



Kyocera SD-WAN


A secure, cloud-ready intelligent edge,
managed by Kyocera and powered by Fortinet

Visibility. Agility. Control.

Organisations need to evolve in order to remain competitive in a changing business landscape. Digital transformation, when done right, helps businesses build agility and resilience — enabling them to deliver new services, disrupt their sectors and become more productive.

The introduction of new technologies, applications and services can be game-changing. But as the demand for network performance and optimal user experience (UX) grows, it's important not to overlook the underlying infrastructure that all of this operates on. With a growing number of organisations moving to the cloud and a surge in remote working models, traditional networks can struggle to provide the visibility, agility and control required to realise the full potential of digital transformation efforts.

This is where SD-WAN can be a game-changer.



**58% of IT professionals
said that remote
UX is the top area
where they would like
additional operational
visibility.¹**

Your network needs to evolve with your business.



With a shifting business landscape, organisations are changing the way things are done. Whether it's a strategic decision — such as moving applications and services to the cloud — or a reaction to unplanned disruption — such as the surge in remote working due to COVID-19 — your network needs to be able to keep up.

The move to cloud

As organisations move more applications to the cloud, there are several challenges that can be encountered.

Some applications are more business-critical than others and need to be kept at optimal performance at all times. Different applications and services require different network capabilities — e.g. video calling requires bandwidth and low-latency.

Security and data privacy concerns arise when on-site servers are retired and data is migrated to the cloud.

95% of all enterprise workloads will be in the cloud by 2025 — according to 74% of respondents in a recent survey².

The distributed workforce

With a rise in remote and hybrid working models, cloud, collaboration and mobility services are all placing increasing demands on the network.

As more people work from home, more of the time, keeping employees connected and providing access to the tools they require is essential.

74% of professionals think remote work will become the new normal³.

As in-person meetings decline and video meetings rise, lag and connection issues can lead to frustration and poor user experience. Furthermore with the workforce no longer within the perimeter of the office, security can become a concern.

The need for an agile network

Traditional WANs are not fit-for-purpose in a digital-first environment and are not designed for cloud connectivity.

The complexity of traditional WAN architecture means limited visibility into performance and security. Also, changes to configuration and deployment of new connections can take weeks or months to provision.

29% of network infrastructure teams say that digital transformation initiatives drive their decision-making⁴.

²Cloud 2025 Study, 2020

³The future of work is remote and aligned, 2020

⁴Network Management Megatrends 2016, Managing Networks in the Age of the Internet of Things, Hybrid Clouds, and Advanced Network Analytics, 2016

Why SD-WAN?

Software Defined Wide Area Networks (SD-WANs) are becoming more widely adopted. More than 60% of businesses have deployed, are in the process of deploying, or are planning to deploy SD-WAN in the next 12 months⁵.

SD-WAN offers businesses a range of transformational benefits, including:

- **Visibility:** By providing end-to-end visibility of the traffic running across the network, IT teams can view network performance and diagnose issues easily and quickly. This can also help IT teams plan for new applications and future deployments.
- **Agility:** By dynamically scaling resources as required, deploying new services quickly, merging new sites and implementing policy-based automation, IT teams can rapidly respond to the needs of the business.
- **Control:** By aligning application requirements to the business need, IT teams can control the priority of specific services over the network to enhance performance and improve user experience.
- **Cost:** MPLS and other connectivity solutions are typically more expensive at a total cost of ownership (TCO) level. SD-WAN reduces bandwidth costs and can also reduce capital expenditure by consolidating multiple network and security point products into a single platform.
- **Security:** By extending corporate network functionality and security to the edge, IT teams can ensure that all employees work securely, wherever they are.

SD-WANs use software to securely and intelligently connect users to applications. They overlay existing WAN services – including MPLS, broadband, 4G/5G and other connection types.

Why Kyocera SD-WAN?

Our secure SD-WAN service, powered by Fortinet technology, provides a scalable network to accelerate performance of Software-as-a-Service (SaaS) applications like Microsoft 365 and Teams, with powerful security built at the core, fully managed by our in-house experts.

Fortinet are recognised by Gartner as a leader for Network Firewalls and WAN Edge Infrastructure. With their secure SD-WAN technology, managed by us, we can address your security challenges.

Utilising our depth of network and security knowledge and experience working with Fortinet, including using their solutions ourselves, we ensure there are no grey areas when it comes to supporting your critical infrastructure.

The key benefits of Kyocera SD-WAN include:

- **Fully managed:** Managed services are at the core of what we do at Kyocera – sharing our extensive expertise with organisations as they progress on their digital transformation journeys.
- **Built-in security:** Our solution, powered by Fortinet, is built around a “protect-then-connect” approach and has security features built-in, so you don’t need to source add-on’s.
- **End-to-end solution:** We can provide the network circuits and bandwidth needed to deliver SD-WAN as a full solution – or we can work with your current network provider to utilise your existing infrastructure.
- **Cloud-centric:** Our approach means we can fully support you on your hybrid cloud journey including managing the integration of Fortinet’s capabilities with Microsoft Azure (we are a Microsoft Gold Partner and Cloud Services Provider).

We are more than just the sum of our technology; we believe in the power of human insight and intelligence, gathered through years of experience in ICT, Content Management, Cloud and managed services, and the collective knowledge of our people.

The breadth of our portfolio means we can provide end-to-end managed services right across IT infrastructure, connectivity, unified communications, document solutions, and support services, taking the management challenges away so you can focus on what you do best.

Put knowledge to work.

The Kyocera philosophy 'respect the divine and love people' runs throughout every part of our business and everything we do, ensuring we always do the right thing by our customers and put our knowledge to work to help them do their job better. This principle has been put to the test over the last 12 months.

Our ability to deliver excellent customer experiences relies on our teams being able to access the right information and applications to do their jobs. With a large proportion of our teams working remotely, a fresh approach to the network was required. We needed to be able to offer guaranteed performance and no disruption or down time and the flexibility to support users when they returned to the office as well as when they worked remotely.

Using SD-WAN powered by Fortinet across our existing Multiprotocol Label Switching (MPLS) and internet circuits has created a resilient mesh design that's more agile, resilient, and secure, with no single point of failure. We have complete application visibility – meaning we can spot performance issues before they impact our people, or our customers and we can optimise Quality of Service. And, as we already had Fortinet technology, it was a quick and easy solution to deploy.

With the additional insights we now get, we can load balance our network, for example using traffic shaping for staff connecting to SaaS applications remotely via VPN so it doesn't impact our core network, saving us thousands of pounds by not having to upgrade bandwidth. For our front-line technical experts, we've provided full SD-WAN capability, securely extending our corporate network and enabling them to continue to support all our customers.



Kyocera Document Solutions has championed innovative technology since 1934. We enable our customers to turn information into knowledge, excel at learning and surpass others. With professional expertise and a culture of empathetic partnership, we help organisations put knowledge to work to drive change.

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