



COMPETE AT YOUR PEAK





WHY

Businesses with a Silver Peak SD-WAN solution lower costs, increase business agility and accelerate the value of using the cloud and broadband links to connect users

WHAT

Silver Peak is the global leader in broadband and hybrid WAN solutions, and a profitable privately held company with double-digit, top-line, year-over-year revenue growth

WHEN

2004 – Founded to deliver the highest-capacity, highest-performing data center and branch office WAN Optimization solutions

2011 – Pioneered Virtual WAN Optimization software for any platform, any size network and any applications

2015 – Delivered an application-driven SD-WAN solution that provides secure, reliable virtual overlays that connect users to applications, flexibly while improving application availability and performance

WHO

CEO and Founder: David Hughes

Employees: 200+ worldwide and growing

WHERE

Headquarters: Santa Clara, California, USA
Offices in Asia, Europe, North America and South America

AT LAST, YOU CAN BUILD A WAN TO COMPETE AT YOUR PEAK

With Silver Peak, you can transform your wide area network (WAN) to achieve extraordinary agility, control and cost savings.

Only Silver Peak helps customers build a better WAN with all four of the network building blocks: performance, visibility and control, robust security and extensibility.

Unlike any other vendor, Silver Peak delivers a software-defined WAN (SD-WAN) solution that brings customers all these advantages:

1. The **total performance** to deliver consistent application performance, availability and quality of service (QoS) across a WAN of any scale, using any combination of transport—including MPLS, LTE and broadband
2. **Robust security** that maintains business policies and compliance by segmenting traffic and applications with encrypted virtual overlays across the WAN and the cloud
3. Network and applications **visibility and control** to intelligently align all the applications and data running across the WAN to business intent
4. Unparalleled **extensibility**—including interoperability with legacy routers, next-generation firewalls, optimal routing to SaaS applications, and service chaining with third-party network services or at the WAN edge
5. The **cost savings** of cutting connectivity and equipment expenses by up to 90 percent

Enterprises that deploy our Unity EdgeConnect SD-WAN solution can realize these business outcomes:

- Accelerate cloud initiatives and gain total performance—improve application and network performance—across the WAN, using any combination of underlying transport
- Confidently embrace broadband and wireless internet access: Deploy best-in-class SD-WAN solutions today, non-disruptively with virtual overlays
- Proactively secure business operations with edge-to-edge encryption and application segmentation that mitigates risk and maintains compliance
- Dramatically simplify IT operations and gain business agility
- Deploy advanced applications, connect users seamlessly, and create more productive and satisfied employees
- Transfer the cost savings to strategic initiatives, such as projects that support business growth

Service providers that deploy our flexible and scalable Unity EdgeConnect^{SP} SD-WAN solution can also:

- Quickly and cost-effectively bring new and differentiated, tiered managed SD-WAN services to market
- Deliver performance-based SLAs in- and out-of-region
- Expand market reach and create new revenue streams, and smoothly pace customers' migrations from managed MPLS and private cloud connectivity services

WE ARE THE Agent of Change

For enterprises and service providers ready to build a better WAN, we offer the SD-WAN solution your business needs to compete at its peak.

Take a look around. Compare Silver Peak with legacy networking vendors. Their WAN offerings consist of disparate products that are complex to deploy and manage, and require forklift upgrades. Their SD-WAN product is a router with dozens of arcane knobs.

Contrast Silver Peak to start-up and early-stage SD-WAN vendors. Their products only address basic connectivity issues or promise future capabilities. Some solutions even force all traffic through a single third-party hub, or lack integrated management.

Only Silver Peak delivers a complete SD-WAN solution that simply and intelligently combines any mix of connectivity types—including MPLS, LTE, broadband—into high-performance and secure virtual WANs that deliver an unsurpassed user experience, edge to edge.

FOR THE ENTERPRISE: PERFORMANCE, FLEXIBILITY AND COST SAVINGS

Maximize the performance and cost efficiency of your WAN today and in the future. The Silver Peak Unity EdgeConnect SD-WAN solution is an orchestrated virtual overlay that gives your IT team the flexibility to:

- Integrate legacy routing and other network infrastructure, including any industry hypervisor
- Select any combination of transport—broadband, MPLS and LTE
- Service chain network services
- Flexible subscription-based deployment options as hardware, software or cloud

Our SD-WAN solution will automatically adapt with bandwidth demands and implement changes in real-time. It gives you deep visibility into the network—centralizing control, simplifying IT operations, and dramatically lowering costs.

