

# Gluware Overview

Welcome to ONUG!

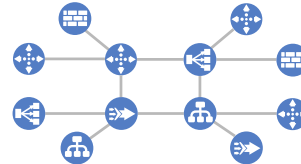
[sales@gluware.com](mailto:sales@gluware.com)

# Gluware at a Glance

Intelligent Network  
Automation software  
platform that brings order  
to network chaos



Multi-vendor, multi-domain,  
brownfield and cloud  
architectures



Recognized by leading  
industry analysts



Expanding enterprise sales  
from Fortune 500 enterprises  
to the Global 2000 market



World-class partners,  
platforms and integrations

ARISTA

aruba

Check Point

CISCO

aws

f5

FORTINET

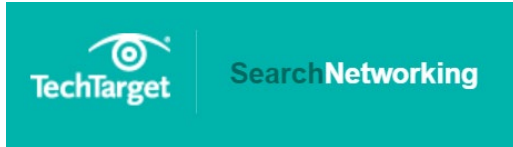
JUNIPER

paloalto

Management team with  
200+ years enterprise  
network experience



# Recent Industry Leadership Recognitions



## Network Innovation Award

SearchNetworking has recognized Gluware Inc. with its [Network Innovation Award](#) -- an editorially independent prize that acknowledges meaningful advancements in networking and unified communications -- for its multivendor, multi-domain intelligent [network automation](#) software. Of particular note: The Gluware automation platform has impressed real-world enterprise users with its ability to efficiently and effectively automate tens of thousands of devices across challenging [brownfield environments](#), where new tools must cooperate with legacy hardware and software. Importantly, network engineers don't need coding or scripting experience to use the intent-based software. The recently released Gluware 4.0 platform also offers a SaaS option for smaller organizations interested in self-service, cloud-based automation.



## Gartner Recommends Gluware as Alternative to SolarWinds NCM

12/23/2020

**Gartner**

### SolarWinds Orion Was Breached – Now What?

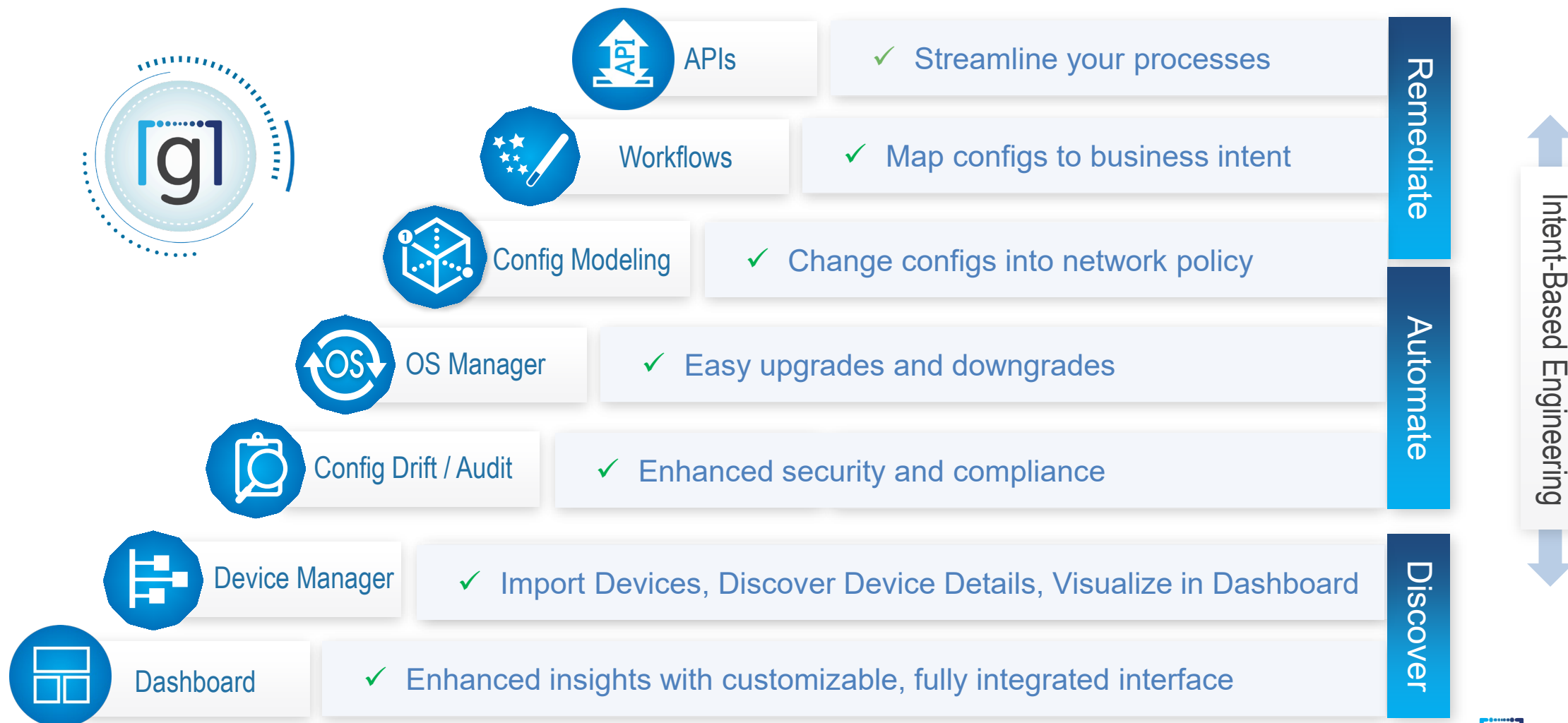
Peer & Practitioner Research Published 23 December 2020 - ID G00742134 - 10 min read

