
AWS
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NOV. 28 – DEC. 2, 2022 | LAS VEGAS, NV

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PRT214

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Intelligent cloud networking: Create simplicity, remove complexity

Rod Stuhlmuller
VP Solutions Marketing
Aviatrix

George Buckman
Senior Network Architect
Gainwell Technologies

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Agenda

Who is Aviatrix?

Business-critical applications driving enterprise requirements for business-critical cloud networking

Aviatrix Intelligent Cloud Networking

Fireside chat with Aviatrix customer – Gainwell Technologies

Q&A

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Gartner Shortlists Aviatrix

"Organizations looking for advanced networking functionality missing from native public cloud providers and/or those that desire a consistent networking console across multiple public cloud providers ***should shortlist Aviatrix****"*

Cool Vendors in Cloud Networking
Published April 16, 2021

Gartner®

aviatrix TECHNOLOGY Fast 500™ 2022 Recipient Awarded by Deloitte LLP

Aviatrix Named #146 on the Deloitte Technology Fast 500

AMERICA'S FASTEST-GROWING Inc. 5000 PRIVATE COMPANIES

Aviatrix Named One of the 2022 Inc. 5000 Fastest-Growing Private Companies in America

top startups for the enterprise CNBC 2022

Aviatrix: 2022 CNBC Top Startups for the Enterprise

GLOBEE® AWARDS 2022 GLOBEE AWARDS SILVER WINNER INFORMATION TECHNOLOGY

Aviatrix Brings Home the Gold in the 17th Annual 2022 Information Technology Awards for Best IT Company of the Year for IT Cloud/SaaS

FUTURIOM FUTURE OF CLOUD TECH

Aviatrix Named Leader in 2022 Futuriom Secure Multicloud Networking Report

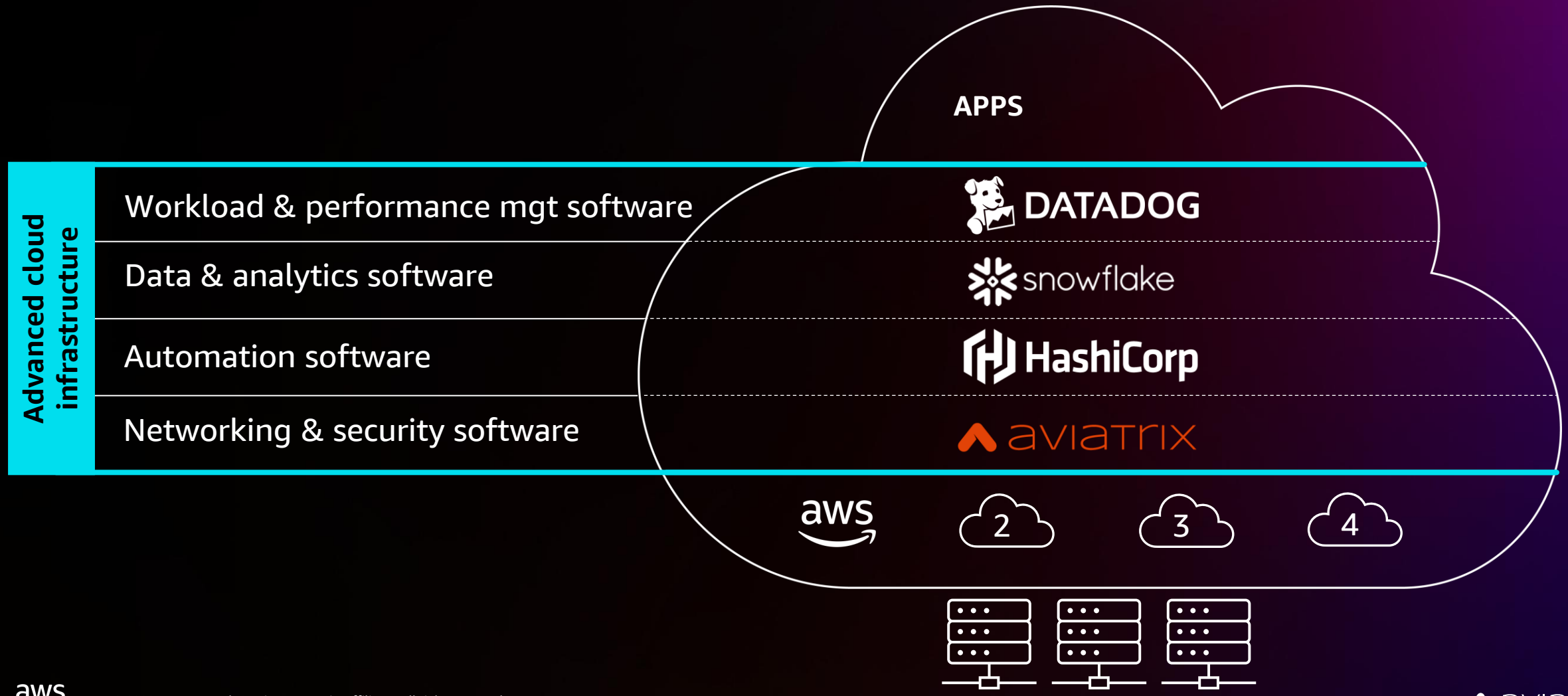
2022 AWARDS

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Business-critical applications require business-critical infrastructure



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Intelligent Cloud Networking



