



Amazing technology. Made simple. Delivered efficiently.

*We are the only SD-WAN Provider to manufacture and sell a white-label product for our resellers. Your hardware, your network, your IP space, your brand.*

Joel Carpenter - QLD SD-WAN Specialist



## Agenda:

1. Primary use cases
2. Specific features
3. Some deployment scenarios
4. A quick case study
5. Reselling
6. Questions



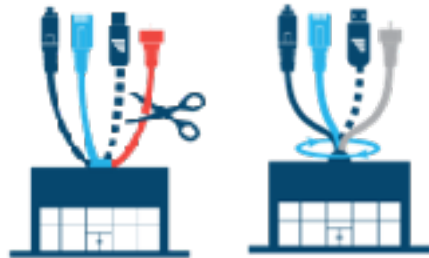
# Product overview.....

## What we do.....

- **History** - Bonding 3G services for train wi-fi
- **Bonded Internet** - bonded internet links - aggregate speed and failover
- **Failover** - Instant (~300ms) failover between WAN links.
- **WAN Optimisation** - throughput acceleration, speed, latency and jitter controls.
- **Private SD-WAN (PWAN)** - Private network with cloud software controls
- **Public IP Address doesn't change**

# Some popular features at a glance

## *Carrier / Technology Redundancy and aggregation*



*Create a super-fast connection made up of different links even from alternate ISPs and technology for redundancy. Combine ISPs or Last mile technology to protect your customer from an ISP-wide outage. No dropped sessions. Same IP Failover: no address changes!*

## *Private Wide Area Network*



*Transform multi-site customers' networks into highly cost-effective, scalable, and secure private WANs. Privatised each network, build site-to-multisite routing groups and centralise customers' firewalls.*

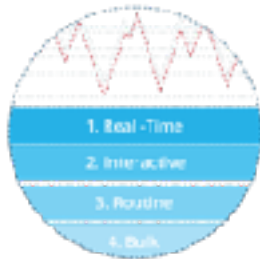
## *Cloud Based Management Portal*

Services	Traffic
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps
***	441 Mbps 10 Mbps

*Manage bonds, setup alerts and enable / disable features within our customer portal.*

# Some popular features at a glance

## *End-to-End Quality of Service*



*Deliver crystal-clear voice and crisp video over Internet connections. Add customisable, bi-directional QoS profiles to prioritise by class, size, or port number with the click of a button.*

## *Site-to-Site Encryption*



*Whether it's Site-to-Site or Site-to-Multisite, protect your customers' data and secure all communications using DTLS in three cipher strengths – AES128, AES256, and Salsa20 – or add additional ciphers per your customer's needs.*

## *Throughput Acceleration*



*Apply acceleration to compressible data travelling over the connection for additional on-demand performance enhancements.*

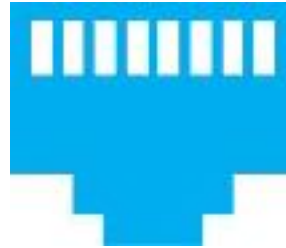
# Some popular features at a glance

*Left Turn*



*Identify traffic that doesn't need to be sent through the bond and take a left turn - sending the traffic straight out the carrier leg without being affected by Fusion Broadband Broadband infrastructure*

*Maintain LAN Configuration*



*We can maintain all Subnets, VLANs and routes required by your LAN. Keep our existing firewall and router and we will hand off the traffic as we received it.*