Ted Corbett

Initiatives: [Infrastructure, Operations and Cloud Management](#)

With the recently announced supply chain compromise of the SolarWinds Orion portfolio, IT leaders are scrambling to ensure uninterrupted enterprise operations without this critical tool. This research will help you identify alternate tools to ensure operational continuity.

# Gluware Platform and Applications





# Gluware: Multi-Vendor, Multi-Domain Platform

*Campus/Branch, WAN, Data Center, Multi-Cloud*



ACOS



EOS



ArubaOS  
ArubaOS-CX  
ArubaOS-Switch  
ProCurve  
(ProVision)



Gaia



NetScaler



FTOS | DNOS9



Extreme™ XOS



IOS (router, switch)  
IOS XE (router, switch,  
wireless)  
NX-OS  
ASA  
AireOS (WLC)  
ROS (SG-Series)  
vEdge OS (Viptela)  
Cisco IOS XE SD-  
WAN

## API-Based Controllers



ACI (controller)  
SD-WAN (vManage)  
Meraki



TMOS (LTM, GTM/DNS)



FortiOS



Junos OS (EX, SRX, MX, QFX)



PANOS



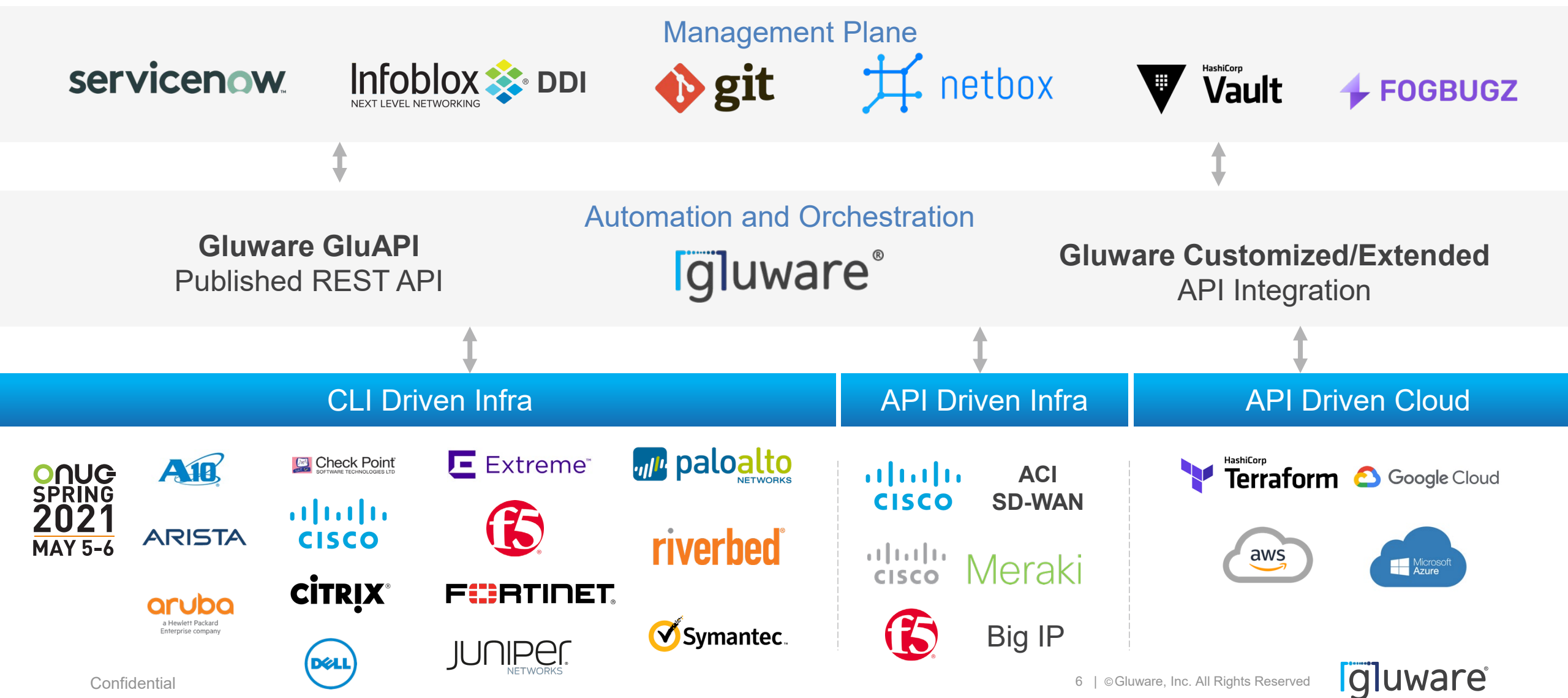
RiOS



SGOS (BlueCoat)