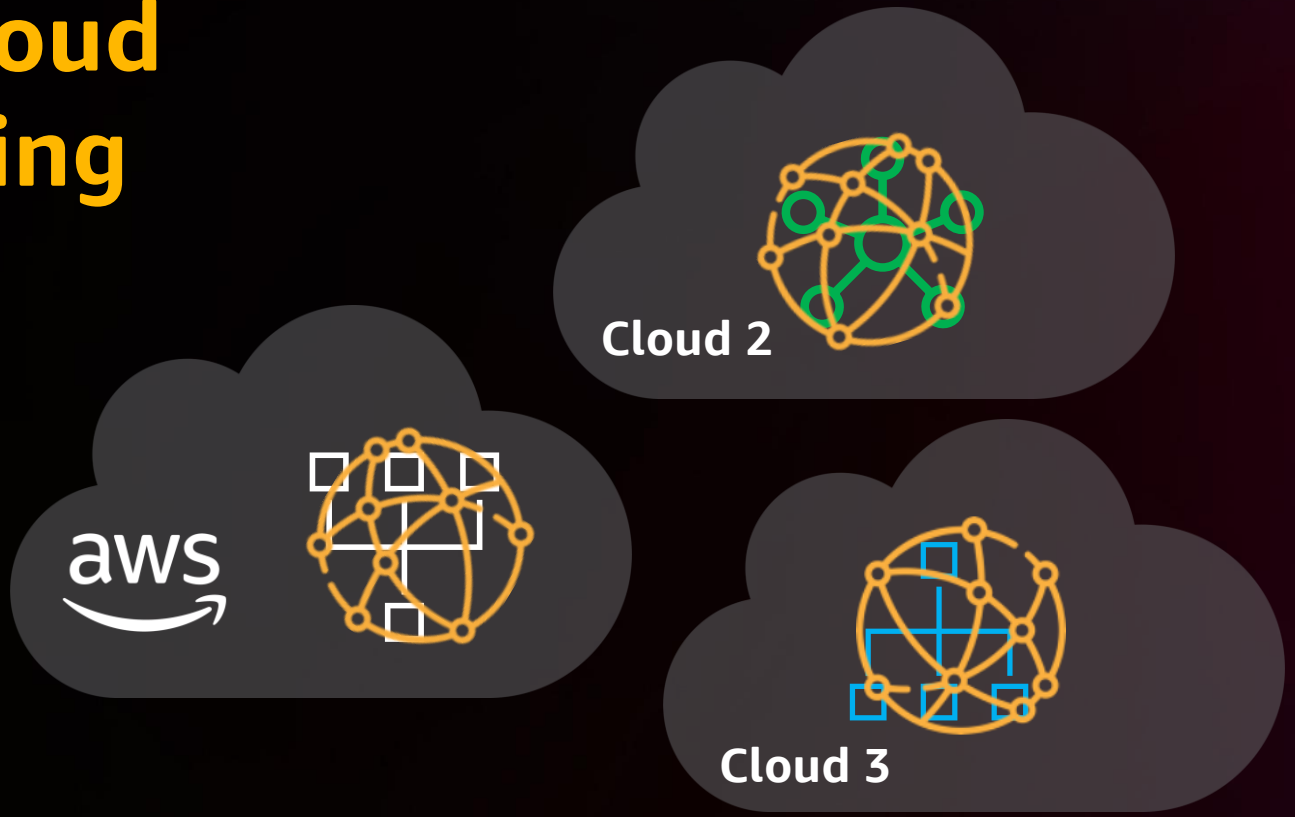
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What is it?

Aviatrix upgrades native cloud networking software



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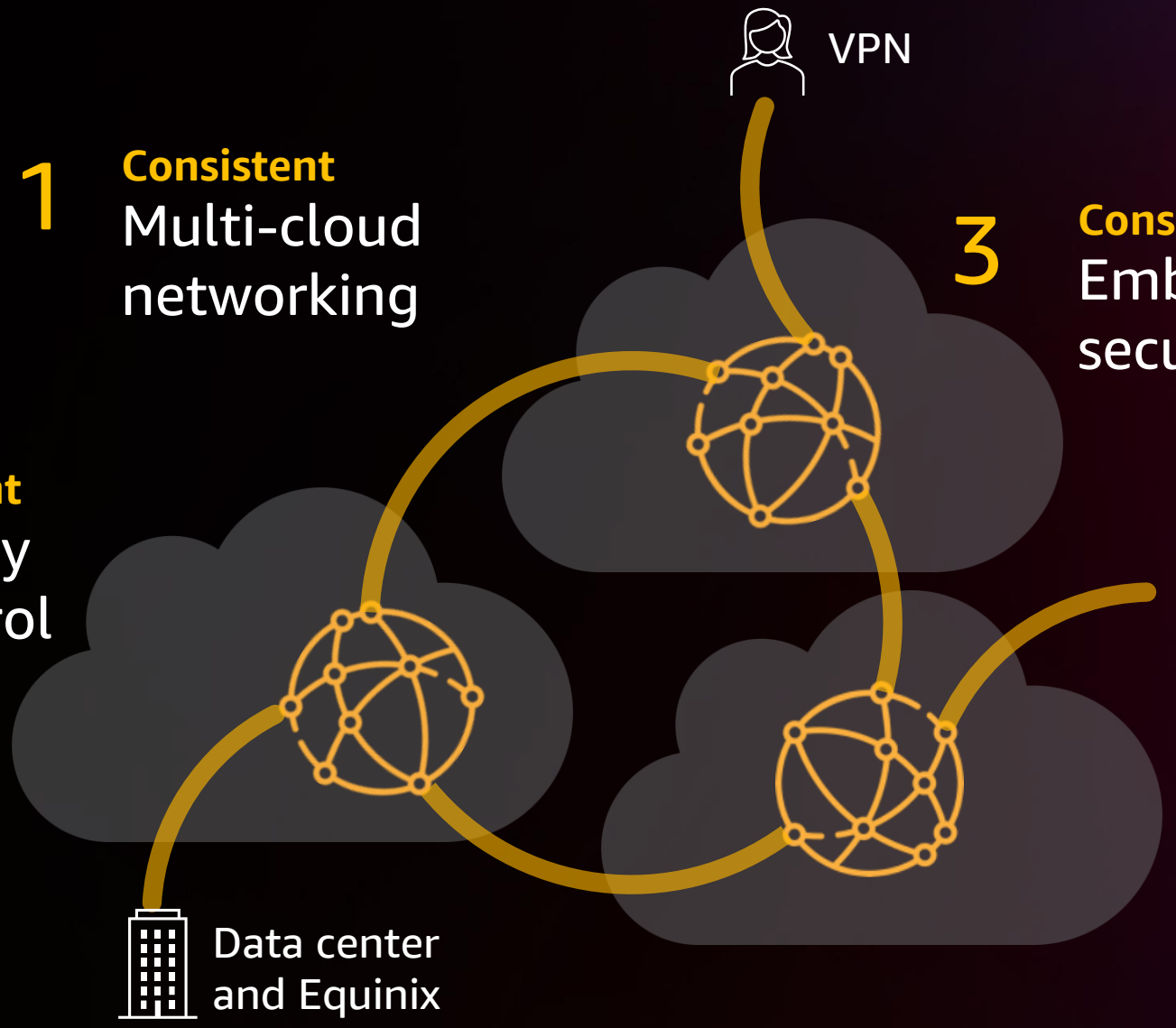
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1 **Consistent**
Multi-cloud networking

