



Remove all complexities for end-users to be digital-ready with flexible billing

Use case: **Secure SD-WAN** Transform Enterprise WAN Edge with Secure SD WAN

SD-WAN is one of the biggest networking success stories of the past decade. The rapid transition to remote work, combined with continuing digital transformation, accelerated SD-WAN adoption in 2020. According to a **report by IDG Research Services and Masergy**, over 90% of organizations are expected to eventually adopt an SD-WAN solution and the rate of adoption is setting an impressive pace. The Dell'Oro Group, for example, expects worldwide sales of SD-WAN technologies to grow at a compounded annual growth rate of 24% over the next five years.

End-user requirement:

- Better security with easy extension to branches and increased visibility
- Simple operational deployment at scale



End-user challenge:

- Average monthly cost of current MPLS per Mbps is inflexible & expensive
- Cost is upfront and the gains from reduced costs will take long
- Leasing option is long and complex



Win the deal with X-OD and increase customer lifetime value

01

Help companies embrace digital transformation **unlocking budget** as OPEX

02

Reduce drastically the **sales cycle** and decision process

03

Remove leasing constraints and contract signature blocking points

Allow the end-user to be profitable from day one by switching from MPLS to SD-WAN

Use case: Secure SD-WAN with FortiGATE

Upfront Payment

€18,4K
Upfront

Head Quarter: FG-100F-BDL-841-DD
3 Branches: FG-60F-BDL-841-DD

X-OD

€550
/month

Head Quarter: FG-100F-BDL-841-DD
3 Branches: FG-60F-BDL-841-DD

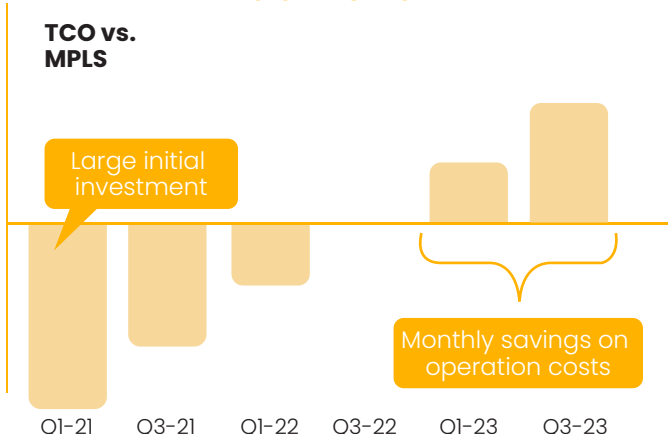
X-OD can adapt and offer any SKU from Fortinet

*Prices are approximations from public end-user pricing and should not be taken as quote or final

*Currency available: EUR, GBP, USD

The end-user starts to see their operational costs reduced from day one

Traditional



With X-OD

