

# SD-WAN Readiness **Assessment**

Evaluate whether your organisation is ready to adopt SD-WAN technology. This assessment covers your current WAN environment, business requirements, infrastructure readiness, application needs, and vendor selection criteria.

**5**

ASSESSMENT  
AREAS

**38**

READINESS  
CHECKS

**Score**

EACH SECTION  
OUT OF 10

**Free**

PRINT & USE  
NO STRINGS

## How to Use This Assessment

Work through each section with your IT team and network provider. Tick items that are fully confirmed or in place. Score each section out of 10 based on your readiness level. A score below 6 in any area suggests that area needs attention before proceeding with SD-WAN deployment.

## 1 Current WAN Assessment

Understand your existing WAN infrastructure, performance, and pain points before considering SD-WAN.

- A **complete inventory of WAN circuits** exists covering all sites, including circuit type, provider, bandwidth, and contract end dates
- Current WAN costs** are documented — monthly recurring charges, installation fees, and any overage costs per site
- Network performance baselines** are established — latency, jitter, packet loss, and throughput measured across all WAN links
- Pain points are identified** and documented — e.g., slow application performance, unreliable links, limited bandwidth, high costs
- The **current WAN topology** is documented with a network diagram showing all site interconnections
- MPLS or leased line contracts** have been reviewed for termination clauses, notice periods, and minimum terms
- Internet connectivity** at each site is documented — ISP, bandwidth, static IPs, and resilience options
- Existing QoS policies** are documented, including traffic classes, DSCP markings, and bandwidth reservations

Section Score:  /10

## 2 Business Requirements

Define the business drivers and outcomes expected from an SD-WAN deployment.

- Business objectives** for SD-WAN are clearly defined — e.g., cost reduction, improved performance, cloud enablement, agility
- Budget** has been allocated or estimated for SD-WAN hardware, licences, implementation, and ongoing management
- Timeline and milestones** are defined for the migration, including pilot sites and full rollout phases
- Stakeholder buy-in** has been secured from IT leadership, finance, and business unit heads
- Expected ROI** has been calculated, comparing current WAN costs against projected SD-WAN costs over 3–5 years
- Compliance requirements** have been reviewed — data sovereignty, encryption mandates, regulatory constraints
- Remote and hybrid working** requirements are factored in — SASE, ZTNA, or cloud-delivered security needs
- Growth plans** are documented — new sites, acquisitions, or international expansion within the next 2–3 years

Section Score:  /10

### 3 Infrastructure Readiness

Assess whether your existing infrastructure can support SD-WAN deployment at each site.

- Each site has at least **two internet connections** (or one internet + one MPLS) to enable SD-WAN path diversity
- Internet bandwidth at each site** is sufficient to replace or augment MPLS – typically 50–500 Mbps depending on user count
- Firewall and security infrastructure** is compatible with SD-WAN or will be replaced by integrated SD-WAN security
- LAN switching and WiFi** at each site are adequate and will not become a bottleneck after WAN upgrades
- Power and rack space** are available at each site for SD-WAN appliances (typically 1U rackmount or desktop unit)
- DNS and DHCP services** are documented and will integrate with the SD-WAN solution
- Existing VPN tunnels** and remote access solutions are mapped and a migration plan exists
- Cloud connectivity requirements** are defined – direct cloud on-ramps (Azure, AWS, Microsoft 365) vs. backhauling through a hub

Section Score: /10

### 4 Application Analysis

Map your application landscape to ensure SD-WAN policies are built around real business needs.

- A **complete application inventory** exists – on-premise, SaaS, and cloud-hosted applications catalogued by site
- Applications are **classified by criticality** – business-critical, important, best-effort, and non-business
- Bandwidth requirements** per application are estimated – VoIP, video conferencing, ERP, CRM, file transfers
- Latency-sensitive applications** are identified – VoIP (<150ms), video (<200ms), real-time collaboration tools
- SaaS application usage** is mapped – Microsoft 365, Salesforce, SAP, etc. – with expected traffic volumes
- Application traffic flows** are documented – site-to-site, site-to-cloud, site-to-internet, and hub-and-spoke patterns
- Current application performance issues** are logged with specific metrics (slow load times, dropped calls, timeouts)
- QoS policies per application** are defined – DSCP markings, bandwidth allocation, and failover behaviour

Section Score: /10

## 5 Vendor & Solution Selection

Evaluate SD-WAN vendors against your specific requirements before making a commitment.

- At least 3 SD-WAN vendors** have been evaluated – e.g., Cisco Meraki, Fortinet, Palo Alto Prisma, VMware VeloCloud, Cato Networks
- Vendors have been assessed on **key criteria**: security integration, cloud connectivity, management portal, reporting, and UK support
- Proof of concept (PoC)** or trial deployment has been planned or completed at a pilot site
- Total cost of ownership (TCO)** has been calculated for each vendor over 3 and 5 years, including hardware, licences, and support
- Managed service vs. self-managed** deployment model has been decided – in-house team capacity assessed
- SLA and support terms** from each vendor are documented – response times, escalation paths, UK-based support availability

Section Score:  / 10

### SD-WAN Vendor Comparison

FEATURE	MERAKI	FORTINET	CATO
Deployment	Appliance + Cloud	Appliance	Cloud-native SASE
Security	AMP, IDS/IPS	Full NGFW	FWaaS, SWG, ZTNA
Management	Cloud dashboard	FortiManager	Single cloud portal
Best For	Simplicity, SMBs	Security-first orgs	Cloud-first, remote
UK Pricing (5 sites)	£15K–£25K/yr	£12K–£22K/yr	£18K–£30K/yr

#### Key Consideration: MPLS Contract Exit

Before committing to SD-WAN, review your existing MPLS and leased line contracts carefully. Most UK providers require 30–90 days written notice. Early termination fees can be significant. Plan a phased migration that runs SD-WAN alongside existing circuits during the transition period.

### Readiness Score Matrix

#	ASSESSMENT AREA	SCORE	PRIORITY
1	Current WAN Assessment	/ 10	H / M / L
2	Business Requirements	/ 10	H / M / L
3	Infrastructure Readiness	/ 10	H / M / L
4	Application Analysis	/ 10	H / M / L
5	Vendor & Solution Selection	/ 10	H / M / L
<b>TOTAL READINESS SCORE</b>		<b>/ 50</b>	

#### Score Interpretation

**40–50:** Highly ready. Proceed with vendor selection and pilot deployment.

**25–39:** Mostly ready but gaps exist. Address weak areas before committing to a rollout.

**Below 25:** Significant preparation needed. Focus on infrastructure and application analysis first.

# ! SD-WAN Migration Planning

## Site Migration Priority

SITE NAME	CURRENT WAN	PRIORITY	TARGET DATE

## Circuit Ordering Checklist

- Primary internet circuits** ordered at all sites with confirmed installation dates
- Secondary/backup circuits** ordered where required for path diversity
- Static IP addresses** allocated and documented for each circuit
- 4G/5G failover SIMs** procured for sites requiring tertiary backup

## Key Decisions & Action Items

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Preferred Vendor: .....

Deployment Model: .....

Pilot Site: .....

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