randstad technologies solutions

embrace opportunity: SD-WAN.

September 23, 2020

ᴙ randstad

randstad technologies
facts and figures.

nearly
6 million
STEM candidate database

60+
locations

36
years of experience

10,000
workforce size

12,000
annual placements

2,100
clients

2,000+
managed services employees

8
solution centers

randstad technologies solutions and services.

application services

enterprise application development

mobility and modern web development

application monitoring and maintenance

data management and business intelligence

infrastructure services

technology deployments

technology and cloud migrations

infrastructure monitoring and maintenance

data center operations / smart hands

end-user services

service desk

desktop support

ITSM tools / ServiceNow consulting

service management assessments

engineering solutions

electronics product development

full lifecycle embedded software development

PC-based engineering tools and simulators

PMO services — PMO strategy and governance — agile transformations — project and program execution
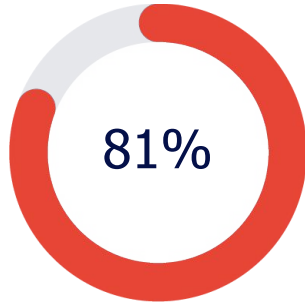
strategy and architecture — assessments and improvement recommendations — strategy, planning and design — intelligent automation
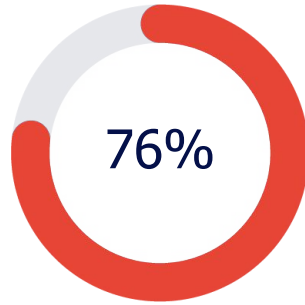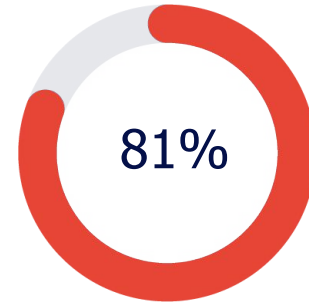
in a recent survey, more than half of the respondents have embraced SD-WAN.

81%

say it has enabled their business to increase productivity, efficiency and responsiveness.
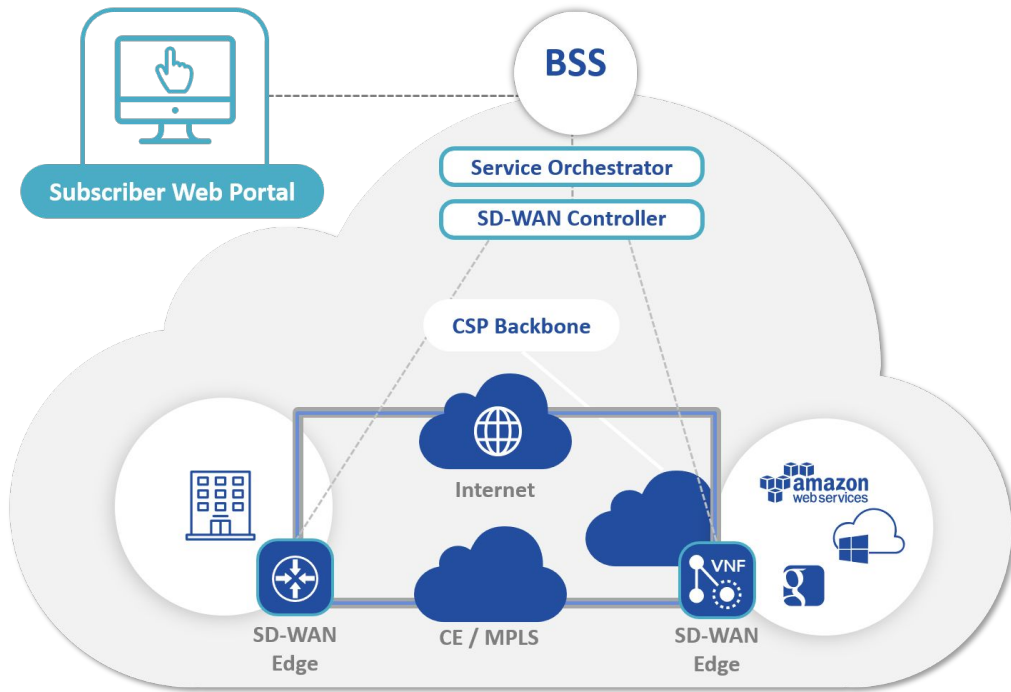
76%

say it has allowed their organization to reduce operating costs.

81%

say it has helped their company secure their network and infrastructure.

current demand for SD WAN experienced engineers is 7x the supply

graphic credit: https://www.mef.net/mef-3-0-sd-wan

what is
SD-WAN?

jay cote
principal,
infrastructure services

wilton daniel
delivery director

david craig
network architect

eric robertson
program manager

companies struggle in different ways.