2 **Consistent**
Visibility & control

3 **Consistent**
Embedded security

4 **Consistent**
Multi-cloud automation



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Why customers buy Aviatrix



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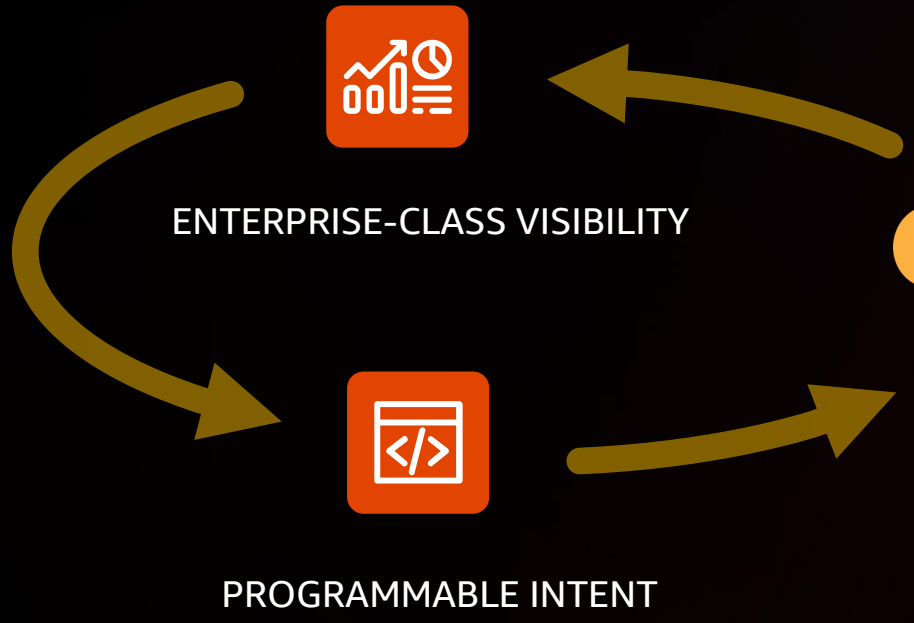
What makes Aviatrix unique?



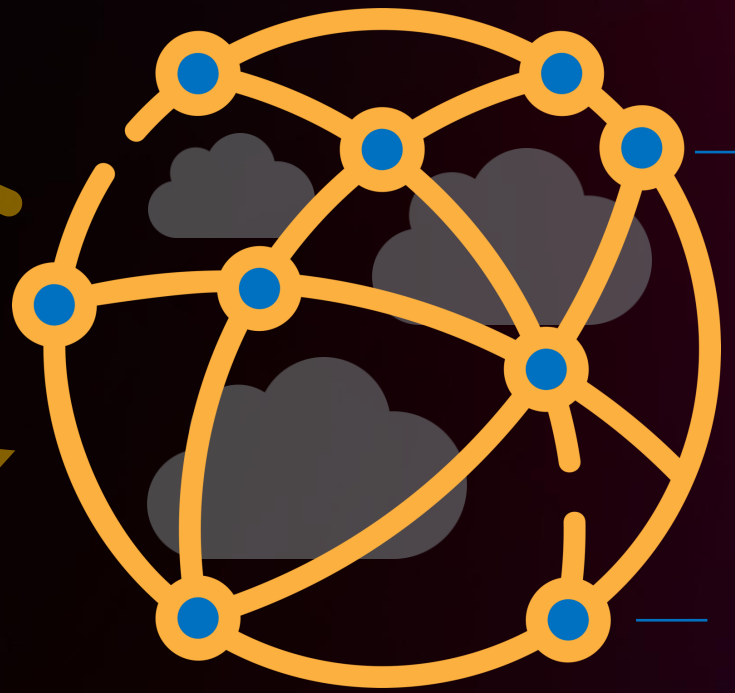
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The platform

Aviatrix CoPilot



Aviatrix AirSpace



Multi-cloud network data plane

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Aviatrix AirSpace | It’s your cloud network

