



Reduce Your Private WAN Bill 40-90% With Adaptive Private Networking



Steve Taylor,
Founder/Editor/Publisher of Webtorials



Andy Gottlieb,
CEO, Talari Networks



Keith Morris,
VP Marketing, Talari Networks

30x to 100x Bandwidth per \$

30x to 100x Bandwidth per \$

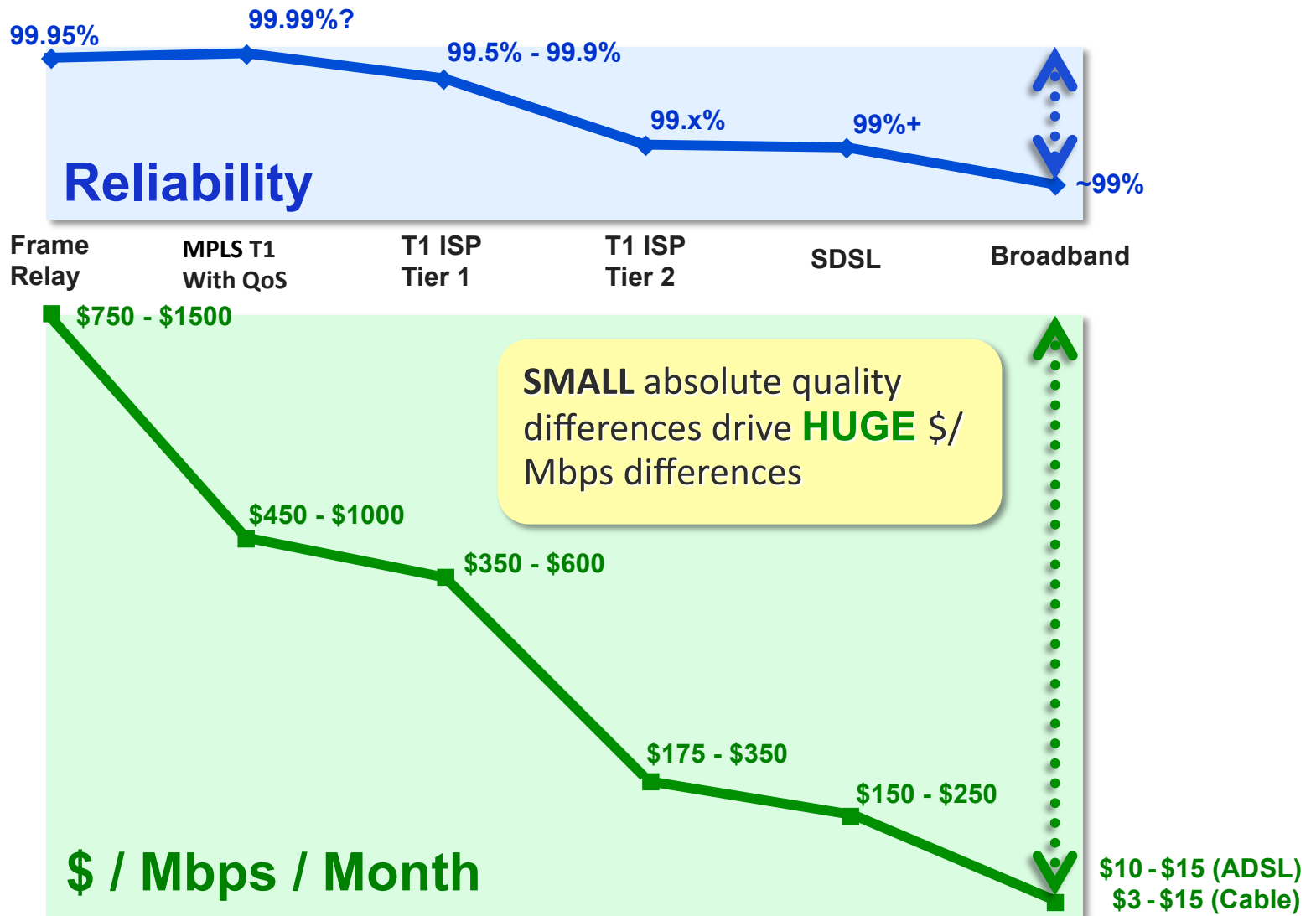
40% to 90% WAN Cost Savings

30x to 100x Bandwidth per \$

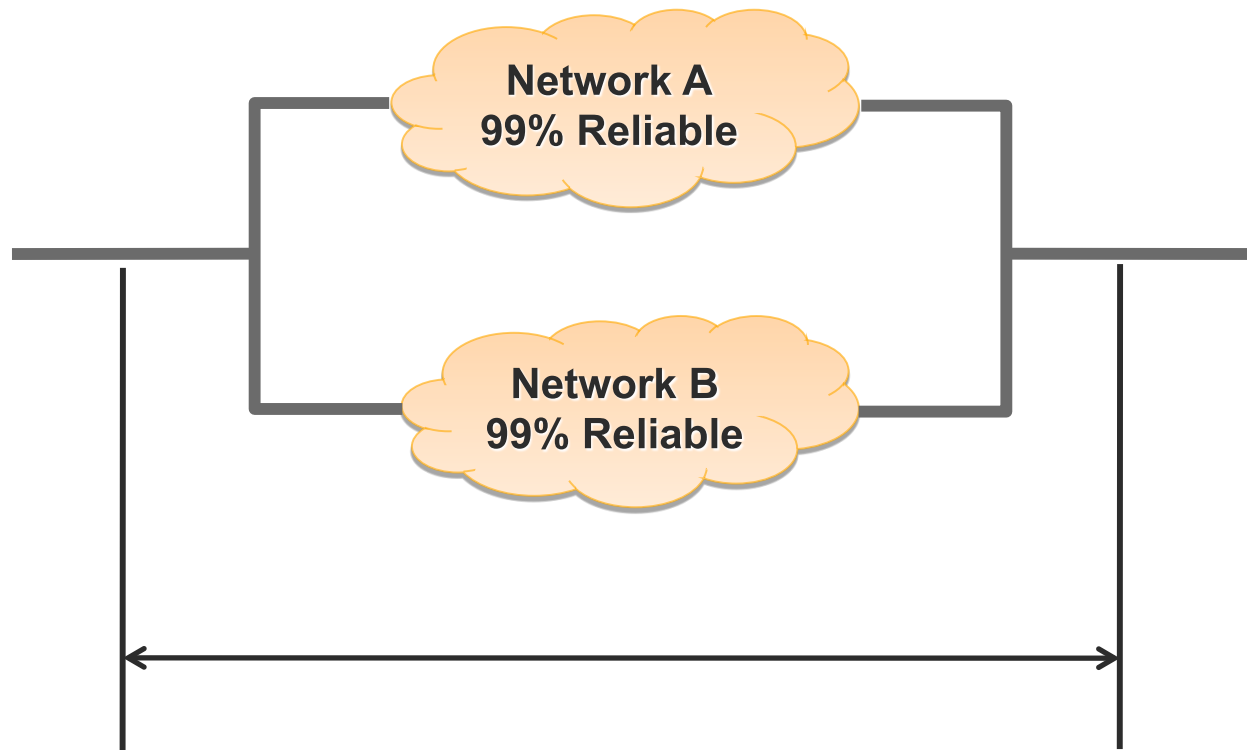
40% to 90% WAN Cost Savings

More Reliable than
Single-Vendor FR/MPLS

Enterprise WANs – Little Change in 15 Years