- getting started
- implementing effectively
- realizing the full benefit

why are companies struggling to get started?

what clients are telling us	typical root cause(s)	mitigation options

why are companies struggling to get started?

what clients are telling us	typical root cause(s)	mitigation options
we're struggling with organizational buy-in.	• sunk investments • "if it's not broken, don't fix it" • lack of trust with the security of SD-WAN • company avoids "newer" technologies • lack business justification	• resale options on equipment • sound business case • plan with milestones • thorough test plan • strategic discussion vs. tactical one

why are companies struggling to get started?

what clients are telling us	typical root cause(s)	mitigation options
we're struggling with organizational buy-in.	• sunk investments • "if it's not broken, don't fix it" • lack of trust with the security of SD-WAN • company avoids "newer" technologies • lack business justification	• resale options on equipment • sound business case • plan with milestones • thorough test plan • strategic discussion vs. tactical one
we lack the technical expertise.	• lack of resources with skill sets • afraid or nervous to learn or recommend new technologies • fear of job security	• supplement the team with SD-WAN engineers; upskill existing talent

why are companies struggling to get started?

what clients are telling us	typical root cause(s)	mitigation options
we're struggling with organizational buy-in.	• sunk investments • "if it's not broken, don't fix it" • lack of trust with the security of SD-WAN • company avoids "newer" technologies • lack business justification	• resale options on equipment • sound business case • plan with milestones • thorough test plan • strategic discussion vs. tactical one
we lack the technical expertise.	• lack of resources with skill sets • afraid or nervous to learn or recommend new technologies • fear of job security	• supplement the team with SD-WAN engineers; upskill existing talent

we don't know when to make the move.	• lack of experience with technology	• if the following applies to your firm, it's likely time to move to SD-WAN.
		  – maintenance costs are getting too high
		  – over 50% of applications are already in the cloud

why do SD-WAN implementations not go as planned?

what clients are telling us   typical root cause(s)   mitigation options

why do SD-WAN implementations not go as planned?

what clients are telling us	typical root cause(s)	mitigation options
we have an endless pilot.	• pilot was not properly sponsored • pilot did not have a finite timeline, metrics or exit criteria	• manage the pilot closely • apply governance and executive reporting

why do SD-WAN implementations not go as planned?

what clients are telling us	typical root cause(s)	mitigation options
we have an endless pilot.	• pilot was not properly sponsored • pilot did not have a finite timeline, metrics or exit criteria	• manage the pilot closely • apply governance and executive reporting
our deployment is always behind schedule.	• lack of capacity • often the same resources are utilized for this special project, as well as BAU • perhaps lack of skill set	• dedicate resources or a partner to the SD-WAN project and also dedicate resources or a partner to BAU

why do SD-WAN implementations not go as planned?

what clients are telling us	typical root cause(s)	mitigation options
we have an endless pilot.	• pilot was not properly sponsored • pilot did not have a finite timeline, metrics or exit criteria	• manage the pilot closely • apply governance and executive reporting
our deployment is always behind schedule.	• lack of capacity • often the same resources are utilized for this special project, as well as BAU • perhaps lack of skill set	• dedicate resources or a partner to the SD-WAN project and also dedicate resources or a partner to BAU
we have had unexpected business and production impact.	• may lack standardized PMO and governance processes • change control not followed religiously	• develop proper governance framework • maintain current change control procedures

why do companies not realize the full benefits of SD-WAN?

what clients are telling us   typical root cause(s)   mitigation options

why do companies not realize the full benefits of SD-WAN?

what clients are telling us	typical root cause(s)	mitigation options
we're not realizing the expected cost savings.	• circuits are often not decommissioned • remaining value of decommissioned equipment not recognized • internet circuits available quicker than readiness of sites	• circuit turnoff needs to be a milestone in the plan • potential resale of removed equipment • adjust planning considerations to shorten project schedule

why do companies not realize the full benefits of SD-WAN?

what clients are telling us	typical root cause(s)	mitigation options
we're not realizing the expected cost savings.	• circuits are often not decommissioned • remaining value of decommissioned equipment not recognized • internet circuits available quicker than readiness of sites	• circuit turnoff needs to be a milestone in the plan • potential resale of removed equipment • adjust planning considerations to shorten project schedule
we're having compatibility struggles.	• not maintaining features and updates as part of a regular O&M process • implemented unproven technology pairings	• keep current on patches • lean on experts

when it all works,
our clients experience ...

- increased bandwidth

- reduced cost

- full visibility into the network

- improved security
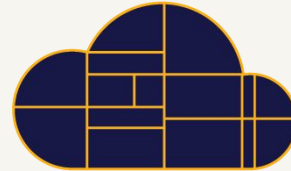
- scalability to support growth

how and where can I get help?

review

design

implement

optimize

questions and answers.

upcoming webinar.

IoT: our favorite technology acronym.

wednesday, october 14

achieve master status with agile services.

view the recording

digital transformation: then, now and moving forward.

view the recording

thanks for attending.

For more information, please contact:

Randstad Technologies
rt-technologysolutions@randstadusa.com

randstad

human forward.