Embedded telemetry

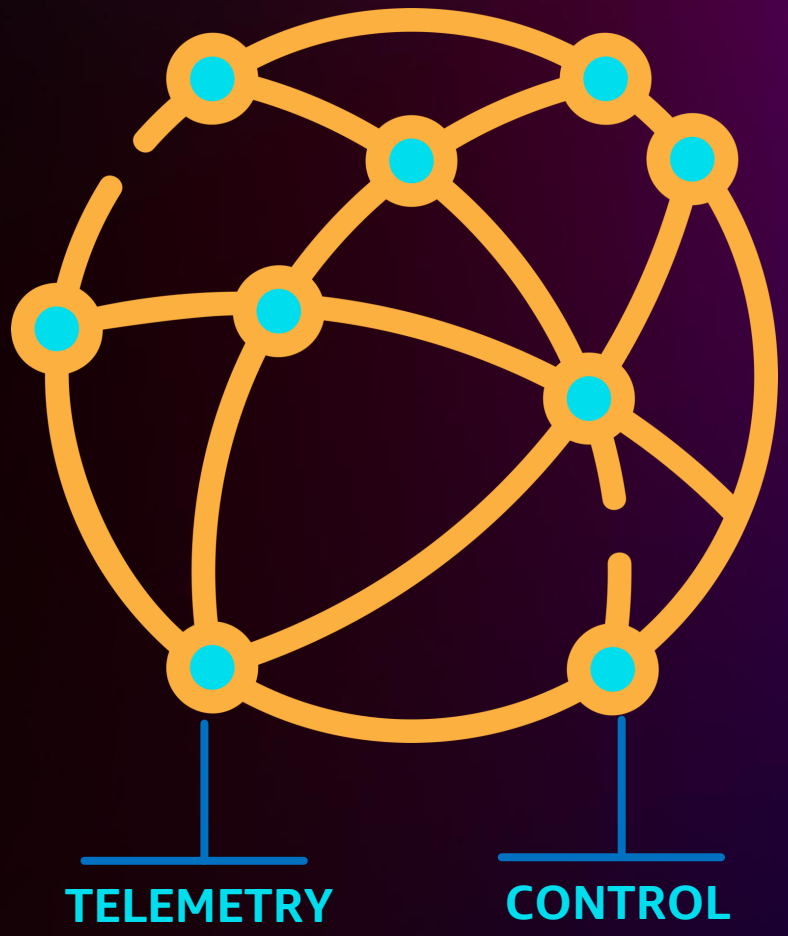
See virtually everything

- Network traffic telemetry
- Security telemetry
- Cost telemetry
- Application telemetry

Distributed control

Control virtually everything

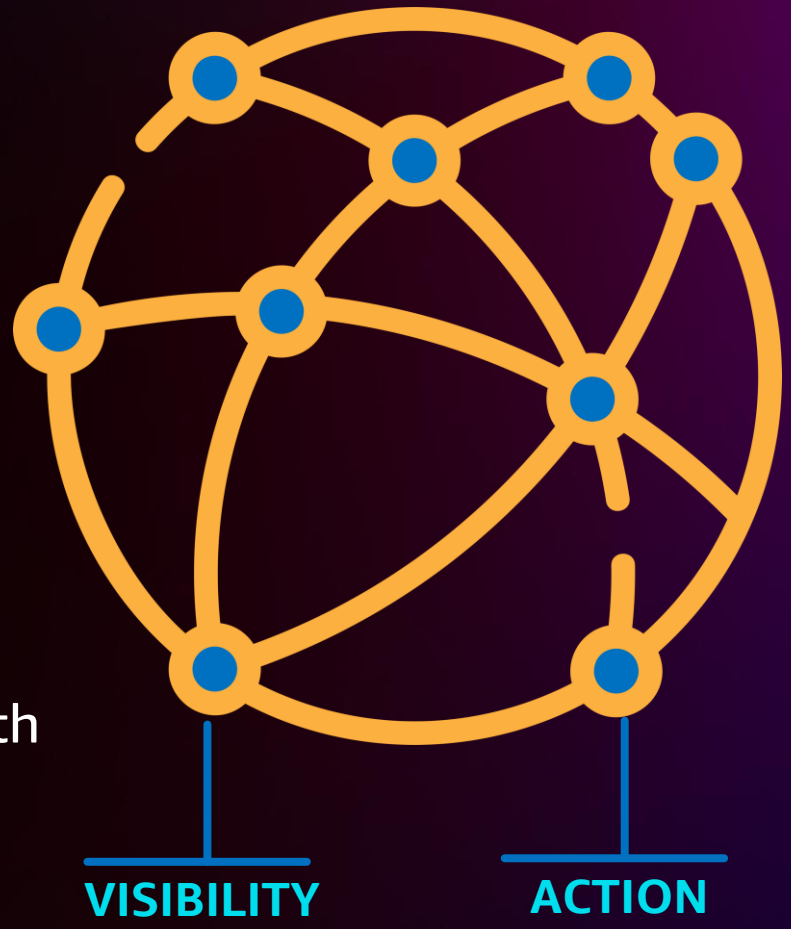
- Distributed firewalling
- Intelligent traffic control



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Aviatrix CoPilot | Programmable intent

IF < DEFINED TRAFFIC IS SEEN >
THEN < EXECUTE INTENDED ACTION >



Security actions

Block or allow
Network segmentation
Micro segmentation
Domain name filtering
Threat detection and mitigation
Anomaly detection

Traffic control actions

Optimize path
Low-cost path
High-performance path
Packet capture
Log for audit
Honey pot

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Aviatrix CoPilot | Programmable intent

