# FatPipe delivers SD-WAN over global network using Mode's technology

*By **Linda Hardesty**, Jul 30, 2019*

The San Francisco startup Mode.net has gained another SD-WAN vendor as a customer — FatPipe Networks. FatPipe will use Mode's SD-Core technology to deliver its SD-WAN service over a global network for corporate customers.

Mode uses a global private network — which it has patched together from partnerships with service providers and also with Ericsson — to deliver what Mode calls its software-defined core (SD-Core). Mode's SD-Core relies on private fiber links and 32 strategically placed POPs. Mode's software overlay can route traffic and dynamically adjust to network changes and traffic flows.

SD-WAN vendors, such as FatPipe, can then use Mode's network-as-a-service (NaaS) to provide their SD-WAN technology to enterprises that have geographically-dispersed needs. Enterprises are finding that SD-WAN saves them money because they can optimize their WAN traffic over a variety of connections from broadband, DSL, or wireless, avoiding having to run all their traffic over expensive MPLS connections.

Also, Mode's NaaS gives FatPipe and its customers a global footprint, which is something most MPLS providers can't deliver. Global customers get the benefit of a high-speed private network for real time applications such as VoIP, video, VPN and data, and financial transaction processing, as well as access to cloud applications such as Office 365, SAP, and Oracle.

FatPipe says its technology provides customers with the ability to reduce their WAN transmission needs by as much as 70% using a combination of WAN optimization, caching and other selective encryption techniques.

Another SD-WAN vendor, Versa Networks, also uses Mode's SD-Core to deliver its technology to enterprise customers.

Meanwhile, Aryaka is an SD-WAN vendor that differentiates itself with its global private network. Mode CEO Paul Dawes said, "I think Aryaka is probably the easiest to understand in comparison to what we're doing." But, Aryaka is itself an SD-WAN vendor,

while Mode focuses on its overlay technology to offer its NaaS.

In addition to Versa and FatPipe, Mode is working with about six as-yet-unnamed SD-WAN vendors, added Dawes.