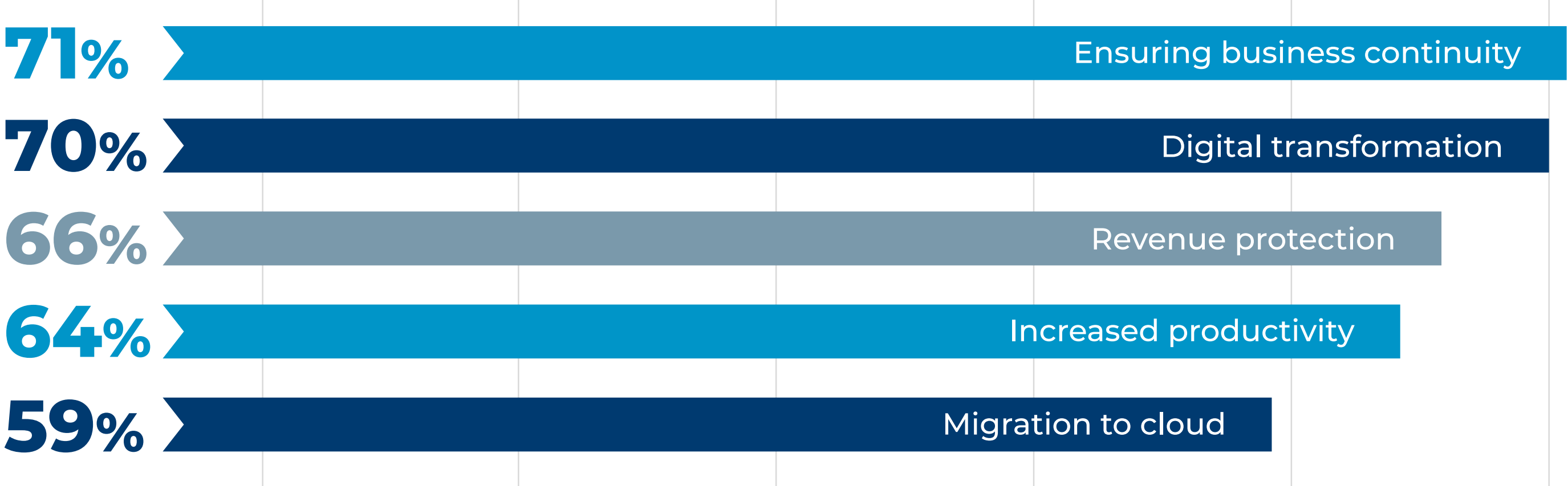


# SD-WAN market trends

How are SD-WAN trends shifting under the pressure of today's "new normal?" With more employees working from home, many IT leaders are changing their approach to digital transformation, putting SD-WAN in the fast lane.

## Top business imperatives

Digital transformation hasn't slowed, even as business continuity has become top priority.



### Necessary WAN capabilities

- #1 Boost network agility and responsiveness
- #2 Simplify change management
- #3 Enable a globally distributed workforce