Programmable intent

Threat detection

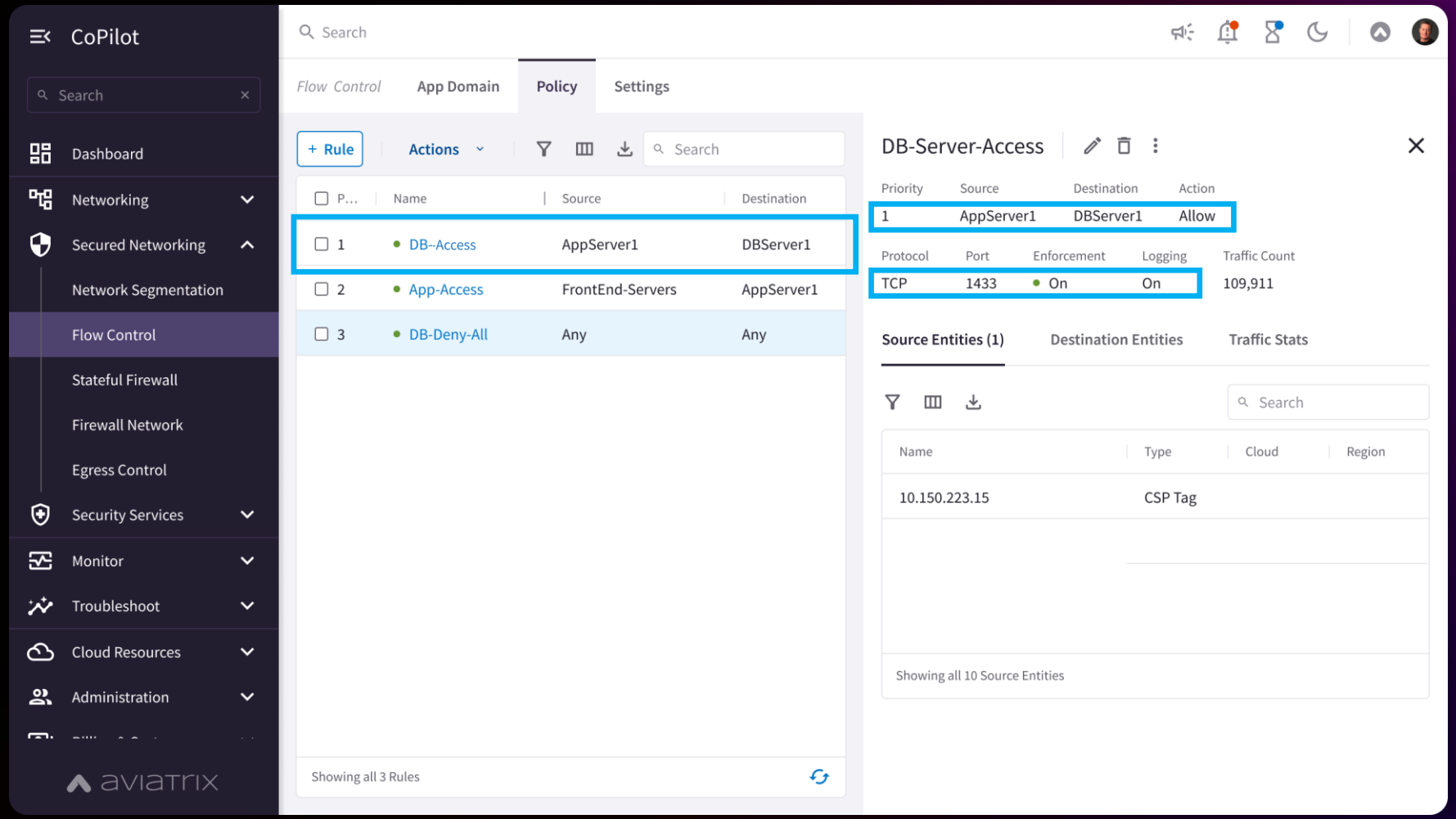
Topology

Flows analytics

Audit and reporting

Troubleshooting

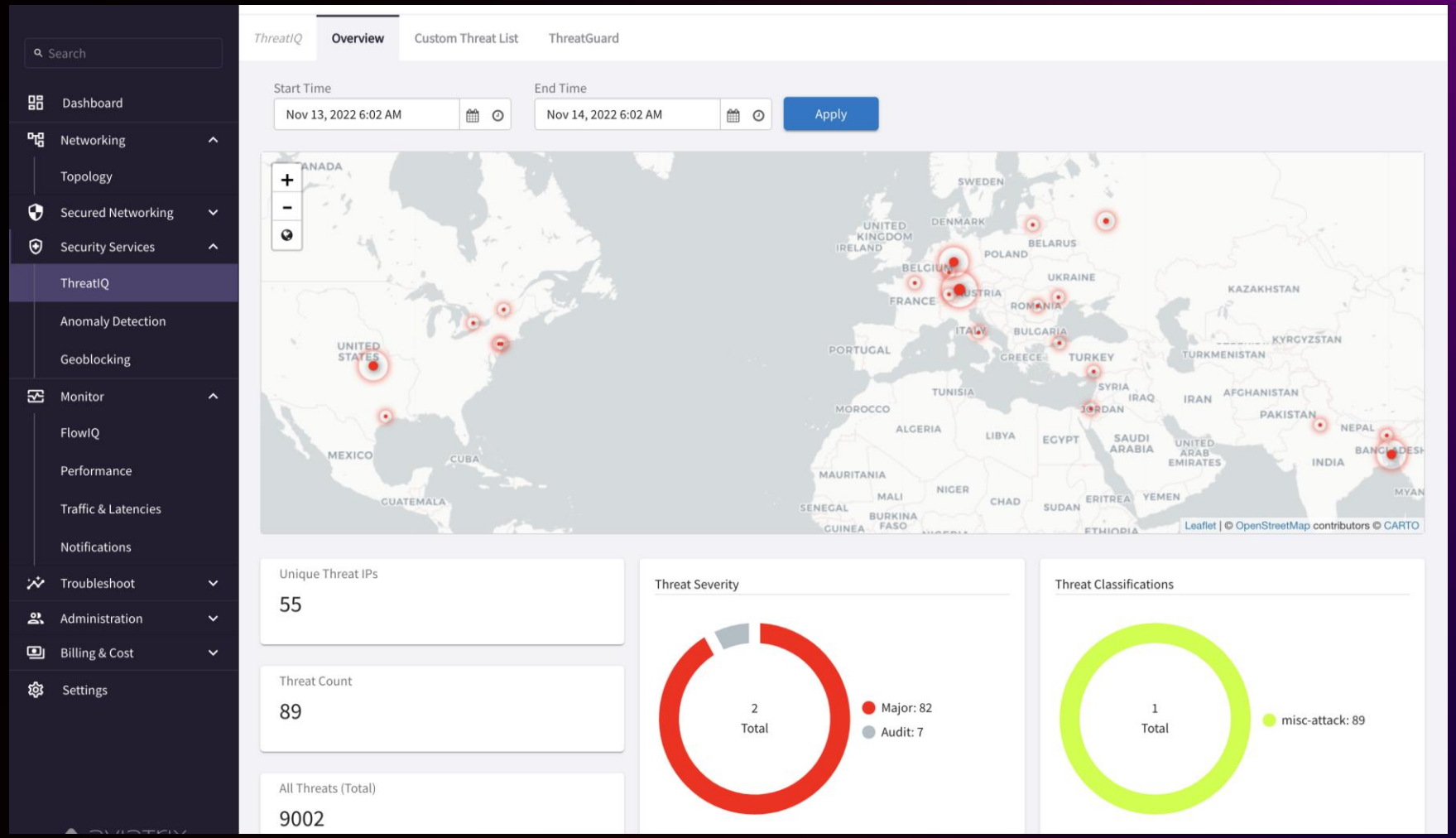
CostIQ



