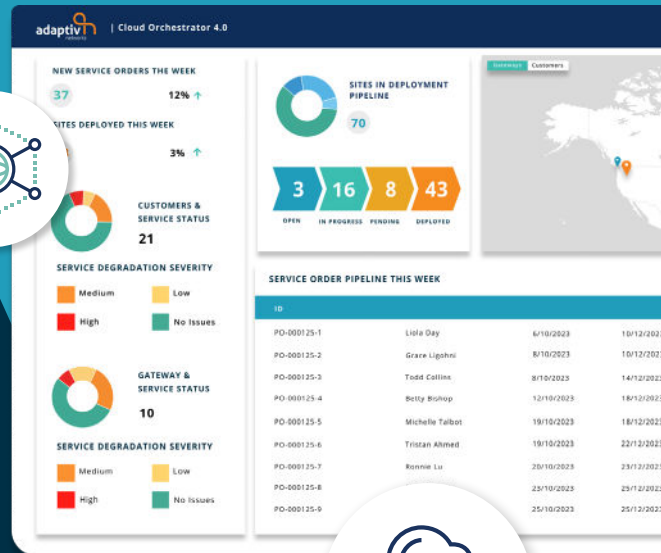# Adaptiv SD-WAN vs VeloCloud

Adaptiv Networks provides businesses with secure, high-performing, and highly reliable networking for their voice, data, and video communications needs.

Adaptiv Business Connect

Simple and efficient cloud-managed networks that deliver superior reliability and performance for business cloud applications. (Ex: Retail/restaurant chains, healthcare offices and clinics, single site/ small business networks.)

Adaptiv Enterprise Connect

Powerful cloud-controlled solution for the multi-site business who relies on both business-critical cloud applications and site-to-site connectivity with data centers and/or private clouds.

Adaptiv My Connect

A simple, secure connectivity solution that boosts productivity for home office and mobile workers by creating an encrypted tunnel to our SD-WAN cloud to improve application reliability and performance.

Adaptiv Networks offers efficient SD-WAN solutions for businesses of all sizes, enhancing IT performance with a focus on simplicity and cost-effectiveness.

VeloCloud (VMWare) SD-WAN

Offers flexibility, simplicity, performance, security, and cloud scale. It also boasts ease of deployment, central management and control and assured application performance. Components include Gateway, Edge, Orchestrator, and Client.

VeloCloud (VMWare) SASE

Cloud-native and cloud-delivered networking and security for the distributed edge.

Adaptiv Benefits

✓ Smarter business networks that provide agile cloud connectivity and free up valuable IT resources to help accelerate your digital transformation.

✓ Secure business networks that deliver superior cloud performance with the simplicity of a managed service.

✓ Solutions for virtually any network configuration and traffic demand.

Feature	VeloCloud	Adaptiv
Cloud Orchestrator	Yes	Yes
Internet Optimization	Yes	Yes
SASE Option	Add-on	Add-on
Architecture	Network-as-a-Service	Network-as-a-Service
Cloud Gateway Network	Yes	Yes
Private Gateway Option	Yes	Yes
Internet Optimization	Yes	Yes
Bi-directional QoS	Yes	Gateway prioritizes traffic bi-directionally, ideal for UCaaS
Application Priority	Yes	Yes
Link Aggregation / Path Steering	Yes	Yes
Internet Breakout	Limited	Yes
Seamless Failover	Optional using path duplication for selected apps	Yes, for all apps with no path duplication required
SD-WAN Topology	Cloud Network/Full Mesh	Cloud Network/Full Mesh
Multi-tenant Orchestrator	?-Layers	5-Layers
Self-management	Difficult	Optional using Adaptiv Connect cloud orchestrator at no extra cost
"Zero Touch" Provisioning	Yes	Yes
SD-WAN client for remote access	VMWare SD-WAN Client	My Connect is far more than a VPN agent
Overall # of features	Too many, includes features only large enterprises need	Adaptiv offers all the features that an SME needs at a lower price
Pricing	Upfront CPE cost, bandwidth tiers have less throughput	CPE included, bandwidth tiers have more throughput

Questions to Highlight VeloCloud/VMWare SD-WAN Gaps

Q: **Are you getting the throughput you are paying for?**

VMWare counts throughput as Inbound + Outbound, so a 50 Mbps solution only provides 25 up and 25 down. Adaptiv's 50 Mbps solution will deliver up to 50 Mbps up AND 50 Mbps down. To compare apples to apples, Adaptiv's 50 Mbps = VMWare's 100 Mbps.

