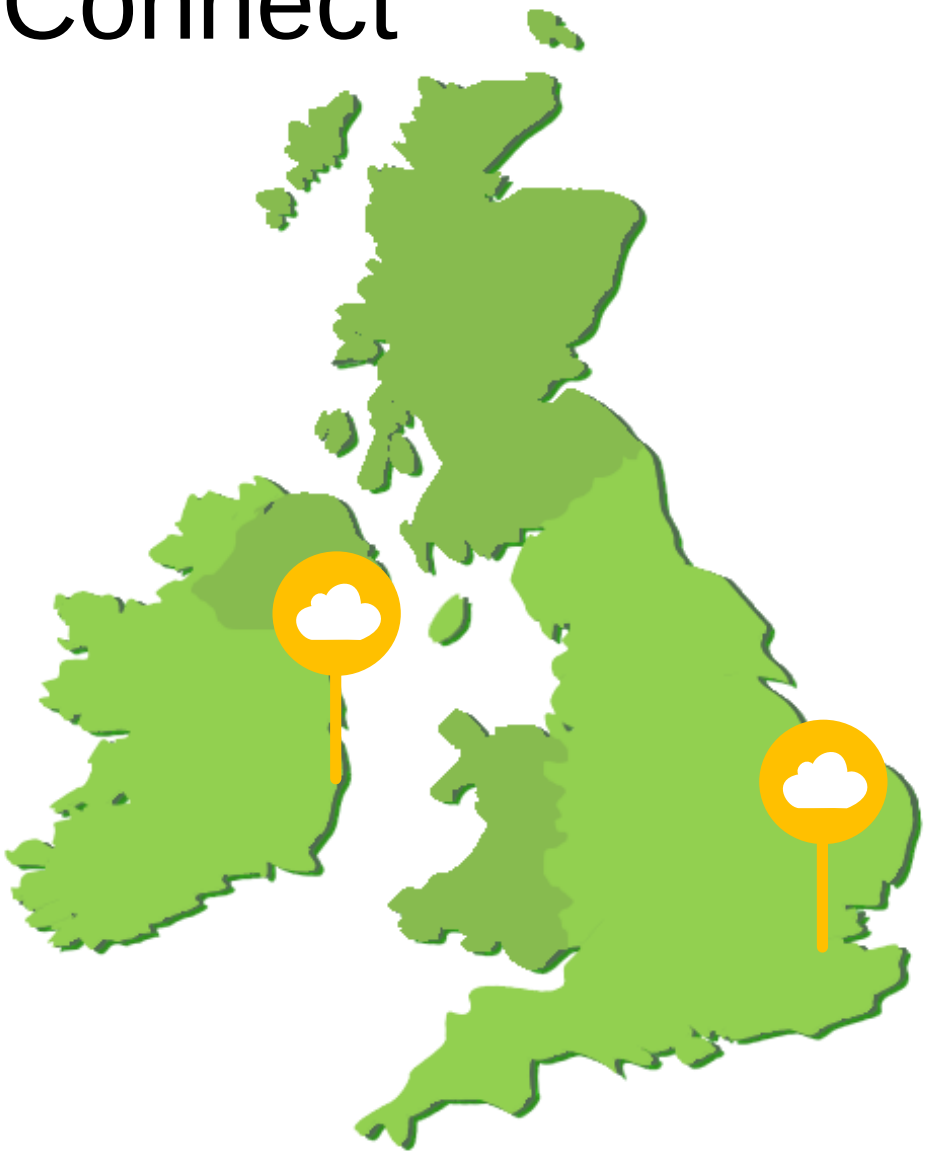
MPLS


CloudConnect to Cloud Service Provider
PSTN
SIP Trunks
Hosted Telephony
SPITFIRE
VOICE • INTERNET • DATA
MPLS
NETWORK
WWW
On-Net
Datacentres
VPN
to Remote offices
and home workers