Business productivity rises because your users experience consistent application performance. Users in remote offices and branches can access cloud applications as efficiently as they do from their homes or mobile devices. And adding fully integrated Unity Boost WAN Optimization ensures high application performance over distance.

FOR THE SERVICE PROVIDER: AGILITY, SCALABILITY AND PERFORMANCE

Quickly evolve to support customers' migration to cloud applications: Create new and tiered, differentiated managed SD-WAN services.

You can deliver services to customers in just days, deploying virtual overlays of the Silver Peak Unity EdgeConnect^{SP} SD-WAN solution.

Cost-effectively expand services with flexible service chaining and RESTful APIs that extend to third-party orchestration and OSS/BSS.

Shorten time-to-service with Zero Touch Provisioning. Dramatically lower OPEX with centralized multi-tenant orchestration that supports thousands of customers.

You can ensure your customers the highest levels of application performance and QoS—over any combination of transport services.

Only Silver Peak brings you the performance, flexibility and cost savings to transform your WAN into a business advantage. Our SD-WAN solution is complete, and customer proven. And available now.



PERFORMANCE

- Any combination of transport
- QoS over any transport
- Predictable application performance
- High availability, seamless failover
- WAN optimization with the optional Unity Boost



ROBUST SECURITY

- Edge-to-edge encryption + WAN hardening
- Segmentation via virtual overlays to contain threats
- Stateful FW / NAT for granular internet breakout
- Centralized policies distributed by application



VISIBILITY AND CONTROL

- Granular data/application visibility
- Deep application intelligence
- First-packet iQ classification
- Network performance visibility (loss, latency, jitter)
- Underlay troubleshooting



EXTENSIBILITY

- Interoperability with legacy routing
- Service chaining with third parties
- Optimal routing to SaaS services

Our Products

Our vision is this: Innovate continuously to enable enterprises and service providers to build better SD-WANs that automatically learn and adapt to dynamically changing network conditions and application demands.

Every time we deliver a Silver Peak solution, our customers gain the power to compete at their peak. Our solutions portfolio currently comprises:

FOR ENTERPRISES:

Unity EdgeConnect^{SP} SD-WAN zero-touch appliances

Available as:

- > Physical appliances
- > Virtual appliances that support common hypervisors
- > Subscription licensing

All include the **Unity Orchestrator^{SP} management software**

Unity Boost Subscriptions for WAN Optimization, an optional performance pack, available on demand

The only complete SD-WAN product on the market, this solution simply and intelligently pools any combination of broadband, LTE and MPLS into virtual WAN overlays and delivers an unsurpassed application experience for users, edge to edge.

The EdgeConnect solution can be deployed in branch offices, regional hubs, data centers and in the cloud.

It enables the enterprise to confidently embrace internet connectivity and implement cloud initiatives—whether site-by-site, or via a hybrid WAN approach with MPLS and broadband.

The Orchestrator global management system (included) brings the IT team the unique ability to centrally and flexibly assign business-intent policies that secure and control WAN traffic. It also provides unprecedented levels of visibility into the network and applications.

The optional Boost subscription enables customers to add performance over distance, applying WAN optimization on the fly, when and where it is needed.

In addition to our SD-WAN solution for broadband WAN and hybrid WAN needs, Silver Peak provides enterprises with a range of solutions for WAN optimization and data center replication.

FOR SERVICE PROVIDERS:

Unity EdgeConnect^{SP} SD-WAN zero-touch appliances

Available as:

- > Physical appliances
- > Virtual appliances that support common hypervisors
- > Subscription licensing

All items above are managed with the multi-tenant Unity Orchestrator^{SP} software

Unity Boost WAN Optimization software, an optional performance pack, available on demand

This is the only complete, flexible solution that enables service providers to bring new, tiered and differentiated managed SD-WAN services to market quickly and cost effectively—and deliver SLAs in- and out-of region, expand

market reach, and drive new revenue streams. The scalable solution comprises Unity EdgeConnect^{SP} zero-touch appliances and the Orchestrator^{SP} software. It deploys in customers' remote offices, branches, headquarters and data centers in just days or hours. And the service provider can make service changes automatically, without truck rolls.