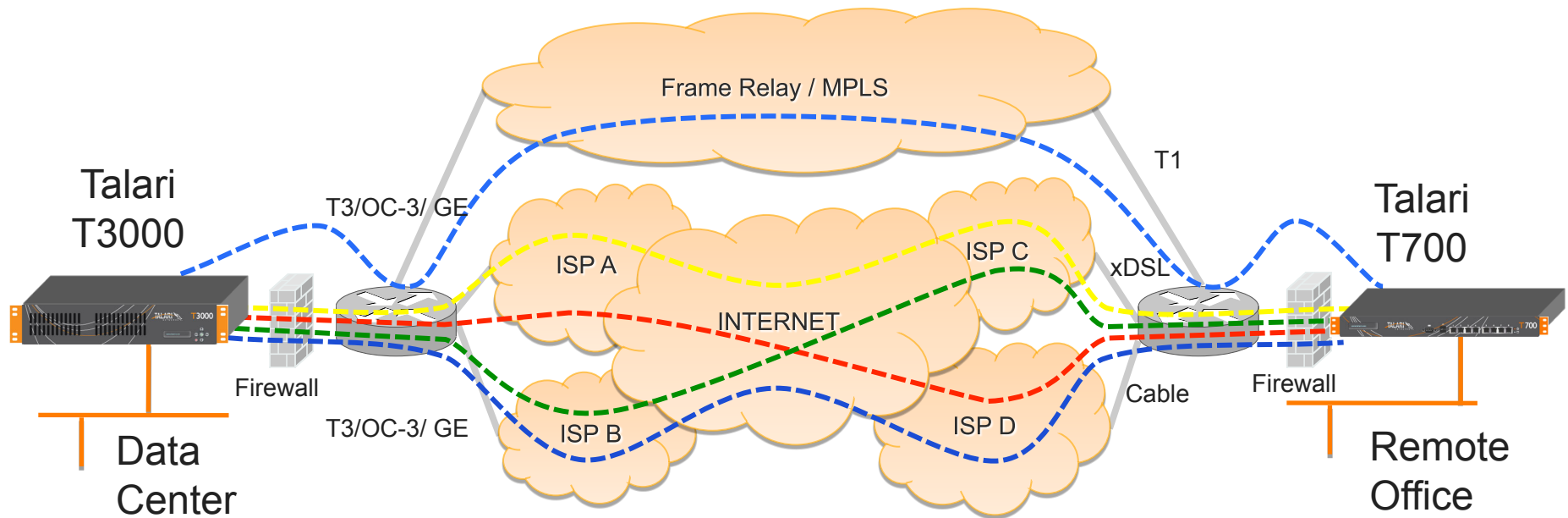


Reliability of Two Networks in Parallel

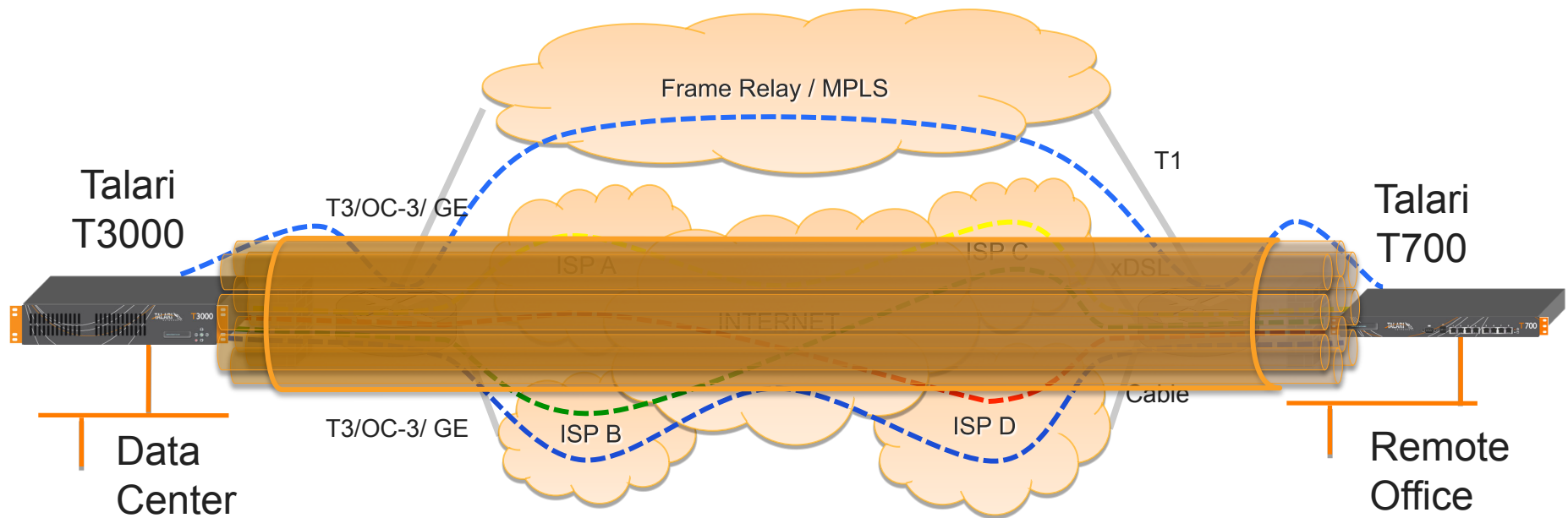


$$\begin{aligned} \text{Overall Reliability} &= 1 - ((1-0.99) \times (1-0.99)) \\ &= 99.99\% \end{aligned}$$