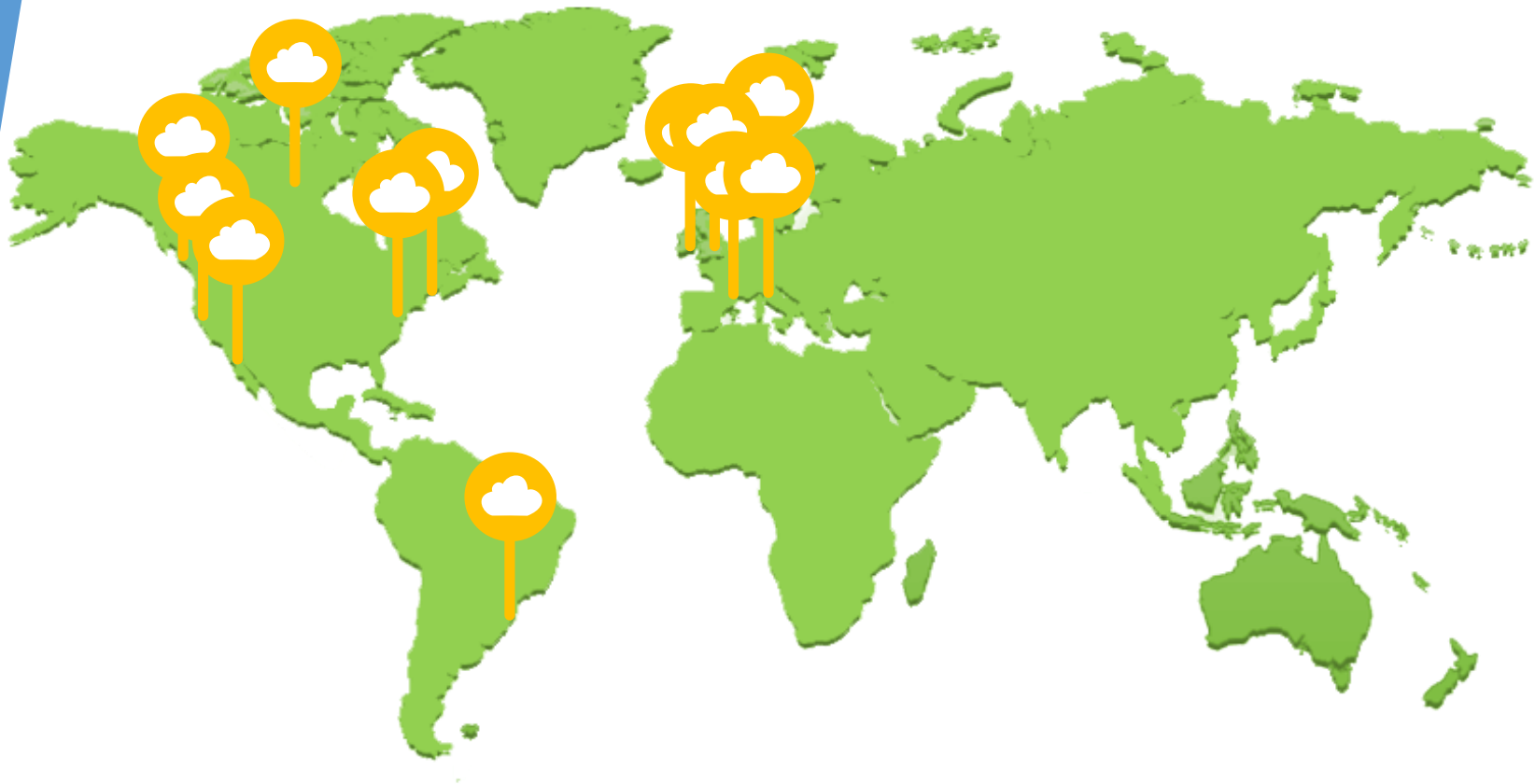
Cloud Connect



Cloud Connect



Cloud Connect

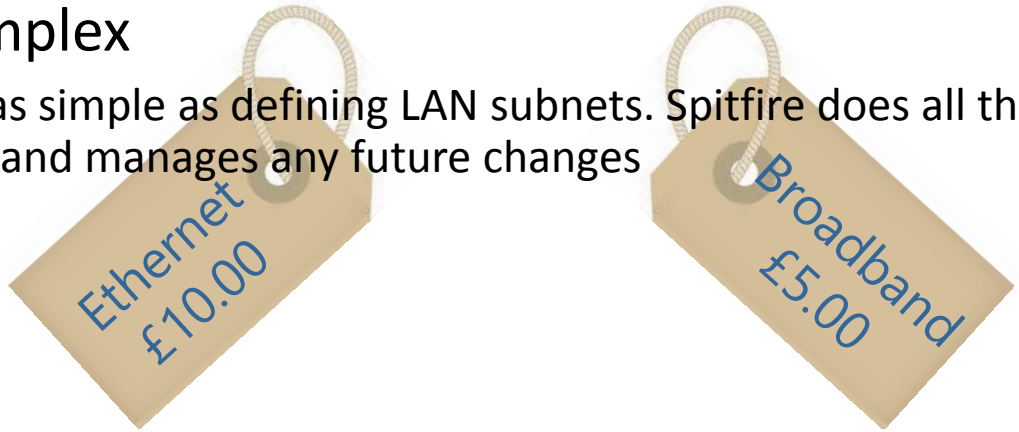


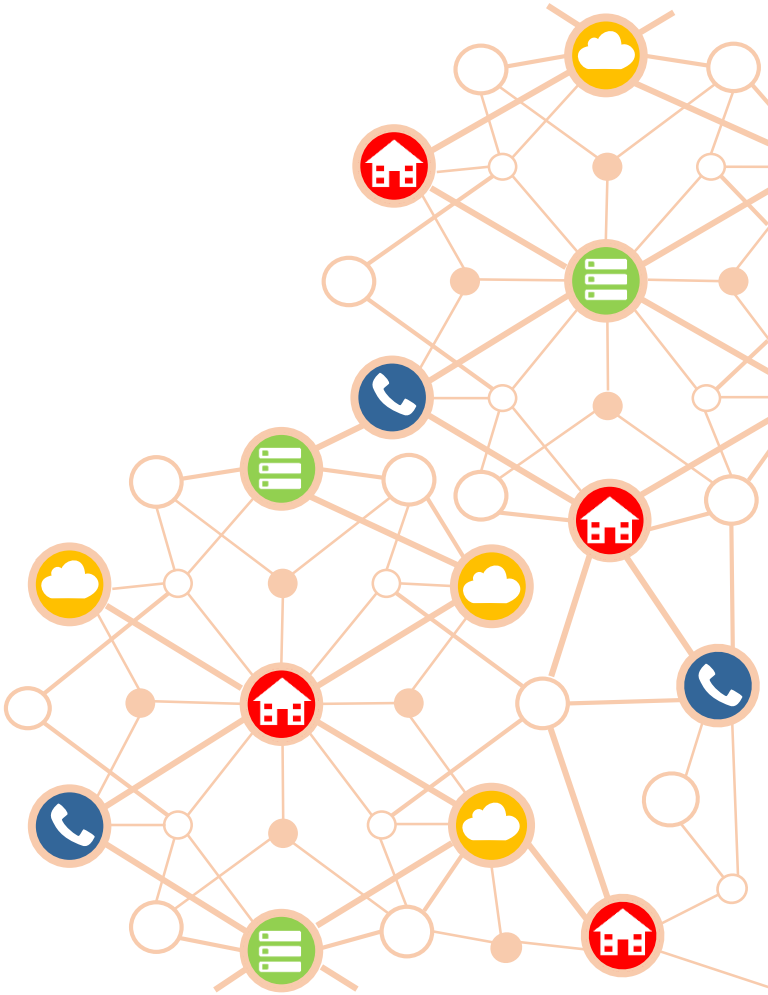
MPLS Benefits

- All voice, data centre and Cloud services are now privately connected to your customer's LAN
- Consistent bandwidth, low latency, packet loss and jitter between sites
- Centralised internet breakout – only one egress point to secure
- No IPsec VPNs to license and manage
- Minimal support requirement
- SLA driven service
- Inherent network resilience
- Can connect broadband or Ethernet circuits from multiple access providers

MPLS Myths

- It’s just for large corporates
  - MPLS can be a cost effective solution, even for SMEs with one or two sites
- It’s expensive
  - By taking advantage of UK national wholesale access, most MPLS services are comparable monthly rental charges to the equivalent standalone internet circuits
- It’s complex
  - It’s as simple as defining LAN subnets. Spitfire does all the configuration for you and manages any future changes



So what?

- MPLS provides practical, cost effective connectivity between sites, data centres and cloud services to meet the growing demands of your organisation