

DATASHEET

SD-WAN SaaS model for MSPs

SD-WAN has become a mainstream technology for enhancing connectivity services and enabling enterprise digital transformation. Managed Service Providers (MSPs) are increasingly adopting SD-WAN to expand their portfolio with agile, secure, and value-added managed services.

Deliver SD-WAN in an over-the-top and cloud-based is fast becoming the preferred go-to-market model. Ekinops is now extending its proven Service Provider expertise with a purpose-built SaaS (Software as a Service) offer designed specifically for MSPs. Ekinops SD-WAN now enables MSPs to capitalize on the benefits SD-WAN can offer to their customers, through a multi-tenant, cloud-hosted platform.

Ekinops SD-WAN SaaS for MSPs is a natural extension of the Ekinops portfolio, helping customer accelerate time to market, simplify operations, and build the foundation for a broader SASE services strategy.

A successful SD-WAN as-a-service offer depends on three essential building blocks:

1. A true multi-tier management platform: Ekinops **Director** enables MSPs to deliver fully managed, co-managed, or self-managed SD-WAN services from a single platform. Through **Director** user-friendly interface, MSP have the flexibility to to customer's requirements.
2. An optimized edge portfolio: Ekinops provides market-proven customer premises equipment (CPEs) designed to address diverse enterprise requirements, from small branches to datacenters, while providing the performance, reliability and resilience needed for managed services.
3. A comprehensive, no hidden costs, subscription package. Ekinops SD-WAN SaaS includes platform hosting, solution maintenance (software issue and security fixes), hardware support, infrastructure operations, defined service-level commitments, thus removing operational burden from MSPs.

Director is a multi-tier, multi-tenant management platform designed to let MSPs administer multiple enterprise customers from a single, easy to operate, interface while maintaining clear tenant separation.

It provides template-based service deployment and granular role-based access control, that enable MSPs to define precisely what each customer can view, manage, and operate within their own environment. This helps accelerate onboarding, standardize operations, and support differentiated service models.

BENEFITS

- Faster time to market
- Simplified operations
- Flexible service delivery model
- Foundation for broader SASE services



H E X A T R U S T
CLOUD CONFIDENCE & CYBERSECURITY



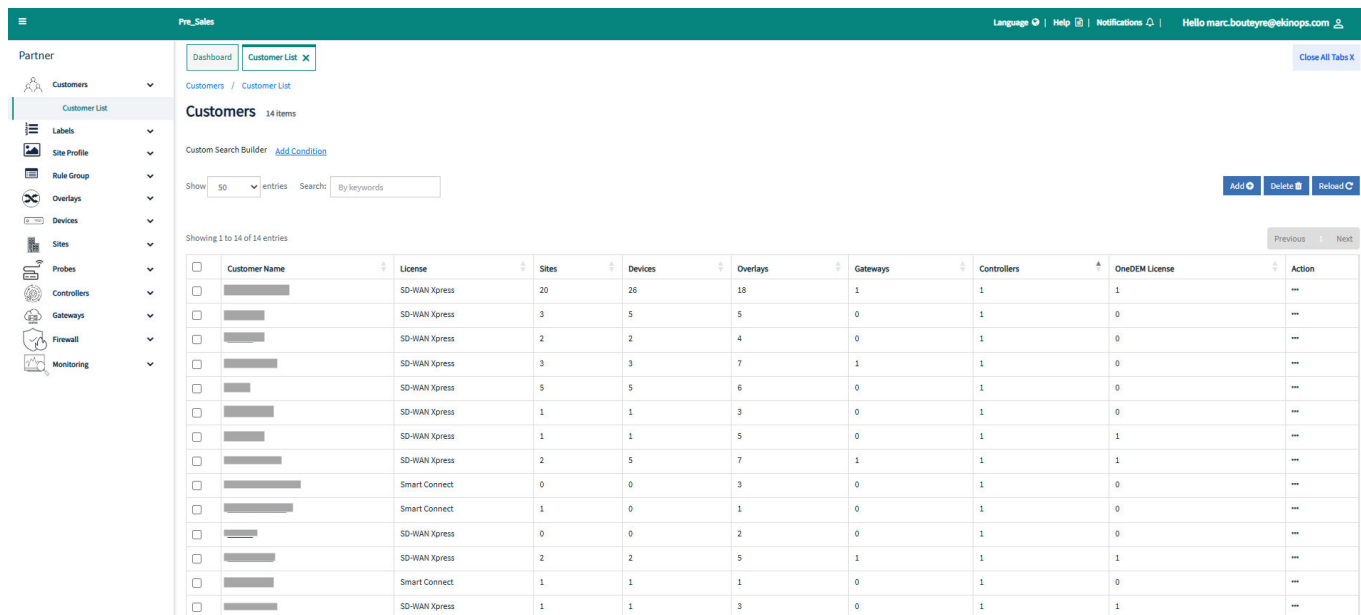


Figure 1 - Director - Partner level administration dashboard

Each customer benefits from a dedicated management interface, while the MSP retains full administrative control and ownership of its tenant, customers, and delivered services.