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CoPilot | Visibility

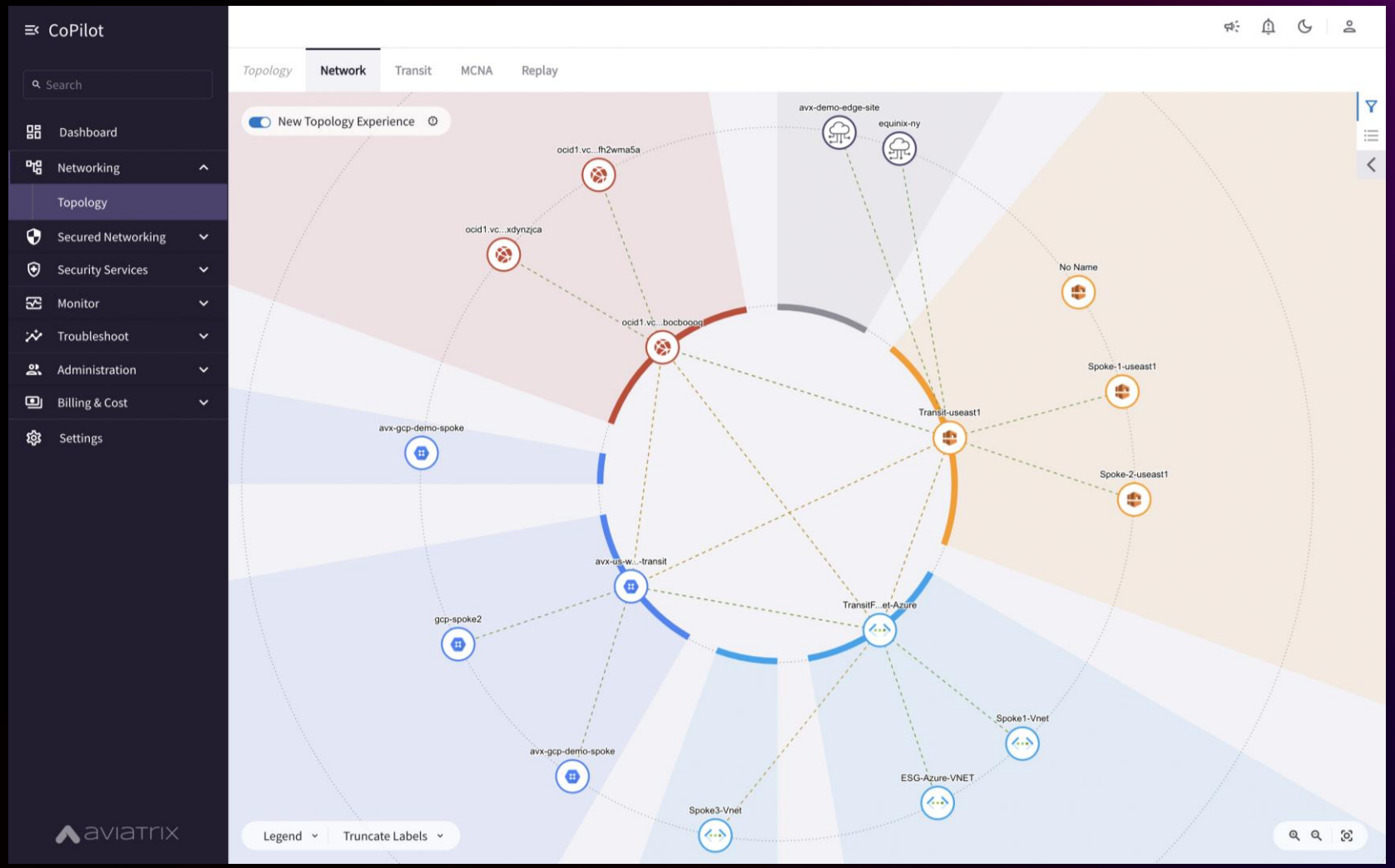
- Programmable intent
- **Threat detection**
- Topology
- Flows analytics
- Audit and reporting
- Troubleshooting
- CostIQ