Q: **Do you have a skilled IT team to take on managing a VeloCloud solution?**

VMWare solutions are geared to enterprise IT teams. They have some advanced capabilities but are complex to configure and manage. Adaptiv delivers the right features for the SME with more efficiency. Adaptiv provides simple configuration templates that deliver the power of SD-WAN "as-a-service" with little or no IT effort.

Q: **Is your SD-WAN bandwidth tier subscription limiting your bandwidth speed?**

VeloCloud seems to offer "split tunneling" (aka Internet Breakout) but only on a limited basis, which means you are likely oversubscribing the SD-WAN bandwidth tier or rate-limiting your bandwidth for non-business-critical traffic. Adaptiv offers a smart SD-WAN tunnel that fits your true bandwidth needs, allowing you greater flexibility to breakout less-critical data traffic and utilize your full ISP connection speeds.

Adaptiv Benefits

Adaptiv Networks offers cutting-edge SD-WAN technology that allows you to securely connect your organization's branches and remote workers with ease. With features like application-aware routing and bandwidth optimization, our solution ensures your network always performs at its best. Plus, our easy-to-use management portal gives you real-time visibility and control, so you can manage your network with confidence

NOTE: VeloCloud was acquired by VMWare in 2017 and re-branded as VMWare SD-WAN. VMWare was acquired by Broadcom in 2023.

Pricing

We deliver the power of managed SD-WAN at price points that fit any-size business. Network-as-a-Service site licenses start at $80/month for 30 Mbps and easily grow with you up to 1Gbps and beyond.

What's Included

1
CPE, cloud gateway access and cloud orchestration.

2
Professional installation and support managed by your certified service provider.

3
No up-front equipment charges (zero CAPEX) and consistent and predictable recurring service fee (fixed OPEX).

4
VeloCloud charges upfront for the cost of the CPE. **Adaptiv** includes the CPE in the license price.

Objection Handling

Objections

- VeloCloud offers options for private gateways, which can be important for service providers or large, distributed enterprises.

- VeloCloud offers a VMWare SD-WAN client.

- VeloCloud supports Static Public IP configurations.

Responses

- Adaptiv differentiates on self-management for customers who would be empowered to make configuration changes through the orchestrator. Simple configuration templates make it quick and easy to set up policy profiles for retail stores, healthcare offices, and many other types of businesses.

- Adaptiv offers even more flexibility with private gateways - the Partner/Customer can use a regional private gateway to service their primary geographic area and leverage Adaptiv's network to get nationwide coverage (and beyond).

- Adaptiv My Connect has features (e.g., FEC, path steering) that VMWare's SD-WAN client lacks – VeloCloud's solution it's more of a VPN agent.

- VeloCloud offers few devices for small businesses. For the SME market, Adaptiv is the superior option.

- Paying monthly fees for static IP addresses can be quite costly. Adaptiv offers innovative IP address management, providing the benefits of Static Public IP addresses without the cost. Adaptiv uses carrier grade NAT capabilities to provide seamless failover for the branch CPE, without consuming a static public IP address, plus the flexibility to use Static IP for customers who truly need them.

What's Next?

Get More Details:
To learn more about Adaptiv Networks' solution, visit our website at adaptiv-networks.com

Request a Demo:
Contact us to experience the quality and reliability of our solution,
adaptiv-networks.com/contact-us

Free Consultation

Get More Details:
If you're just looking for some expert advice on your business cloud connectivity requirements, just reach out to start a conversation with us!

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