

EMA Vendor to Watch: Talari Networks

Talari Networks Key Value Proposition

Talari Networks technology has a different approach to optimizing WAN traffic, using what it calls Adaptive Private Networking (APN). Talari's solution aggregates multiple WAN connections, whether they are MPLS, ATM, Frame Relay, or broadband, to augment or replace individual private WAN connections. This approach has been very effective for improving the performance of a wide range of applications, notably including VoIP, desktop video conferencing and Virtual Desktop Infrastructure (VDI) at remote sites and branch offices.

The Talari architecture includes on-premise physical appliances that continuously monitor the health of each network path and measure performance metrics. Each appliance can support multiple WAN links and controls and optimizes the use of network resources available across all the aggregated WAN links. Metrics are measured for every packet. Measurement results are used to define path status and are forwarded to its APN management application. Path selection is performed for every single data packet. Per-packet path selection allows sub-second switchover to a better path, even in the middle of an application session if the current path becomes unavailable or its performance degrades. The product also provides performance and QoS reports for multiple views of traffic patterns.

EMA Perspective

The ubiquity and reliability of broadband connectivity is driving a growing trend. Enterprises have used these less expensive links for basic Internet and low priority traffic needs, and would use them for more if performance and reliability were better. Traditional WAN optimization solutions have been limited to expensive dedicated WAN connections such as MPLS, though that has started to change, and traditional WAN optimization techniques typically provide little or no benefit for certain types of traffic such as VDI, video and voice.

While VDI is often embraced as a way to improve control and security of applications at remote and branch offices, many VDI projects fail to realize full utilization due to persistent performance issues. In the 2013 EMA research report, [VDI Impact on Networks and Network Management: Challenges, Successes, and Best Practices](#), EMA discovered that factors such as the use of QoS and knowing the total bandwidth requirements for VDI went a long way towards achieving successful VDI deployments. The Talari solution does not rely on the traditional optimization techniques of compression and deduplication that do not benefit VDI traffic. Instead, the Talari solution collects and provides the metrics around both QoS and bandwidth traffic consumption, combined with the ability to automatically find the best path over the aggregated links for optimal performance.

The Talari solution enables companies to make use of broadband connectivity for more than just Internet access. Talari's QoS and traffic monitoring reports provide companies with valuable insights into the WAN connections between the datacenter and remote/branch offices. This information will provide much needed insight into traffic bandwidth usage, so network teams can manage and improve performance at remote/branch offices now and with future projects. The ability to use broadband connectivity for more than causal and non-business critical applications gives companies new options in how they deploy new applications and services. Talari appears to be well positioned to take advantage of this growing trend and will be a company to watch as enterprises look to balance cost savings with effective deployment solutions.

About Vendor to Watch

EMA Vendors to Watch are companies that deliver unique customer value by solving problems that had previously gone unaddressed or provide value in innovative ways. The designation rewards vendors that dare to go off the beaten path and have defined their own market niches.

About EMA

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