



## OVERVIEW

CloudGenix is the mid-market and enterprise leader in the SD-WAN space. We are a completely over the top solution meaning we don't sell network we ONLY sell SD-WAN. We were founded by a team with extensive careers building some of the most widely used networking products ever made. Our visionaries figured something out. For 25 years router technology hadn't changed, but it needed to. Two things drove this thinking. The first is the commoditization of bandwidth, and the second change is the evolution of applications. It's a multi-cloud world and applications are largely SaaS and Cloud Delivered while mobility allows our users to interact with them on demand and from anywhere. So the responsibility of IT today is to make sure that these applications perform over ANYWHERE - OVER ANY TRANSPORT - ANY TIME. SO...The new network has to be fast deploying, self-healing and agile. Bottom line - that's impossible to deliver using low-level networking rules and complex configurations. REAL DISRUPTION requires a clean slate architecture built from the ground up with an APPLICATION MINDSET, in the GUTS



## KEY FEATURE AND DIFFERENTIATORS

We are Application DEFINED not Application aware... everyone else, regardless of their marketing is defined, architecturally, by packets and routing protocols not by sessions and flows. This architectural foundation, where we stand ALONE, defines our offering and allows us to execute better than anyone else with regard to application visibility and performance.



## LOCATIONS

Corporate HQ: San Jose, California  
Sister HQ (Sales): Raleigh, NC

We are deployed in all US States.

We are deployed in 96 Countries Across the World.



## SERVICE OFFERINGS

### CLOUD

CloudGenix makes the Cloud-delivered Branch possible by providing an Autonomous SD-WAN™ and the Cloud-Blades™ platform. Enterprises gain cloud-scale economics for the branch with the freedom to use any WAN, any cloud, and any best-of-breed infrastructure service.

CloudGenix Autonomous SD-WAN uses global intelligence to deliver performance and security SLAs for all applications over any WAN-type. By providing app-policies aligned to business intent, direct access to multi-cloud and dev-ops frameworks, the Autonomous WAN delivers unparalleled productivity gains and cost-savings compared to gen-1 SDWAN alternatives.

Cloud-Blades enables the secure delivery of best-of-breed infrastructure services to the branch from the cloud. Infrastructure services including network, security, voice, cloud backbone integration, and operational tools can now be provisioned without the need for additional hardware or software.



## IDEAL CUSTOMER PROFILE

Customers that want ACTUAL SDWAN, not Hybrid WAN Failover.  
Very Large Customers - Our Competitors Can't Scale  
Organizations with Heavy M&A Activity and MultiCloud

Customers That Are...

- Adopting Cloud Security
- Increasing SaaS Consumption
- Compliance Driven
- Have a Multi-Cloud Strategy



## CUSTOMER TESTIMONIALS

"The CloudGenix CloudBlades Platform is helping us to modernize and become a truly omnichannel company. With CloudBlades we are able to deploy best-of-breed infrastructure services at our stores with zero additional footprint. Multi-cloud is here and now for us and CloudGenix has been a big part of making that possible".



## QUALIFYING QUESTIONS

SD-WAN OPPORTUNITY FINDER

- How would you assess the state of your networking architecture and voice-data

With CloudGenix, the enterprise WAN is unconstrained, highly reliable, and enables the secure delivery of cloud infrastructure services. For the very first time, the entire branch can be delivered as a cloud-service with cloud-scale economics and agility.

### INTERNATIONAL

CloudGenix is Deployed in 96 Countries today. We have many customers in the Fortune 1000 and we serve them through our robust network of strategic global channel partners.

### SDWAN

#### AUTONOMOUS SD-WAN

The CloudGenix Autonomous SD-WAN uses app-policies and global intelligence to deliver performance and security SLAs for all applications over any WAN.

### BOOST PRODUCTIVITY AND COST SAVINGS

CloudGenix Autonomous SD-WAN provides app-policies aligned to business intent, along with direct access to multi-cloud and dev-ops frameworks to deliver unparalleled productivity gains, and cost-savings compared to first generation SD-WAN alternatives.

### SECAAS

CloudGenix is the only SDWAN provider with next generation API Driven integrations into the world's leading Global Cloud Security Providers like Palo Alto, Zscaler, and Symantec. Anyone can build a VPN to a Cloud Security Platform... that's not what we do. Our CloudBlades solution provides an elegant and automated deployment including Industrial-strength encryption, innovative key management, and policy controls ensure your data is kept private while ensuring you have complete control over which WAN links your applications use.

service today?

- Are you experiencing any major pain points in general with regards to app delivery, QoS and data packet flow across the WAN?
- Do any of the pain points entail inefficiency in the form of wasteful expenditure and latencies?
- Would the organization see benefit in being able to route traffic at the “application” Layer 7 level in a secure and seamless manner?
- How many branch offices do you have with what kind of WAN connectivity?
- Are you refreshing or consolidating any branch office hardware (routers, firewalls, WAN optimization)?
- Are you moving to the cloud or SaaS for any applications or already using (i.e. Office 365)?
- Do you have application performance issues?



## INDUSTRY RANKINGS

Gartner: Visionary Leader

Gartner: Peer Insights Customer Reviews:

<https://www.gartner.com/reviews/market/wan-edge-infrastructure/vendor/cloudgenix>

Red Herring: Top 100 Privately Held Companies in North America