### Biggest WAN challenges

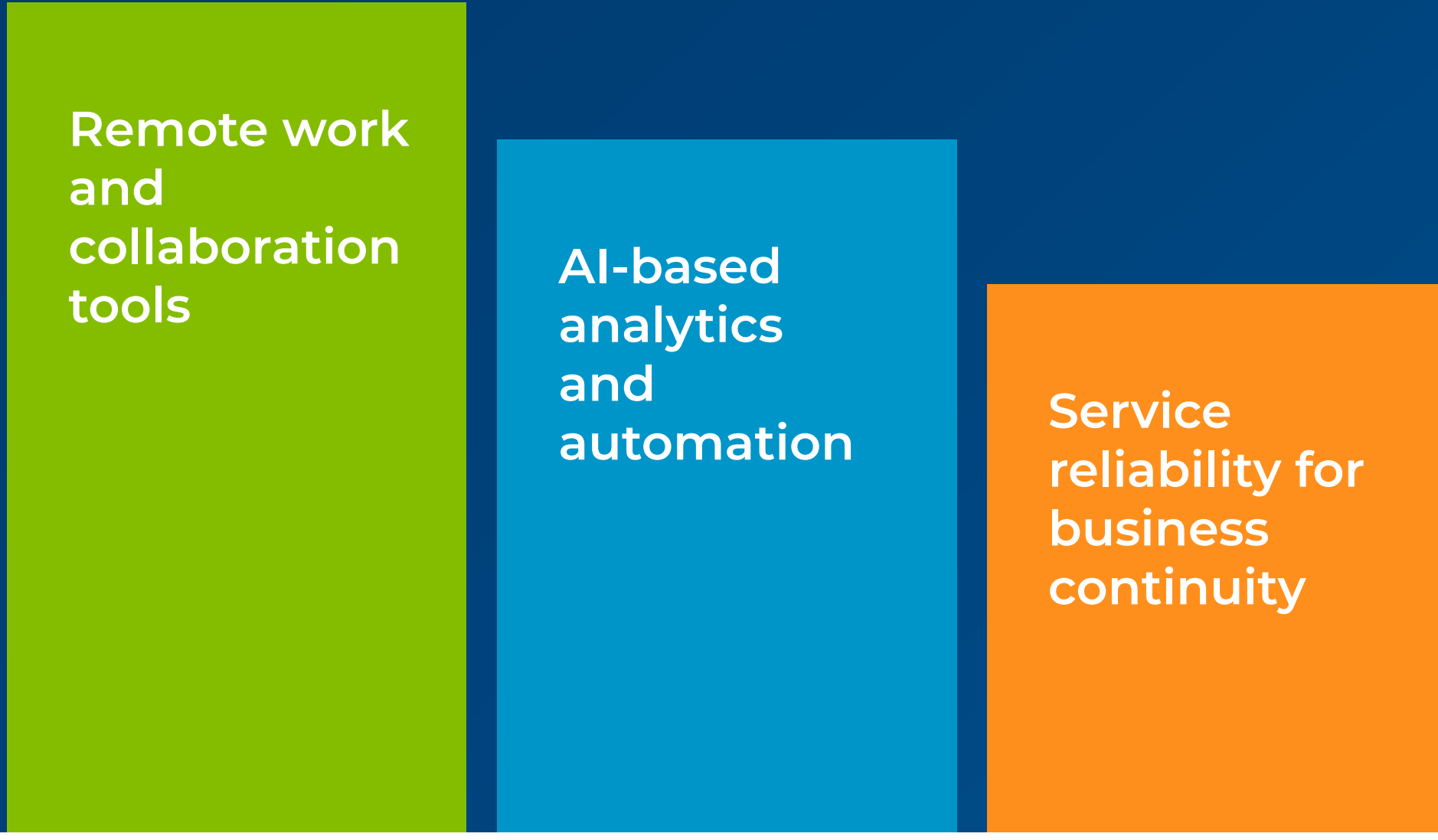
- #1 Security
- #2 Secure remote access for home workers
- #3 Agility