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CoPilot | Visibility

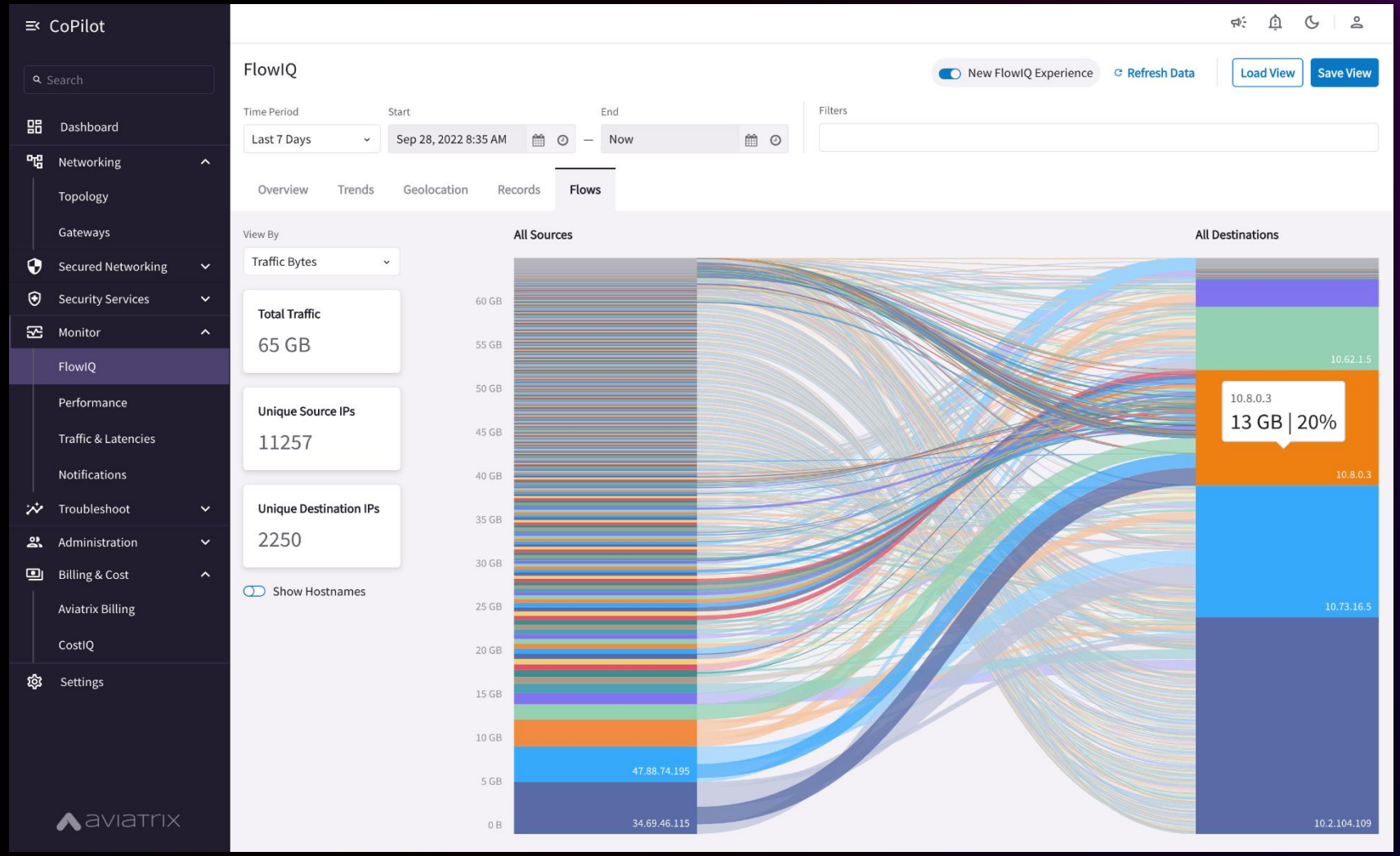
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CoPilot | Visibility

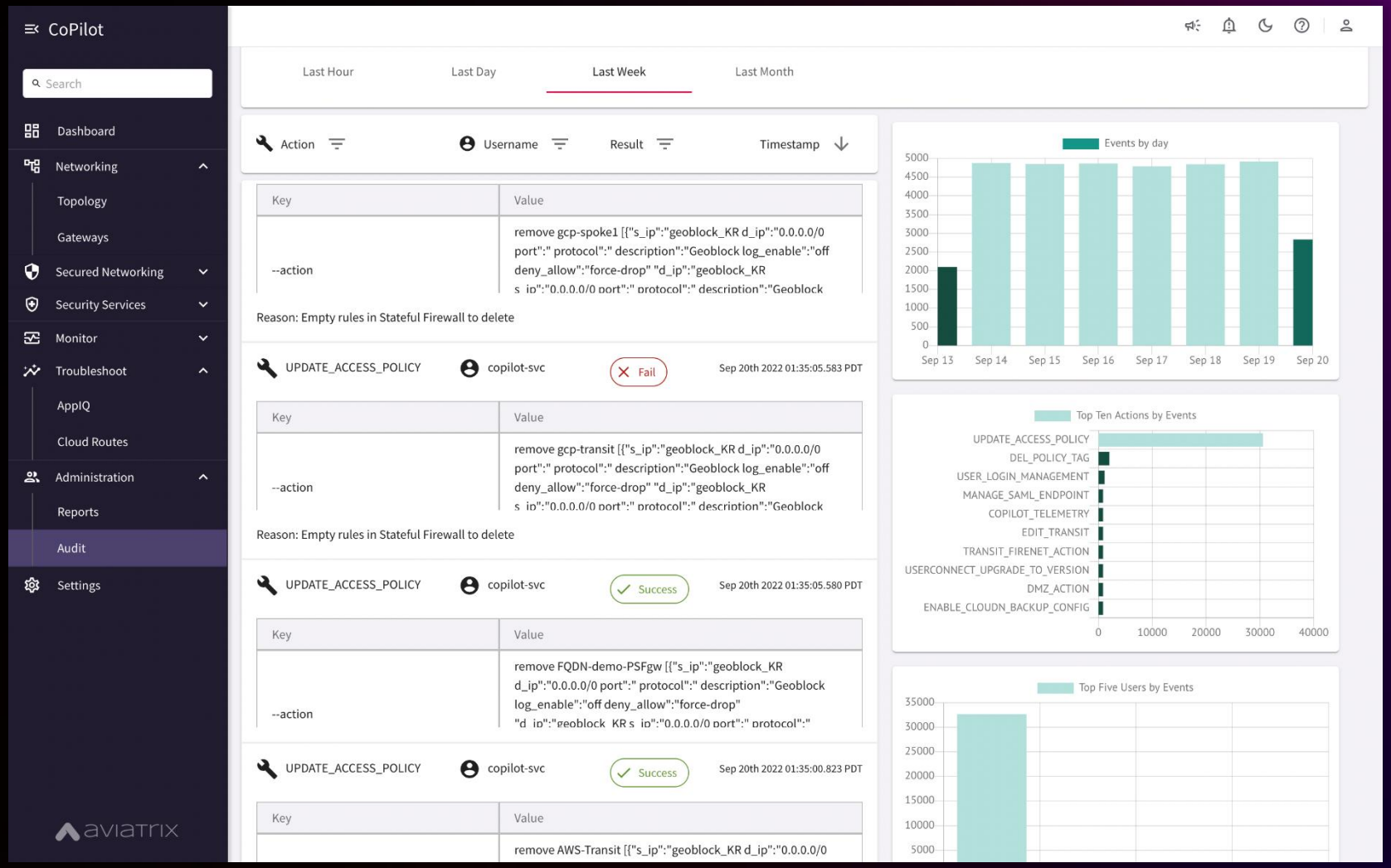
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CoPilot | Visibility