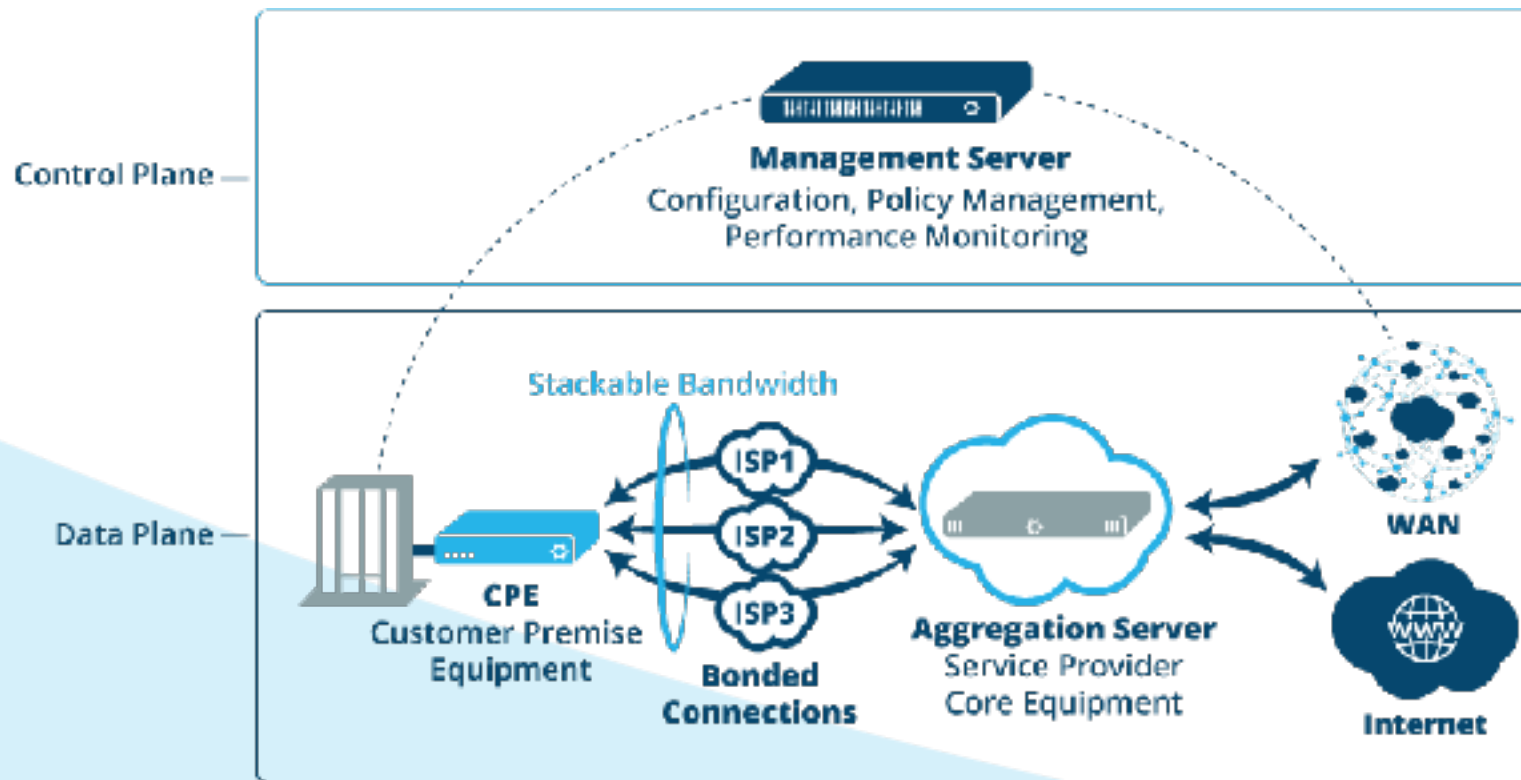
*Rapid Deployment*



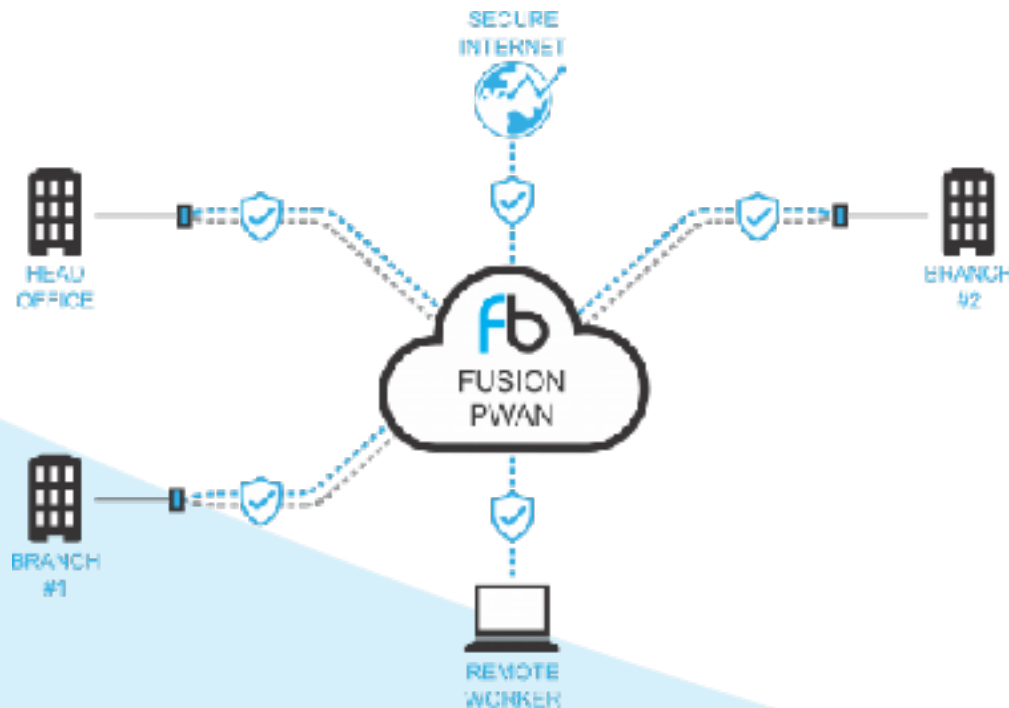
*Rapid Deployment - normally within 24 hours of order.*

# System Architecture

Create WANs made up of multiple connections, from multiple service providers, in multiple geographies and apply global rules, alerts, and features easily.



# Fusion SD-WAN Internet Gateway Options

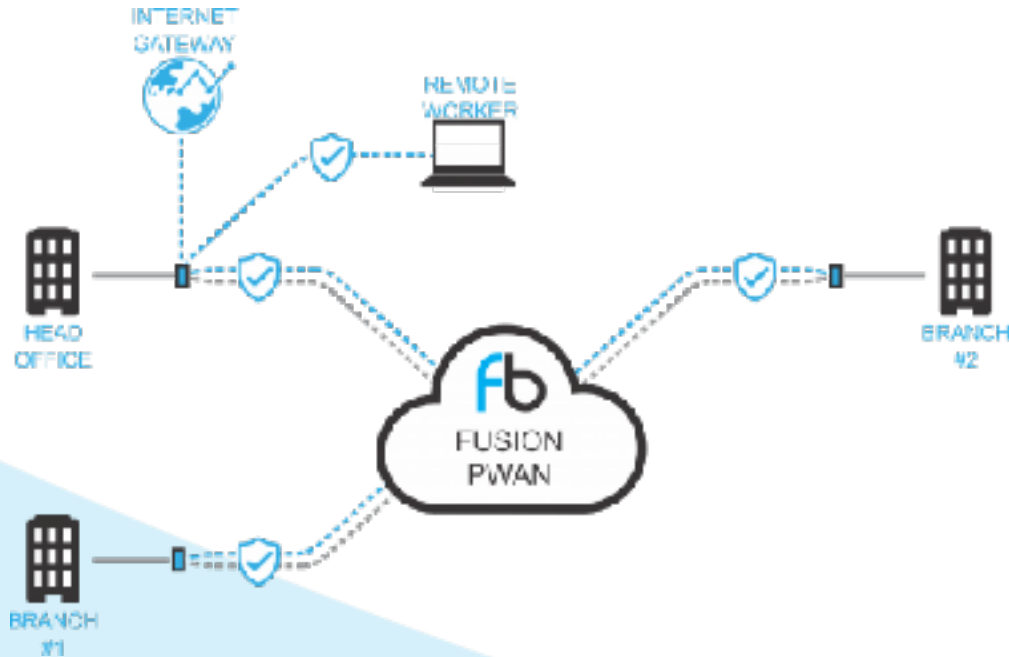


## ***Centralised Internet Access Gateway***

A centralised Internet access gateway is the traditional PWAN access method. Here all your sites access the Internet via one gateway. This will have one Public IP address. All Port Forward rules can be managed (across all sites) from one easy to use portal.



# Fusion SD-WAN Internet Gateway Options



## ***Single Site Internet Access Gateway***

In some environments you may have a head office that you would like to be your main Internet gateway. This maybe because you have a company-wide Firewall that you wish to use, or you may have an existing MPLS network to some other sites that you would like to integrate your Fusion PWAN into.

