




Line Items	Score	
WAN Challenges		
Reliable WAN connectivity at all branches	1	▼
Automate WAN failure to use of back-haul	1	▼
Application level traffic steering based on performance	1	▼
Cost efficient WAN with optimized use of bandwidth, T1 or MPLS	1	▼
Regulatory compliance of WAN data for some branches	1	▼
LAN Challenges		
Consistent Wi-Fi coverage across all branch sites	1	▼
Segmentation of employees, guest, and IoT traffic using VLANs or SDNs	1	▼
Cloud managed switches and access points	1	▼
Network and data center monitoring capabilities	1	▼
Security Challenges		
Consistent firewall policies across all branches	1	▼
Deployment of intrusion prevention and malware protection at branch level	1	▼
Ability to block access to malicious and inappropriate websites	1	▼
Reliable, encrypted VPNs between branches and HQ	1	▼
Insights & Analytics Challenges		
Real-time visibility into network usage at every branch	1	▼
Scalable tracking per user, application, and device	1	▼
Centralized storage of logs and analytics for scaling and forensics	1	▼
Automated detection of anomalies and security threats	1	▼
Management & Operations Challenges		
Centralized management of the entire branch network	1	▼
Automated provisioning, patching, and configuration updates	1	▼
Use of policy templates for consistent deployment	1	▼
Role based access control for multi-user or regional administration	1	▼
Total	21	

Scoring	
Fully Implemented	1
Partially Implemented	0.5
Not in Place	0

	Trunk is green flag - consider total WAN bandwidth, capacity and costs
	Partial solution - some solutions with cloud managed switches
	Trunk is negative indication and color - nothing can be WAN bandwidth