Adaptive Private Networking

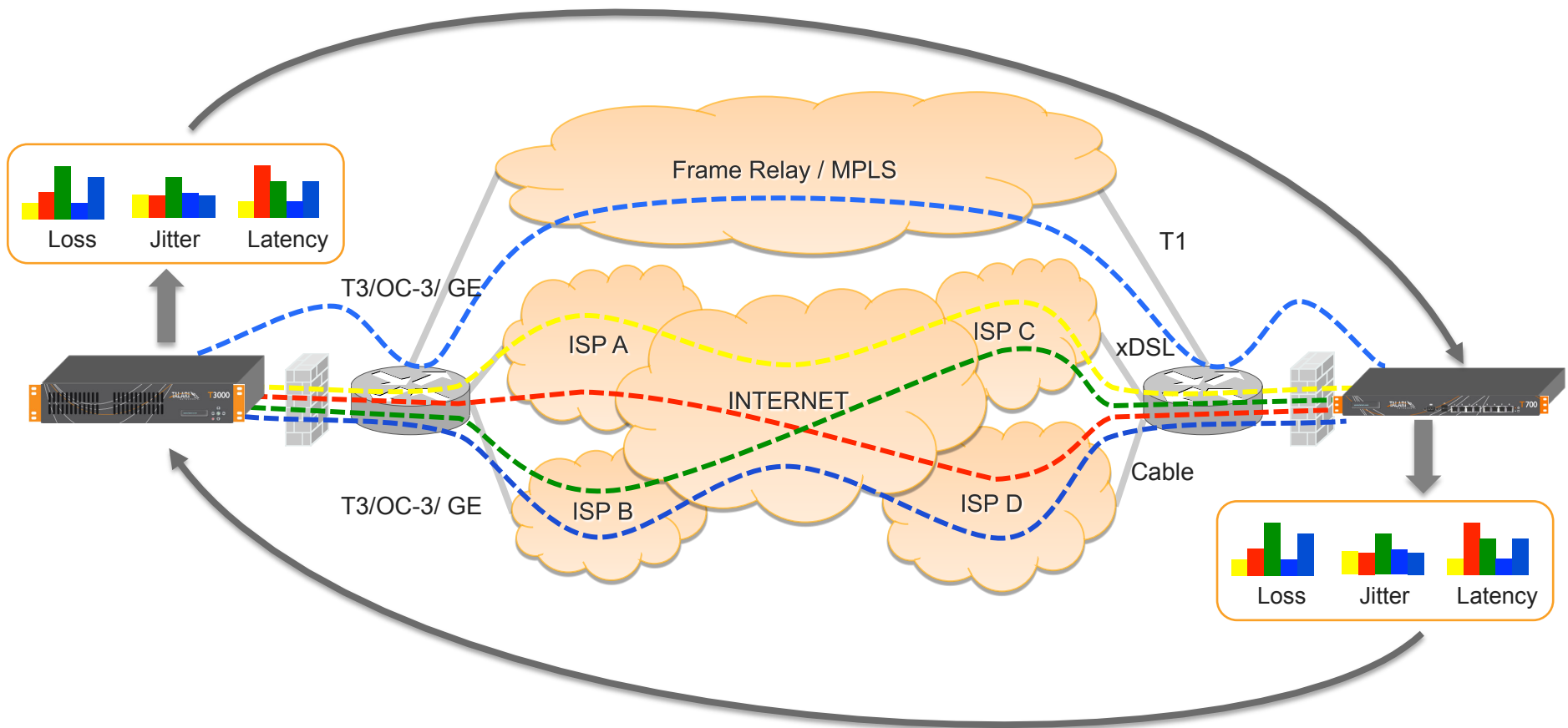


APN Conduit

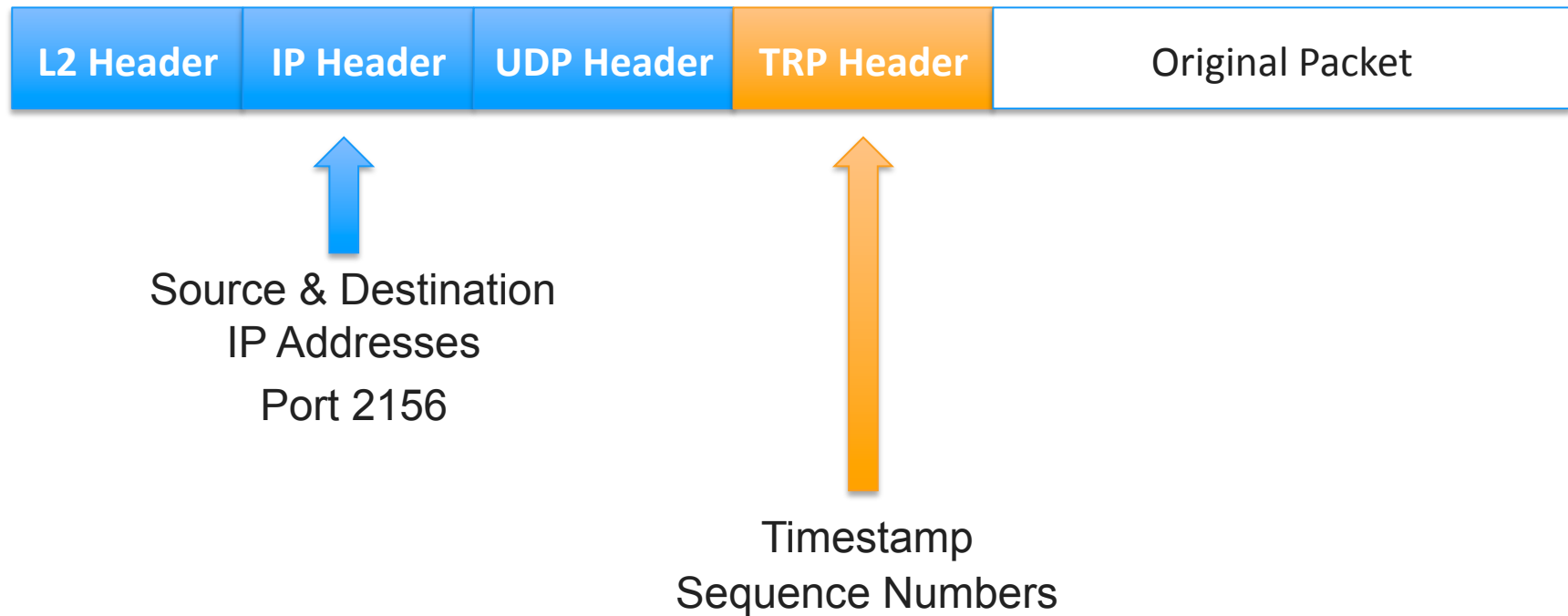


Aggregate Bandwidth from Multiple Networks
Per Flow Classification : 10 Classes of Service
Secure : 128 Bit AES

Multipath Network Spectrometry



Talari Reliable Protocol Encapsulation



Technical Benefits

Real-Time Traffic Engineering

- Pick the best path at that moment
- Efficiently use all paths even for a single flow

Technical Benefits

Real-Time Traffic Engineering

- Pick the best path at that moment
- Efficiently use all paths even for a single flow

Resilient Multipath Connectivity

- Avoid congested or bad paths
- Re-transmit dropped TCP/IP Packets

Technical Benefits

Real-Time Traffic Engineering

- Pick the best path at that moment
- Efficiently use all paths even for a single flow