## How it works

### Traffic Leaving your customer's site

- Bonder disassembles traffic
- Applies rules (QoS / Routing / crypto etc)
- Distributes traffic across links accordingly
- Uses WAN optimisation
- Aggregation Server re-assembles in order
- Continues on journey

### Traffic going to your customer's site

- Aggregation Server broadcasts customer IP address and receives all it's traffic
- Applies rules (application / class specific prioritisation, crypto / routing etc)
- Sprays packets across multiple legs if available
- Bonder receives and re-assembles
- Continues on journey

## Technical Details

- Packet-level distribution algorithm to effectively control WAN paths.
- Encapsulates multiple WAN connections into a proprietary, over-the-top protocol that routes traffic over the Internet.
- Traffic shaping, prioritisation and balancing are made through a Cloud-based management server that monitors the health of your WAN connections – the control plane.
- This device then sends traffic-handling information to each of the devices in the network, so that each node knows what it needs to do to ensure the customer experience is optimised.

# Case Study



PC as a Service Cloud Host.

Service was suffering from bandwidth limitations, diverse WAN links across multiple technologies - reducing resilience and including high maintenance costs

## **Required Goals and Outcomes:**

- Uptime / Resilience / Redundancy
- Private Subnetting - for localised printing and management
- Bandwidth improvements
- Cost

