Sangfor WANO

Battlecard For Peplink

www.sangfor.com

SANGFOR

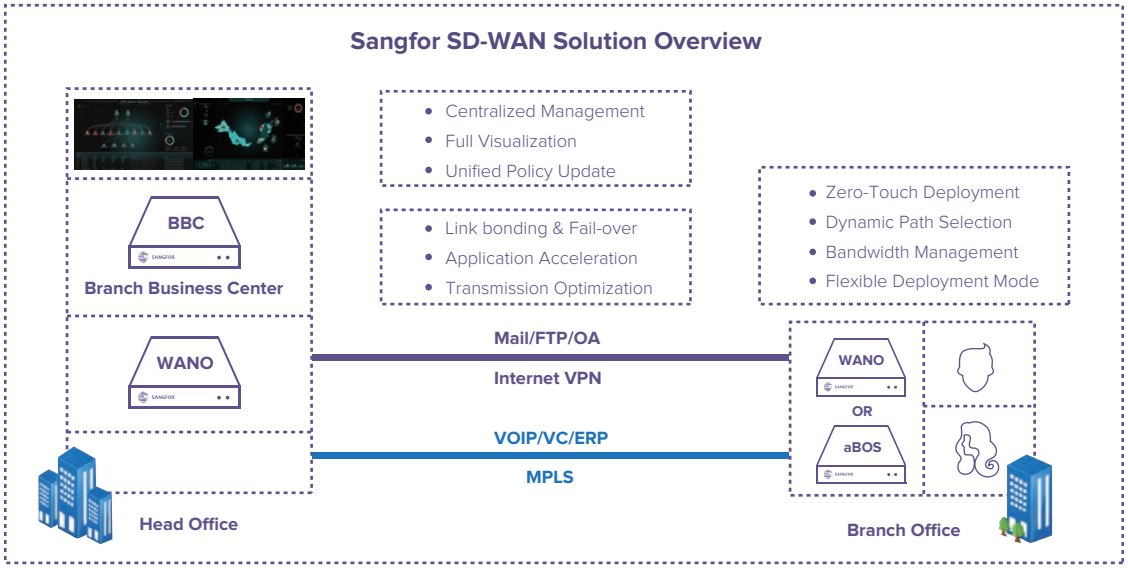
Company Overview

Sangfor Technologies is a leading global vendor of IT infrastructure solutions specializing in Cloud Computing, Network Security and Network Optimization. A number of Sangfor products are listed in Gartner Magic Quadrant for WAN Optimization, Enterprise Network Firewalls and Secure Web Gateways, proving Sangfor's powerful WAN optimization and network security capabilities. With a primary focus on Asian market until recently, Sangfor's products are developed internally and trusted by customers in a wide array of key verticals and Sangfor is the #1 vendor in China for the WAN Optimization and VPN market.

Peplink is an Internet connectivity technology company primarily engaged in developing and commercialising SD-WAN solutions under its own brands, 'Peplink' and 'Pepwave.' Peplink's SpeedFusion SD-WAN routers have been deployed globally, helping customers to increase bandwidth, enhance Internet reliability and reduce costs.

WAN Solution Overview

Sangfor provides SD-WAN and acceleration (WAN optimization) features, 2-in-1 product WANO, NFV (security & acceleration), deploy on-demand aBOS, NGFW and their centralized management product BBC, to comprehensively manage all Sangfor network products for enterprises, providing a one-stop centralized management solution for the issues of network connectivity, transmission and security.s.

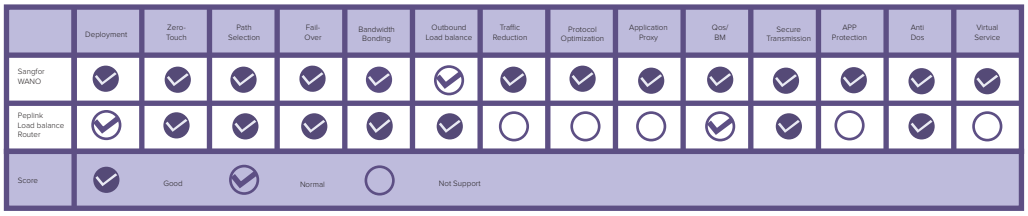


Peplink SD-WAN Solution Contains 4 Core Features

- WAN virtualization using multiple simultaneous underlying connectivity technologies for users and applications as a single direct-to-Internet or secure site-to-site connection.
- Intelligent SD-WAN enabled networks capable of monitoring WAN health and quality and using these measurements to make intelligent decisions on application traffic flow.
- SD-WAN controller to provision, monitor and manage branch offices centrally, giving network administrators full control over their wide area networks and remote devices using a single interface.
- Encrypted VPN provides branch offices with secure, local network access to cloud resources while supporting a faster and more cost-effective VPN by combining the bandwidth of multiple connections into a single logical WAN connection.1