Service providers that augment their portfolios with the Silver Peak solution can expand service offerings to new customer sites, and gain the total performance to ensure SLAs over multiple, diverse transport—even without full control of the customer's network.

With the optional Boost software, the service provider can offer fully integrated value-added or tiered services that apply WAN optimization to add performance over distance, when and where needed.



2017 TMC PRODUCT OF THE YEAR: UNITY EDGE CONNECT



2016 LIST OF TOP 100 EXECUTIVES: SILVER PEAK FOUNDER & CEO DAVID HUGHES

Our People and Partnerships

Our employees, channel partners and technology alliances are extraordinary. Together we create sustainable growth and happy customers.

CRN has distinguished our CEO, David Hughes, in its List of Top 100 Executives. Our executive management team comprises seasoned professionals, and most of them have been leading the company for at least a decade.

Our employees are committed to our vision and passionate about the work they do; for example, our engineers hold at least 50 patents pending or awarded for their Silver Peak WAN innovations. We are currently increasing our R&D investments in further SD-WAN innovations.

Our award-winning and growing channel sales program enables us to extend our reach to customers around the world. Silver Peak has

established value-added resellers and service-provider partners in more than 80 countries.

We provide our resellers with best-in-class WAN solutions and the channel programs that they need to best serve customers. *CRN* has named our channel sales and marketing leaders to its prestigious list of *CRN Channel Chiefs* for consecutive years. Silver Peak is the WAN company best positioned to help its resellers succeed and drive future growth.

Silver Peak also has the advantage of strategic technology alliances with leading networking, security and storage/SAN companies, which enable us to further develop and deliver solutions that extend the value of the WAN for our shared customers.

Our Customers

Silver Peak has thousands of customers, across a broad range of industries. Our customers range from the world's largest enterprises to mid-market enterprises and cloud service providers.

Our customers are based in more than 80 countries. All of them receive 24/7/365 follow-the-sun global support and logistics that is in-sourced—a rare benefit in the WAN industry.

The Silver Peak customer base is expanding rapidly. Forward-looking enterprises and service providers are evaluating and quickly implementing our SD-WAN solutions to achieve these critical business goals:

- Gain the cost savings of consumer broadband and wireless connectivity
- Accelerate cloud initiatives—and ensure security, service levels, and total performance for users
- Evolve past the cost and complexity of legacy WANs to increase business productivity and agility

For our customers, we are the agent of change in building a better WAN.

Only Silver Peak delivers a complete, flexible and total performance SD-WAN solution that automatically aligns WAN behavior to high-level business intent.

For enterprises, our solution simply and intelligently combines any mix of transport into secure virtual overlays that deliver an unsurpassed user experience, and dramatically lower costs.

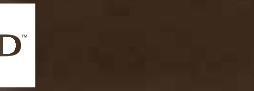
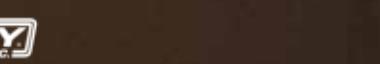
GARTNER RECOGNIZES SILVER PEAK AS A LEADER IN ITS 2016 MAGIC QUADRANT FOR WAN OPTIMIZATION AND POSITIONS SILVER PEAK FURTHEST IN 'COMPLETENESS OF VISION'

Service providers deploying our solution can bring new and tiered, differentiated managed SD-WAN services to market quickly and cost effectively—and expand market reach, deliver SLAs in- and out-of region, pace customers' migrations, and drive new revenue streams.

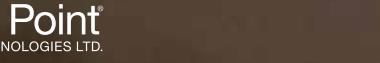
With Silver Peak, you will have the SD-WAN your business needs to compete at its peak.

SHARED SUCCESS

CUSTOMERS INCLUDE



TECHNOLOGY ALLIANCE SECURITY PARTNERS INCLUDE



TECHNOLOGY ALLIANCE STORAGE/SAN PARTNERS INCLUDE



TECHNOLOGY ALLIANCE NETWORK/SD-WAN PARTNERS INCLUDE





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