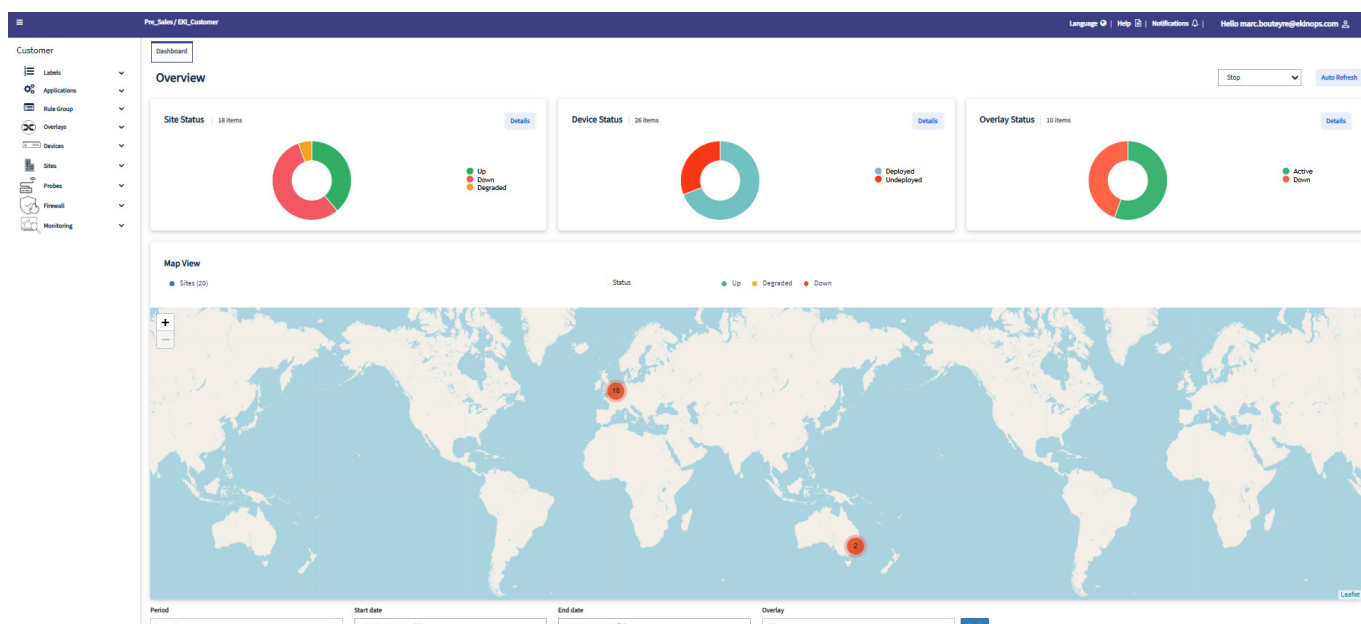


Figure 2 - Director - Customer SD-WAN dashboard

The edge portfolio: Ekinops has been supplying carrier-grade CPE solutions to Communication Service Providers for over 20 years. Backed by extensive field experience and a broad installed base (4 Million CPEs sold and more than 150,000 CPEs shipped every year), the selected edge devices combine robustness, reliability, and performance to support secure zero-touch deployment across a wide range of enterprise environments.

Services included in the subscription

- Usage rights for Director for both the MSP and its enterprise customers, together with the associated SD-WAN software licenses
- **Director** service availability target is 99.85%, supported by Ekinops platform monitoring, maintenance, and scaling operations
- Software maintenance, with Ekinops managing Director updates and making edge software versions available online so MSPs can perform customer device upgrades efficiently from the Director.
- Hardware replacement service with next-business-day (NBD) shipment upon validation of a support request
- Security services covering infrastructure and products, including regular penetration testing, security alert bulletins, and security patches delivered according to issue criticality

For additional information on Ekinops management application capabilities, please refer to the corresponding product datasheets.

Complementing SD-WAN SaaS, Ekinops also offers additional SaaS-based components that extend the value of a broader SASE architecture:

- A multi-tenant Secure Web Gateway with CASB and DLP options
- A multi-tenant Universal ZTNA solution with bastion capabilities

Ekinops SD-WAN SaaS empowers MSPs to launch and scale high-value managed SD-WAN services with speed, simplicity, and confidence.

About Ekinops

Ekinops is a European leader in optical networking and secured connectivity solutions for service providers, enterprises and public organizations around the world.

Ekinops designs, develops and manufactures high-performance solutions with cutting-edge software used to deliver high-bandwidth connectivity and managed services in over 70 countries worldwide.

Ekinops leads in the areas of:

- Advanced coherent optical networking for all metropolitan, regional, long-distance and datacenter interconnection applications
- Secured connectivity solutions for enterprises, from voice and data routing devices to Secure Access Service Edge (SASE) capabilities, including ZTNA, SD-WAN, and SSE.

Ekinops operates globally and is listed on Euronext Paris (FR0011466069 - EKI).