# Gluware CLI and API Integrations



# Gluware Customers: Top Ten Network Automation Use Cases

1. Enhance Security
2. Minimize Downtime and Outages
3. Enable Compliance
4. Accelerate Cloud
5. Optimize your Network
6. Make NetOps More Agile
7. Manage Network Lifecycle
8. Manage OS
9. Inventory and Assess your Network
10. Consolidate and Integrate



# Example Customer Business Case



**\$16 M NPV**

Generated over 5 years

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**6 MO ROI**

On initial capital request

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**400% IRR**

On the initial capital request



**Cost Savings Based On:**

1. Outage Reduction
2. Legacy NCCM Maintenance Reduction
3. NetOps Efficiency
4. New Build Efficiency



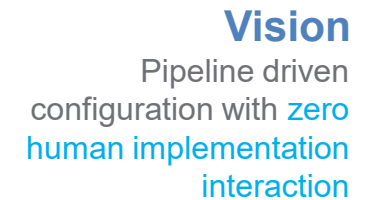
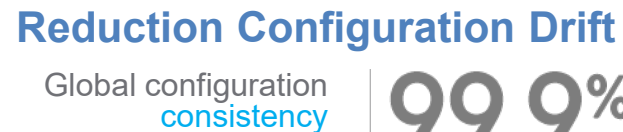
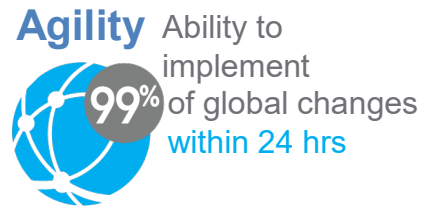
## IT Challenges

- 15K multi-vendor devices
- Compliance, security, outages
- Agility to meet priorities
- Narrow maintenance windows
- Endless security patches
- Time and resources (DIY)

## Gluware Solutions

- Declarative brownfield discovery and on-boarding
- Rapid automation vs. DIY
- Intent-based config management
- Device inventory, drift and audit
- Scheduled OS updates
- Auto-remediation

## Initiative Outcomes



Gluware helped to unlock critical business challenges facing our current brownfield architecture faster and with higher resolution than we've had before. From project kick-off to full deployment, the targeted solution we implemented was fully integrated in 16 weeks — an achievement that might have previously taken years.

— James Radford, VP of Operations, Mastercard

# Securing the Network and Keeping up with Rapid Change



## IT Challenges

- 28,000 devices; 5 data centers
- Complex, existing network
- **NotPetya Cyber Attack**
- Move from On-Prem to Cloud w/o further disruption
- Enhance User Experience
- Minimize outages
- Reduce outsourcing fees

## Gluware Solutions

- Reconfigured to move Merck to MSFT Azure cloud in 1.5 months
- Rapid reconfigure of QoS, SNMP, and NetFlow
- Completed changes on global backbone in 1.5 hours
- Reconfigure network policy for Microsoft OneDrive

Confidential

## Initiative Outcomes

### Agility



reduction in time  
for global network  
configuration changes

### Cost Avoidance

Cost avoidance of

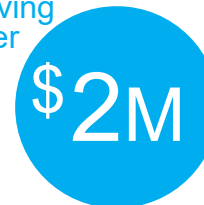
**\$220K+**

per change  
on the global  
backbone



### Savings

Saving  
over



within the first year

### Security

Monthly updates



of firmware  
and code  
promotions

### User Experience

Ability to tune and tailor  
**network performance**  
for users

### Outage Reduction



Significant  
reduction in major  
**network**  
outages

Gluware enables us to keep pace with the rapid changes required to continually tune our network, keep software up to date, and keep the network fully compliant with all Merck standards.

— Salvatore Rannazzisi , Associate Director of Engineering, Merck

## IT Challenges

- 800+ networking devices
- 80+ operating system versions
- 20% incorrect QoS policies
- Vendor OS vulnerabilities
- NIST security violations
- Outages from manual changes
- Key employees unable to travel

## Gluware Solutions

- Reconfigured network for remote workforce in 2 hours
- On-going rapid automation
- Zero-touch provisioning to support essential sites
- Unified all operating system versions and solved security violations

## Initiative Outcomes

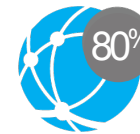
### Security

Easily implement patching



on-demand  
or on-schedule

### Outage Reduction



Reduction in  
major network  
outage

### Efficiency

**40%** reduction  
in time  
needed per change

### Insights



Increased  
understanding  
of where to  
spend time

### Business Continuity



Reduced in time  
of where to  
spend time

### Defect Rate

**90%** less time spent on  
troubleshooting

We've been able to automate configurations, management and continual OS upgrades for all of our network equipment across all of our sites, saving valuable time and resources, reducing costs and helping us be far more agile.

— Patrick Holman, Infrastructure Director, Terracon

# Thank You!

gluware®



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