## Network investments are rising

# 64%

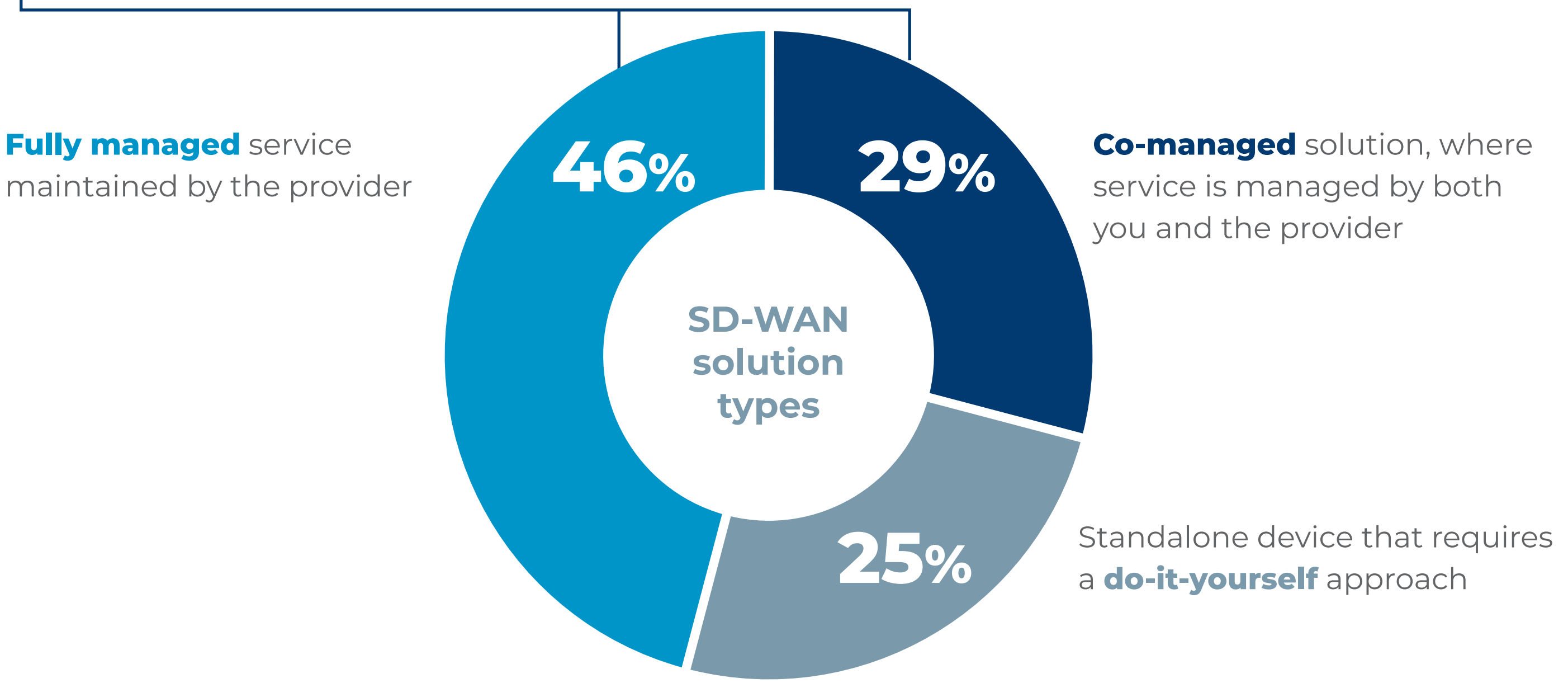
are investing **more** in network infrastructure since the COVID-19 outbreak

