

# PALO ALTO NETWORKS AND ECESSA

## Technology Segment: Software-Defined WAN

### Highlights

- Improve network performance by integrating and using additional bandwidth
- Achieve NeverDown™ resiliency with intelligent SD-WAN failover and load balancing
- Protect critical business information with the industry-leading Next-Generation Security Platform
- Leverage best-in-class solutions without sacrificing performance
- Integrate seamlessly into your existing network

There are macro trends affecting all businesses today, such as critical applications moving off premise to the cloud, making employees more reliant on internet connections and secure access. Businesses are also using more and more bandwidth with new and existing applications, and the need for more, low-cost bandwidth is growing. All this is happening as security threats are increasing, becoming more frequent and complex, and as IT budgets continue to come under pressure.

Ecessa™ and Palo Alto Networks® customers can now capitalize on unprecedented protection against today's sophisticated attacks while adding resiliency and integrating new bandwidth for superior network performance. By using Ecessa and Palo Alto Networks together, IT leaders get the best of both worlds and can “future-proof” their networks.

### Ecessa WANworX SD-WAN

Ecessa WANworX™ SD-WAN solution increases network performance and reliability by leveraging any connection, whether that be premium-priced MPLS, lower-cost broadband, or cellular 4G or LTE. Many of today's WAN deployments are based on older technology that was acceptable when businesses did not run at breakneck speed or when operations didn't grind to a halt when connectivity was disrupted. With today's cloud-based applications, data centers and distributed networks – where so much is virtualized and delivered as a service – limited bandwidth and network outages don't just slow productivity, they stop it.

For these reasons, Ecessa created the WANworX product line, which is a cost-effective, scalable and flexible software-defined wide area network (SD-WAN) solution. The unique combination of Ecessa's robust hardware, innovative software, network design and support services allows organizations with multiple locations to combine private MPLS/T1 leased lines and/or public broadband links to create secure, cost-effective, high-capacity, high-quality, reliable, resilient networks.

### Palo Alto Networks and Ecessa WANworX SD-WAN

The Palo Alto Networks and Ecessa partnership aligns a Gartner® Magic Quadrant Leader for Enterprise Network Firewalls with SD-WAN connectivity and resiliency. The pairing provides increased visibility, synchronized protection, application performance and NeverDown™ connectivity to effectively combat today's advanced threats and meet growing IT bandwidth needs. Customers can rapidly integrate Palo Alto Networks with Ecessa WANworX in a matter of minutes with direct appliance connectivity or secure VPN connection to a cloud instance.

## USE CASE #1

### Traditional On-Premise Deployment – Palo Alto Networks and Ecessa Physical Appliances In-Line

#### Challenge:

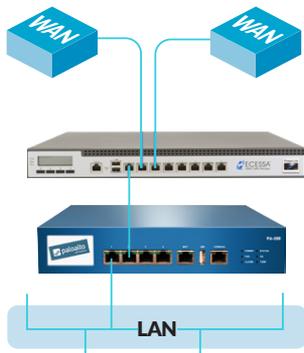
The customer has a complex network that requires local appliances for specific business applications, disaster recovery or security compliance requirements; they want state-of-the-art security management and resiliency. The customer may already have a firewall or WAN management device at each location and want to keep or upgrade that solution.

#### Solution:

Deploy the Palo Alto Networks security solution and Ecessa WANworX device in-line with core switch and ISP routers. Have the Palo Alto Networks appliance configured for all local firewall and security rules and have the Ecessa appliance direct, prioritize and load balance traffic across all available connections.

#### Benefits:

This solution provides the best level of local security and control, optimizing the capabilities of each device. The customer has complete control over policy management and does not rely on or require a connection to the internet for routing traffic within the network.



## USE CASE #2

### Hybrid Edge Deployment – Ecessa On-Premise With Virtual Palo Alto Networks in the Cloud

#### Challenge:

The customer has a large network with multiple remote locations that all need security and resiliency features; the cost of deploying, upgrading or replacing older appliances is too high.

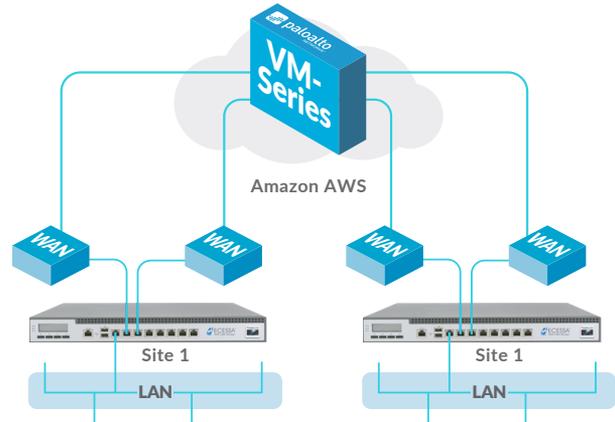
#### Solution:

Deploy the Ecessa WANworX device in-line with core switches and ISP routers. The Ecessa device will create a secure VPN connection to Palo Alto Networks virtual instances hosted in the cloud.

#### Additional Benefit:

This solution offers the most flexible and cost-effective deployment for large, remote locations (e.g., retail storefronts, branch offices).

It allows for resilient network connectivity while enabling state-of-the-art security capabilities from anywhere. This solution can scale quickly to support growth or the reallocation of resources. It also reduces the number of devices required at the edge while still achieving the improved performance customers need.



## About Ecessa

In the early 2000s, Ecessa introduced our first appliance-based WAN link failover and load balancing technology that provided networks greater reliability, bandwidth, security and redundancy. Ecessa did this initially with PowerLink™ and soon after added the ClariLink™ line which added VOIP failover to the product portfolio. In 2012 Ecessa launched the WANworX products which provide Software-Defined Wide Area Networking (SD-WAN) functionality with the most cost effective, scalable and flexible next generation technology on the market. At its core, WANworX boosts the performance and reliability of private, public and hybrid cloud networks.

Today, Ecessa is an industry leader with a record of innovation and best in class customer service. The appliance-based WAN link failover, load balancing and SD-WAN products enhance network reliability, increase bandwidth, provide redundancy and greatly improve application performance for businesses around the world. Ecessa is a technology leader, and with over 10,000 units in the field, having helped IT managers at single sites, small and medium enterprises and Fortune 1000 organizations make sure their networks are Never Down.

## About Palo Alto Networks

Palo Alto Networks is the next-generation security company, leading a new era in cybersecurity by safely enabling applications and preventing cyber breaches for tens of thousands of organizations worldwide. Built with an innovative approach and highly differentiated cyberthreat prevention capabilities, our game-changing security platform delivers security far superior to legacy or point products, safely enables daily business operations, and protects an organization's most valuable assets.

Find out more at [www.paloaltonetworks.com](http://www.paloaltonetworks.com).



4401 Great America Parkway  
Santa Clara, CA 95054

Main: +1.408.753.4000  
Sales: +1.866.320.4788  
Support: +1.866.898.9087

[www.paloaltonetworks.com](http://www.paloaltonetworks.com)

© 2017 Palo Alto Networks, Inc. Palo Alto Networks is a registered trademark of Palo Alto Networks. A list of our trademarks can be found at <http://www.paloaltonetworks.com/company/trademarks.html>. All other marks mentioned herein may be trademarks of their respective companies. ecessa-tpb-021317