Solution Competition Overview

Sangfor WANO VS Peplink Load Balance Router



https://download.peplink.com/manual/peplink_balance_and_mediafast_firmware_manual_fw7.pdf

Deployment

Sangfor WANO supports all kinds of network environment, gateway, single bridge/double bridge, single arm/double arm, it doesn't require any network changes in bridge mode for customer upgrade network to SD-WAN solution. To simplify deployment, Sangfor WANO provides a zero-touch feature via email, requiring the IT manager to pre-config in the centralized management platform (BBC) and send a URL link containing the configuration to branch users. Branch users simply connect their PC to a device and click the email link to import the configuration. It is suitable for new internet environments and any average branch user can easily deploy.

The Peplink balance router only supports gateway mode. Low model devices do not support drop-in mode, meaning low model devices must replace other gateway devices or add an additional subnet in small branches. Because Peplink does not support double bridge and double arm mode, it is difficult to use in complex network environments like a head office. In addition, because the Peplink zero-touch feature requires network and DHCP, meaning that SD-WAN edge must obtain an IP address from the DHCP server and then synchronize with the cloud centralized platform, making it only suited to an internet-ready environment.

Performance

Both Sangfor WANO and Peplink support packet redundancy to reduce WAN packet loss and improve VOIP or video conference quality. As a Gartner WAN Optimization Magic Quadrant vendor, Sangfor WANO has full WAN optimization features to improve WAN performance and user application experience, byte level cache and compression to reduce WAN traffic, transmission protocol optimization to improve link quality and efficiency and application proxy to reduce WAN connections. To maximize WAN bandwidth usage and prevent non-work related app use of bandwidth, an effective SD-WAN solution must have powerful traffic identification capability. Sangfor WANO has a 2900+ app database and 10 million level URL library to guarantee core business traffic and limit or block non work-related traffic. Peplink only supports QoS level bandwidth management and access control based on service, not on traffic flow characteristics, and granular management of network traffic and user behavior difficult.

1 . https://www.peplink.com/technology/sd-wan/

WAN Virtualization and Balance

Hybrid WAN is a primary feature of SD-WAN. No matter if it is Sangfor WANO and Peplink, they all support link detection based on link quality (packet loss, latency and jitter), dynamic path selection chose high quality link for sensitive applications, bandwidth bonding to enhance core applications throughput and fail-over. As a balance router, Peplink has a series of load balance algorithms to handle outbound traffic while different traffic is automatically handed over in different links based on algorithms. Sangfor WANO mainly supports outbound traffic path selection based on policy-based routing (IP/User/Application) while different application traffic accesses the Internet from a different link and automatically fails-over. If customers require professional load balancing in the HQ or data center, Sangfor Application Delivery Controller (ADC) is a good choice, having been listed in Gartner Magic Quadrant for 5 consecutive years.

Security and Virtual Service

Both Sangfor and Peplink SD-WAN solutions provide a secure tunnel for transmission. Sangfor WANO provides basic security functions like firewall, based on service, application access control, web filter, anti-DoS and ARP protection. If customers require a stronger, more secure protection, Sangfor also has NGAF hardware or vNGAF NFV installed in their aBOS solution. Peplink only supports basic secure functions like firewall based on service, web-filtering and anti-DoS, with no full security solution.

Model Comparison

PepVPN Throughput	Peplink Mode	Sangfor Model	SangforVPN Throughput
30M	20/One	S4000-QE-I	25M
60M	30	S5000-QE-I	50M
80M	210	M5000-QE-I/M5100-QE-I	100M
150M	20/One	M5200-WANO	200M
200M	580	M5200-WANO	200M
400M	710	M5400-WANO	400M
800M	1350	M5600-WANO	800M
2G	2500	30	2G