### Top investment priorities

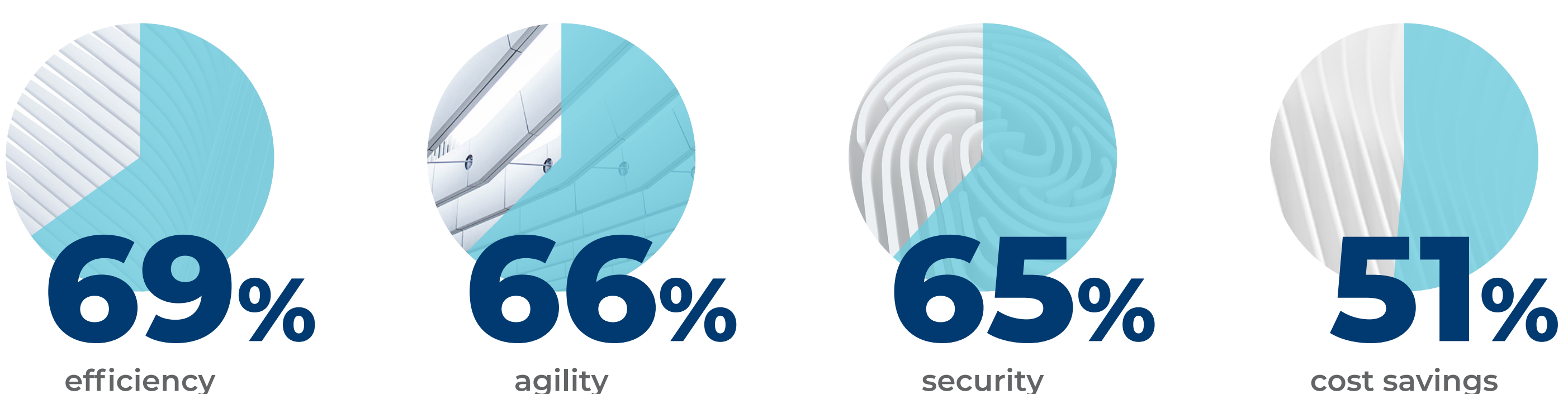


## IT leaders prefer managed and co-managed services

75% of those with SD-WAN in use are opting for a co-managed or fully managed solution



### Biggest benefits of a managed or co-managed service

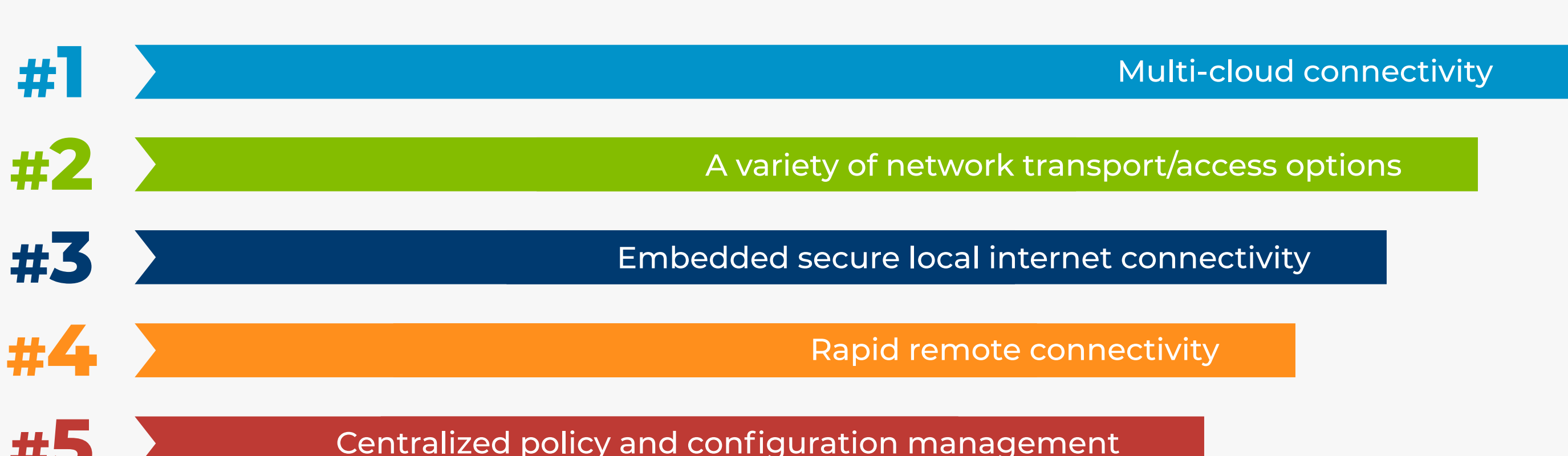


### IT leaders lean on service providers for:

- Security and firewall policy management
- Application performance monitoring and management
- Network equipment installation and management



## Most important SD-WAN capabilities



### Top factors in making the purchase decision



### SASE piques the most interest

# 91%

are interested in SASE solutions

SASE is a Gartner term (Secure Access Service Edge) referring to "converged offerings combining WAN capabilities with network security functions"