# Case Study



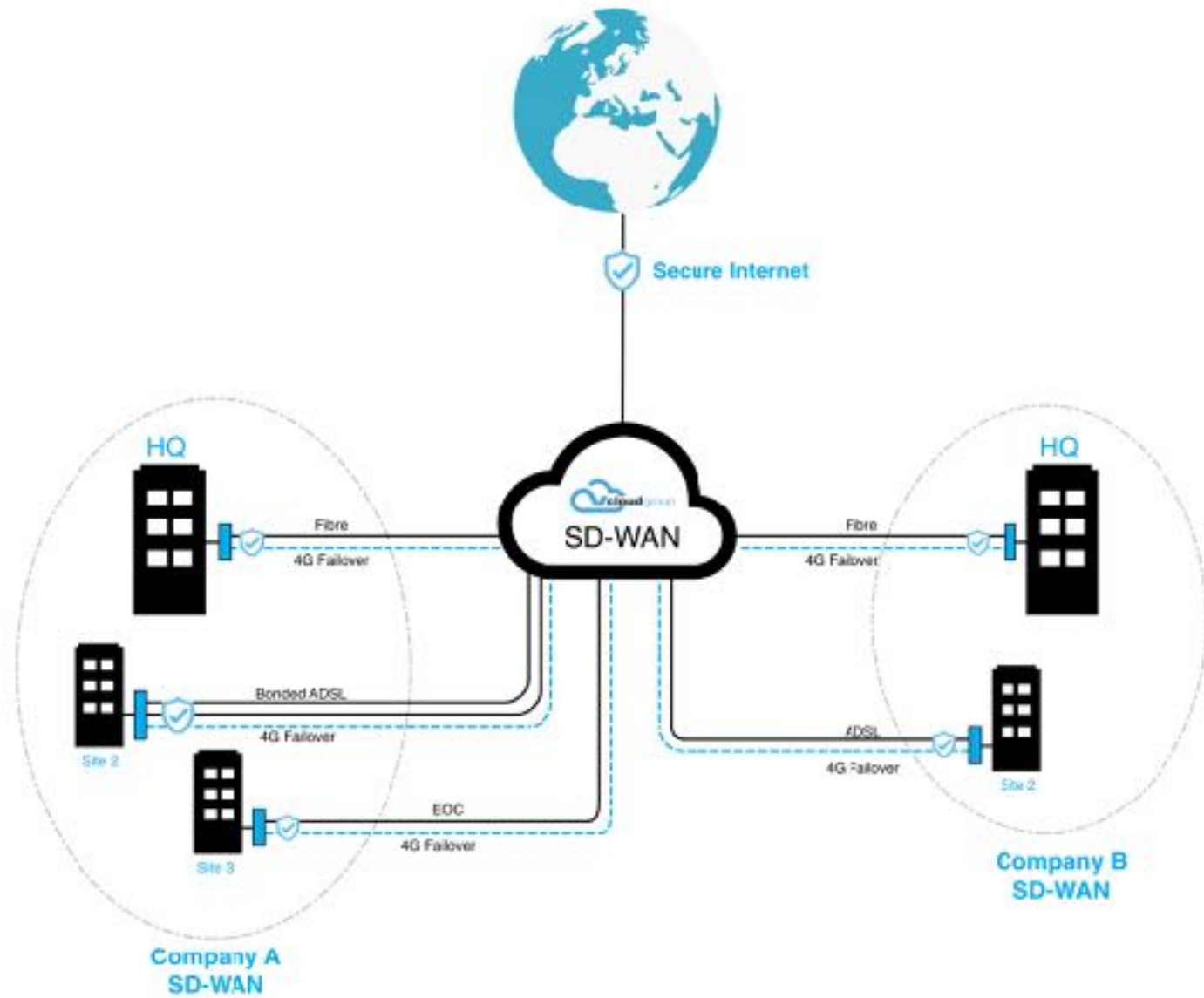
## Fusion Broadband Solution

- Bonded links on sites with constrained bandwidth
- Failover legs primarily with mobile broadband
- Rapid Deployment - new sites can be brought online extremely quickly.
- SD-WAN private network giving privacy between DC and all sites
  - plus intra-site privacy for each client



*"Fusion's SD-WAN has given me the agility to deploy a site in 24-48 hours and ensure that it immediately belongs to the relevant PWANs – both my management WAN and the customer's own WAN – regardless of what internet link they have on site."*

- Trevor Mifsud - CEO, vCloud Group



# Reseller Options

## Level 1 Partner

- Refer to us, we'll do the work
- Fusion branded hardware
- Fusion branded support
- Fixed prices according to our price guide / pricing calculator:
- Fusion bills customer
- We pay you 12.5% of all customer spends.
- 24 month contract (can be 12 for a greater monthly amount)

## Level 2 Partner

- Unbranded or even your own branded hardware for a small fee.
- Partner bills customer
- Partner takes level 1 and 2 support
- Buy price is 12.5%-18% off RRP
- You provision CPE.
- You choose pricing to your customer
- 12 month contract default.
- Can be month to month with a higher per month fee

## Level 5 Partner

- As Level 2 but you provide your own aggregation servers
- Your IP space
- Custom pricing can be discussed - generally a 'per site' basis.

# The Hardware we supply



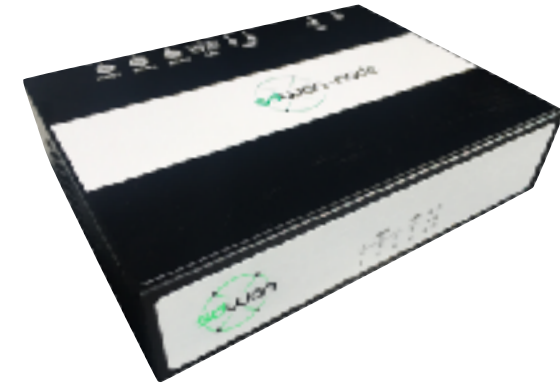
## RackMount Premium Bonder

- Up to 5 Ethernet WANs
- 1 x USB Mobile Broadband



## NanoBonder

- NBN Failover
- Hybrid



## Edge 200 Node

- SD-WAN Node CPE
- Up to 3 Ethernet WANs
- 1 x USB Mobile Broadband

## Our Network and Infrastructure:

### Data Centres:

- NextDC
  - Equinix
  - IBM Softlayer
  - Global Switch
- 
- Perth, Sydney, Phillipines, Hong Kong, Singapore, Paris - anywhere IBM Softlayer is we can spin up an aggregator in 15 minutes (or AWS / Azure)
  - Transit links across multiple carriers - we can lose a DC and a transit link and customer failover to redundant aggregator
  - All bonds have a primary and secondary aggregator





**Thank you for having us.....**

**Questions?**

[Joel.Carpenter@FusionBroadband.com.au](mailto:Joel.Carpenter@FusionBroadband.com.au)

0405 762 382