REPLACE MPLS WITH
OPEN SYSTEMS SASE EXPERIENCE

More and more enterprises see MPLS as optional to their future WAN rather than necessary.[4]

The Current State of IT Networks with MPLS

With MPLS being a **$65B market[1]** in 2023, there are many companies that still rely on this technology to connect their WAN sites. And the market is expected to grow by nearly 6% even though MPLS usage has been decreasing compared to Dedicated Internet Access (DIA) or broadband internet connectivity since 2018.

Telegeography's WAN Manager Survey[2] reports that there is a near convergence of the average number of sites running MPLS and DIA in 2023.

This can be explained by the increasing need of cloud connectivity since more companies leverage cloud apps. According to *McKinsey's cloud survey in 2021[3]*, 64% of industrial companies were already actively using the cloud. On the other hand, 40% of applications are still on-prem – in data centers or branches – which requires hybrid network solutions.

The bottom line is that a traditional, rigid hub-and-spoke network architecture won't do the job anymore since it creates cloud connectivity and app performance challenges, operational headaches due to multi-vendor complexities as well as costly traffic bottlenecks at hubs or at MPLS-only connected branches.

MPLS and Traditional Network Challenges

LOW-CONNECTIVITY ROI

Despite decreasing prices, MPLS still costs at least 10% more than DIA – for the same bandwidth and comparable quality. Business value for money can be optimized – especially for remote or difficult internet sites like China.

CUMBERSOME MULTI-VENDOR OPERATIONS

Managing different ISPs and teams to guarantee smooth operations for con- nectivity – the underlay – as well as apps, network and security – the overlay – is complex and frustrating. Incidents and changes take ages to be resolved, if ever.
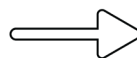
BAD APPLICATION PERFORMANCE

Bad cloud application performance due to high latency since all cloud traffic is routed via hubs. In addition, bandwidth congestion can also affect app user experience – especially at sites where on-prem apps are hosted.
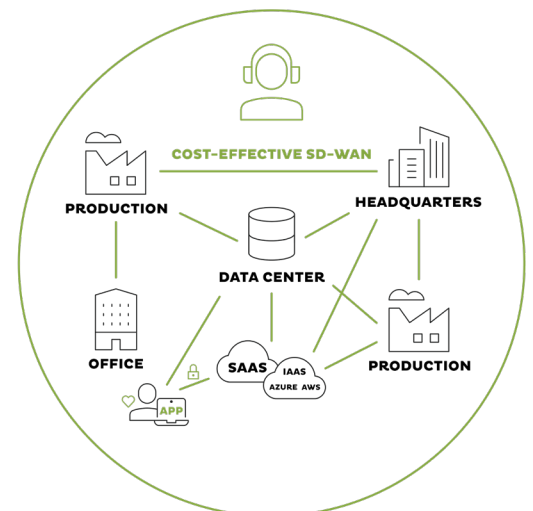
OPERATIONS CENTER
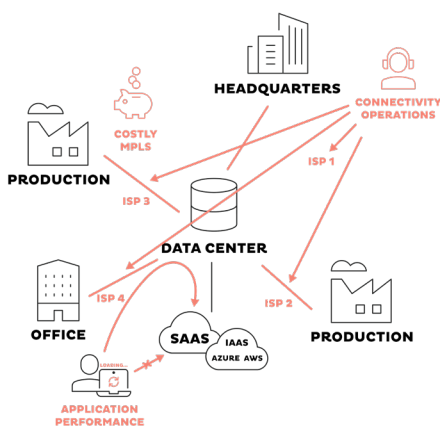
OPEN SYSTEMS

NETWORK TRANSFORMATION

24x7 OPERATIONS

Open Systems as your SASE Transformation Partner

Even though company ambitions might be to go "cloud first" or "zero trust", the most important first step is to transform the network. Open Systems has been supporting companies for more than 20 years as a true SASE transformation partner. Not only with an impressive breadth of supported transformations – ranging from connectivity and network to security – but also with a unique depth to their provision. We leverage our own infrastructure and SASE products to craft our end-to-end services for an outstanding customer experience – the Open Systems SASE Experience.

The Open Systems SASE Experience Benefits

Cost-Effective Network Performance

Better application performance for less money, even at difficult locations like China, thanks to selected ISP lines or the Open Systems WAN backbone – the underlay – paired with integrated SD-WAN – the overlay – provided with an end-to-end SLA.

- Reduces connectivity cost per bandwidth
- Improves (user perceived) application performance

End-to-End Operations

Simpler management of the entire network technology and service lifecycle: full end-to-end ownership from the underlay – ISP line management – to the overlay – app performance (and security) technology, as well as process-wise, from assessment and migration to operations and continuous technology consulting and optimization.

- Reduces time to market with new business IT projects
- Reduces Incident remediation time
- Reduces change execution time

Secure Cloud Adoption

Enabling cloud adoption and a flexible yet stable, hybrid network architecture without increasing the security risk surface.

- Improves app governance
- Improves security governance

INDIVIDUALLY OPTIMIZED ROI

Hand-picked ISP lines for best connectivity including end-to-end SLA as well as calculable OPEX pricing with an outstanding service flat fee: unlimited number of tickets, calls and technical consulting.

WORLDCLASS OPERATIONS MODEL

Experienced 24x7 Operations Center with direct access to level-3 engineers as well as project-based support and service delivery and continuous technical consulting through a designated team.

A TRUE INNOVATION PARTNER

Open Systems has 20+ years of experience in network transformation projects with 11K+ deployments in 185 countries in the world – a fruitful co-innovation environment to build impactful tech roadmaps.

How Customers Experience the Open Systems Partnership

"Open Systems helped GEA transition from MPLS to SASE, and they've been a valuable, collaborative partner during our move to the cloud."

Gert-Jan Terpstra,
Director Service Owner IT – Network Services

GEA

"The services provided by Open Systems are very reliable. I know this is due to the design of the network. Overall, the service availability is very high and very much appreciated by our internal customers."

Jürg Siegenthaler,
Team Head Network and Server

Sika

> **We simply found a partner in Open Systems that understands what to do and is highly professional...we work together as equals to develop the best solution together.**

Bethina Fehlisch, Head of IT Shared Services (2018 – 2020)

> **It was great to see how our thoughts developed within the Open Systems environment with the zoning project we're scoping. As strategic partners, we make each other better.**

Gert-Jan Terpstra, Director Service Owner IT Network Services, GEA

> **We feel very confident that we are in good hands with Open Systems, now and into the future. We look forward to at least five more years of a productive partnership.**

Jürg Siegenthaler, Team Head Network and Server, Sika

---

[1] Mordor Intelligence, Managed MPLS Services Market Size & Share Analysis - Growth Trends & Forecasts (2024-2029)

[2] Telegeography, Cloud and WAN Research Service, 2024

[3] McKinsey & Company, Clearing the air on cloud: How industrial companies can capture cloud technology's full business value, February 2021

[4] TechTarget, SD-WAN and MPLS costs more complementary than clashing, John Burke, April 2023

Opensystems

Open Systems simply connects and secures hybrid environments so companies can focus on meeting their business goals. The Open Systems SASE Experience helps reduce risk, improve efficiency, and accelerate innovation with a comprehensive, easy-to-implement and use combination of SD-WAN and Security Service Edge delivered as a Service with a superior user experience. That's our Service Experience Promise.