

Executive Overview

- <https://www.aryaka.com/>
- Headquarters: Santa Clara, CA
- Offices in Hamburg, Germany and Bangalore, India
- Founded in 2009
- 450+ Employees
- 18 Patents for Networking and Network Security
- 500+ global enterprise customers
- 40+ Points of Presence (POPs) worldwide
- Consecutive 3x Gartner Peer Insights Customers' Choice Award
- Net Promoter Score: 65+

Product & Service Offerings

Aryaka offers unique, cloud-managed Unified SASE as a Service and high-performing SD-WAN services delivered on a POP-based architecture over a global, dual-layer, private backbone with multi-cloud connectivity. Aryaka's multiple patents allow application acceleration and WAN optimization for both on-site and remote users to be included. Services are offered in flexible management options including Aryaka-managed, co-managed, and customer-managed, and are provided in 3 simple bundles for customers to choose from. The new bundles are market-leading and extremely competitive!

Sales Engineer Take On Best Fit

Aryaka offers one of the most robust, global SD-WAN platforms with POPs connected by their private network backbone around the world. In my opinion, Aryaka is a great fit for clients looking to optimize their global WAN (with branch sites and/or remote users), clients with locations in China that need to get data in or out of China, and clients with an interest in WAN Optimization. Aryaka has also been adding more security functionality to their platform with SWG, CASB, and ZTNA, so they are also a good consideration for single-vendor SASE solutions.

- Sarah Arnstein, SASE Sales Engineer

Key Features & Differentiators

- Aryaka's cloud-managed services delivery based on a purpose-built global private network with POPs around the globe for unified networking and security services offers unique advantages for enterprises.
- Traditional SD-WAN or Security vendors and Telco/Service providers require the stitching together of solutions and services delivery, while Aryaka's SD-WAN and Unified SASE as a Service solutions combine:

- Single-pass architecture with a single management plane, central control plane, and distributed data plane for unified network and security services delivery (ONE PORTAL TO MANAGE WITHOUT SACRIFICING PERFORMANCE FOR SECURITY).
- Distributed policy enforcement across CPE and cloud/POP closet to the users
- A global private network consisting of a Layer 2 and Layer 3 core that guarantees uptime up to 99.999% for Layer 2 and up to 99.99% for Layer 3
- Built-in WAN Optimization and patented application acceleration technologies Integrated Deep Packet Inspection and Application Classification
- SD-WAN functionality, which enables dynamic best path selection, load balancing, forward error correction, and a converged WAN-edge at branch offices with cloud access and VPN connectivity, routing, and optimization in a single, customer premise equipment (CPE)
- Fast and easy multi-cloud connectivity to hundreds of IaaS, SaaS, and UCaaS resources plus extension to additional cloud services via software-defined cloud interconnect
- Secure Branch solution with Next-Gen Firewall as a Service deployed on CPE and in the Cloud/POP.
 - Option for hosted 3rd party NGFW and integrated L3/L4 Firewall and DPI
- Secure Remote Access for remote/mobile users with fully managed VPNaaS
- Secure Internet Access for onsite and remote users with Secure Web Gateway on CPE and in the Cloud/POP
- SINGLE CUSTOMER PORTAL for visibility and control of SD-WAN, SASE, and Last Mile Services configuration and management, reports and ticketing system, and alerts & notifications
- Last Mile Circuits Procurement, Management, and Monitoring across the globe
- Flexible Delivery Options: Aryaka-Managed/Co-Managed/Self-Managed Service including 24x7x365 single point of contact support.
- Flexibility with integrated Gold and Silver Lifecycle services for performance-sensitive or cost-sensitive deployments

Top Industries Served

- Manufacturing
- Transportation
- Retail & Consumer Products / eCommerce
- Other

Ideal Customer Profile

Company: Domestic-only and global organizations with multiple sites and remote/mobile users connecting to Internet/web, applications and workloads in private and public clouds (IaaS, SaaS, UCaaS)

Business Size: 5+ Sites, \$100M+ Revenue

Deployment: SASE Deployment, MPLS replacement, Hybrid Workforce and hybrid app/work load deployment, solve Application Performance/Poor End User Experience Issues

Buyer: CIO, CISO, Head of IT Infrastructure, IT Directors for Network and Network Security

Target verticals: Manufacturing, Technology, IT, Professional Services, Financial Services, Transportation & Logistics, Industrial, Retail & E-commerce, Pharma, Others

Qualifying & Technical Questions

1. Are you looking to modernize, optimize and transform your WAN and Security infrastructure?
2. Are you looking to simplify operations by converging networking and security?
3. Are you looking to reduce your security threat landscape with a unified solution?
4. Do you seek a solution that does not force you to accept trade-offs between performance and security?
5. Do you want to reduce the complexity of managing multiple, stitched together point solutions?
6. Do you want to reduce the burden of dealing with multiple vendors?
7. Are you looking to deploy network and network security at the speed of business and not held back by prolonged deployments?
8. Do you have locations that suffer from network reliability or performance issues?
9. Do these include locations in China? Or far-flung locations?
10. Do you want to connect sites and onsite and remote users with SLA-backed network performance?
11. Do your work-from-home or remote employees experience application performance issues? Are you using more cloud applications and resources, seeking to simplify multi-cloud connectivity? For example: IaaS like AWS, Azure, Google Cloud, Oracle Cloud, Alibaba Cloud, and more SaaS like Salesforce, SAP, Microsoft 365, Box, Wisetech, and more and UCaaS like 8x8, Zoom, Teams, Webex, and more.
12. Do you seek to improve application performance with built-in WAN Optimization (TCP, CIFS, SMB, HTTP/HTTPS)?