



OVERVIEW

Aryaka is transforming how global enterprises connect sites and users worldwide and accelerate mission-critical applications to support modern business execution demands. Aryaka's 100% managed SD-WAN combines a purpose-built private network, end-to-end connectivity, optimization and acceleration techniques, connectivity to cloud platforms, and network visibility in a single solution that is delivered as a service. Deployed by hundreds of global enterprises, Aryaka is an industry leader in managed SD-WAN solutions, delivering improved and predictable performance for cloud and on-premises applications by routing enterprise traffic through privately operated Points of Presence (PoPs) on its Layer 2 Global Network. To learn more, visit www.aryaka.com.



KEY FEATURE AND DIFFERENTIATORS

fully managed, global SD-WAN offering



LOCATIONS

San Mateo, CA

San Mateo, CA + several field locations

United States, United Kingdom, China, Singapore



SERVICE OFFERINGS

TELECOM

Aryaka's SD-WAN as a Service delivers significantly faster commissions to partners compared to telecommunications companies due to fast deployment schedules (days, instead of months), and drives perpetuity-like revenue streams as its customer retention rates are over 98%. More than 70% of Aryaka's customers come from its global partner program.

CLOUD

Aryaka delivers the only fully-managed, end-to-end global SD-WAN service for the cloud-first era. Our unique technology integrates multi-cloud connectivity, application optimization, security, last-mile management and visibility into an SLA-driven OPEX-only solution that provides unmatched agility and improved TCO for the global enterprise.

INTERNATIONAL

Fully-managed network delivered as-a-service, that securely and swiftly connects any user, any application, anywhere in the world.

SDWAN

Aryaka's global SD-WAN provides fast, reliable, secure, and scalable connectivity and application acceleration to globally distributed enterprises.

IDEAL CUSTOMER PROFILE

Aryaka's primary target market is mid-size and enterprise businesses who have international presence that:

- Are expanding rapidly with a global footprint
- Require new sites to come up fast globally
- Are moving away from MPLS or legacy SD-WAN
- Want to optimize application performance
- Use and adopt Cloud infrastructure or are optimizing SaaS delivery
- Want the operational simplicity of a managed global SD-WAN

Sweet Spot:

- Company: Organizations with global offices using cloud apps and looking for a managed WAN offering
- Business Size: 5+ Sites with 1 or more international locations
- Buyer: IT Director and up with focus on C-level
- Target verticals: Manufacturing, Technology, Professional Services, Freight and Logistics, Industrial, FinServ and Pharma

CUSTOMER TESTIMONIALS

"We've saved approximately 2-3 million dollars over a traditional MPLS solution... We've seen up to 20x increase in file transfer speed." - Dustin Collins, CIO, Element Solutions

"With our previous network, it would take between 6-7 hours daily to synch up connections between two locations. With Aryaka, it takes just 20 minutes to

QUALIFYING QUESTIONS

1. Are you planning to modernize your global WAN infrastructure?
2. Do you have multiple global business locations that need to be connected by a WAN?
3. Are you facing performance issues with TCP applications?
4. Are you using or planning to deploy to cloud or SaaS-based applications?
5. Are you a SaaS provider?
6. Are you looking to accelerate any web resource?
7. Do you have remote users that have to access your i.e. CRM or ERP and complain about application performance issues?
8. Do you need to work with multiple telcos or MPLS providers to connect to all your locations worldwide or within a region?
9. Are you adding or moving sites regularly and it's taking you a several months to deploy the new sites?
10. Are your branch sites accessing your Cloud or SaaS applications via MPLS or relying on public Internet to connect to y

complete the same task." - Glenn Hensley ,IT Infrastructure Manager, Mankino

"With Aryaka, our global team members can now collaborate seamlessly and develop learning materials faster for our customers, providing the most current and high-quality resources for employee development. - Alan Crawford, CIO, City & Guilds