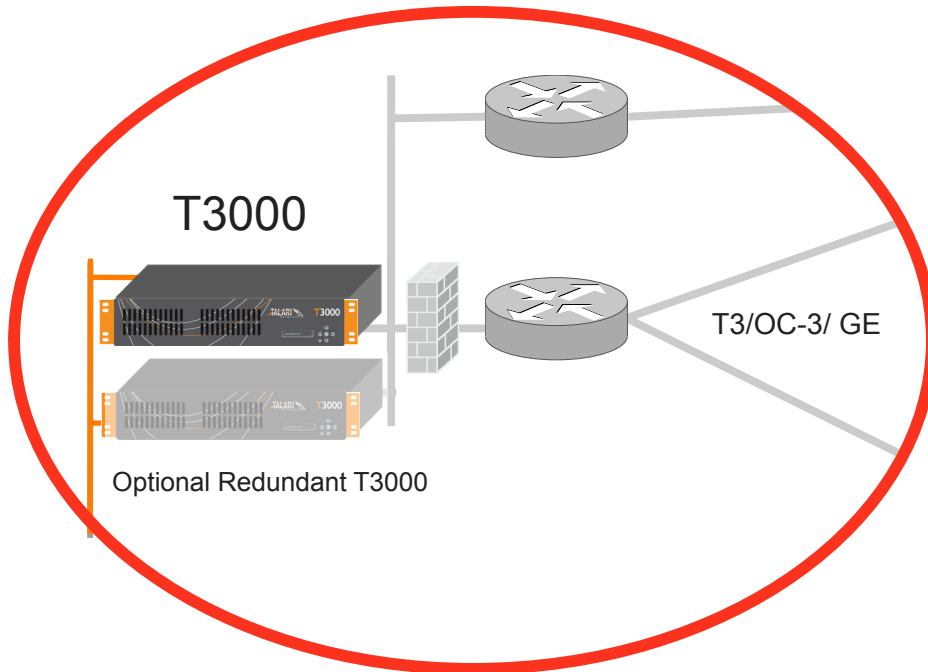
Resilient Multipath Connectivity

- Avoid congested or bad paths
- Re-transmit dropped TCP/IP Packets

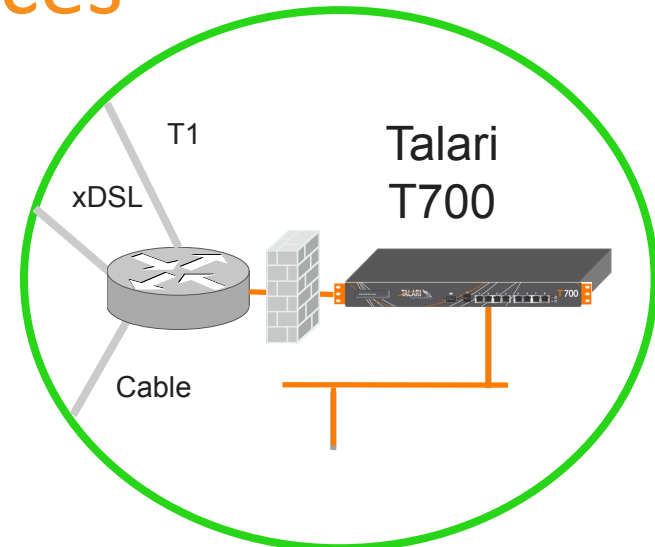
Virtual QoS

- Prioritize AND choose the fastest path
- Replicate real time traffic as appropriate

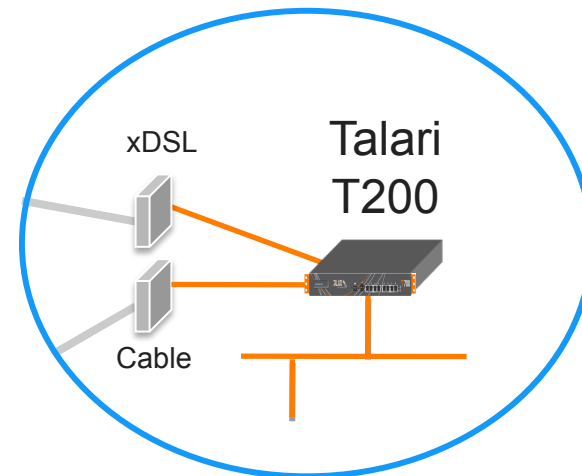
Talari Appliances



Data Center / Colocation
High Bandwidth Connectivity
High Availability



Branch Office



Small Office

Financial Benefits over 3 Years

	Monthly WAN Bill	Talari Equipment Cost	3 Year WAN Cost	% Saving vs Status Quo	Payback Period	IRR
Status Quo	\$216,233	NA	\$7,784,394	NA	NA	NA
Conservative APN	\$88,644	\$892,800	\$4,298,256	45%	7 Months	57%
Aggressive APN	\$45,744	\$892,800	\$2,753,856	65%	5.2 Months	78%

Large High Tech Company

	Monthly WAN Bill	Talari Equipment Cost	3 Year WAN Cost	% Saving vs Status Quo	Payback Period	IRR
Status Quo	\$113,543	NA	\$4,087,548	NA	NA	NA
Conservative APN	\$48,632	\$285,640	\$1,750,752	57%	4.5 Months	91%
Aggressive APN	\$16,214	\$285,640	\$583,704	86%	3 Months	123%

Medium High Tech Company

Source: The Compelling ROI of Adaptive Private Networking, Jim Metzler





Q & A



Steve Taylor,
President of Distributed Networking Associates



Andy Gottlieb,
CEO, Talari Networks



Keith Morris,
VP Marketing, Talari Networks



Thank You

www.talari.com

1 408 689 0400