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CoPilot | Visibility

Programmable intent

Threat detection

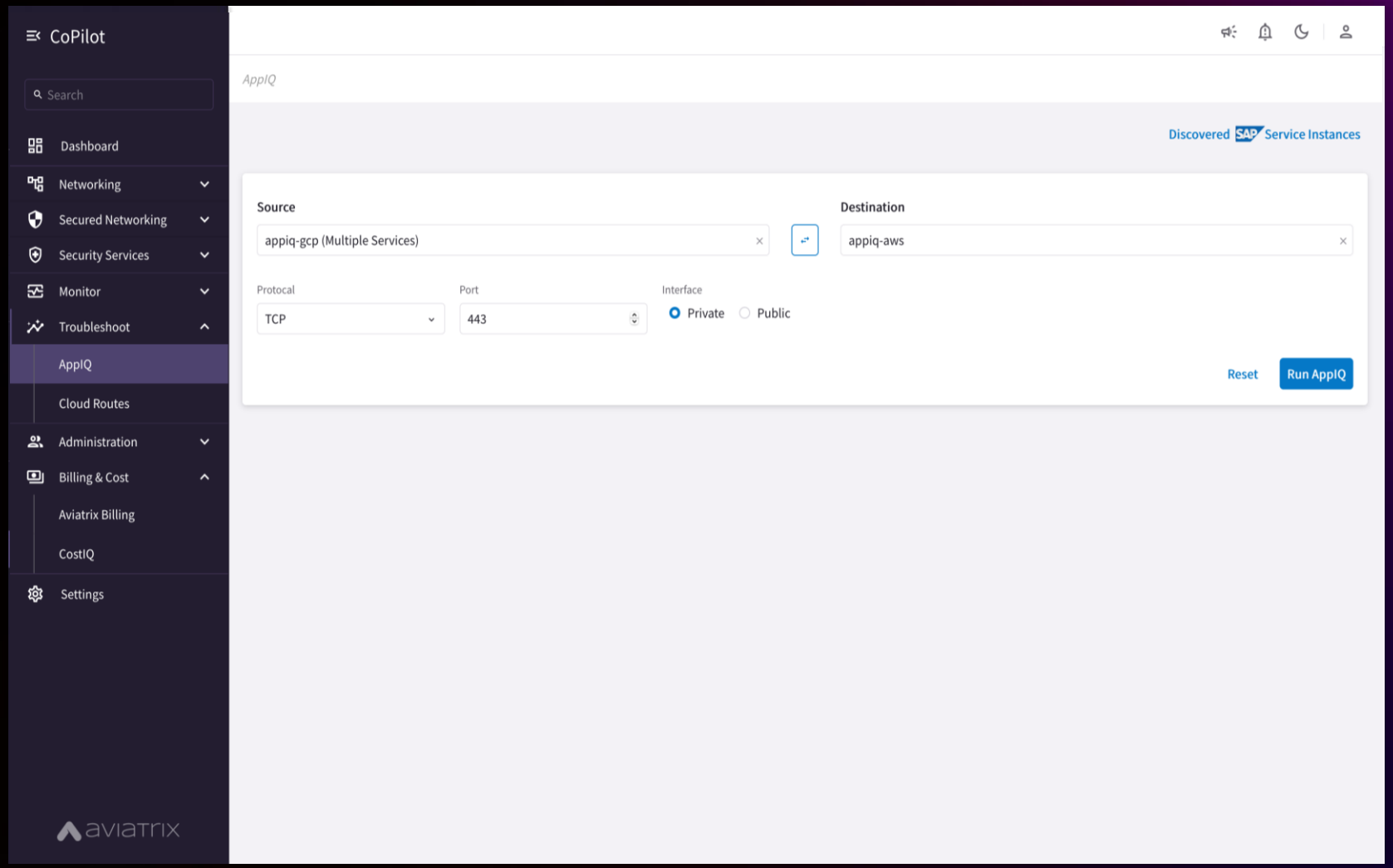
Topology

Flows analytics

Audit and reporting

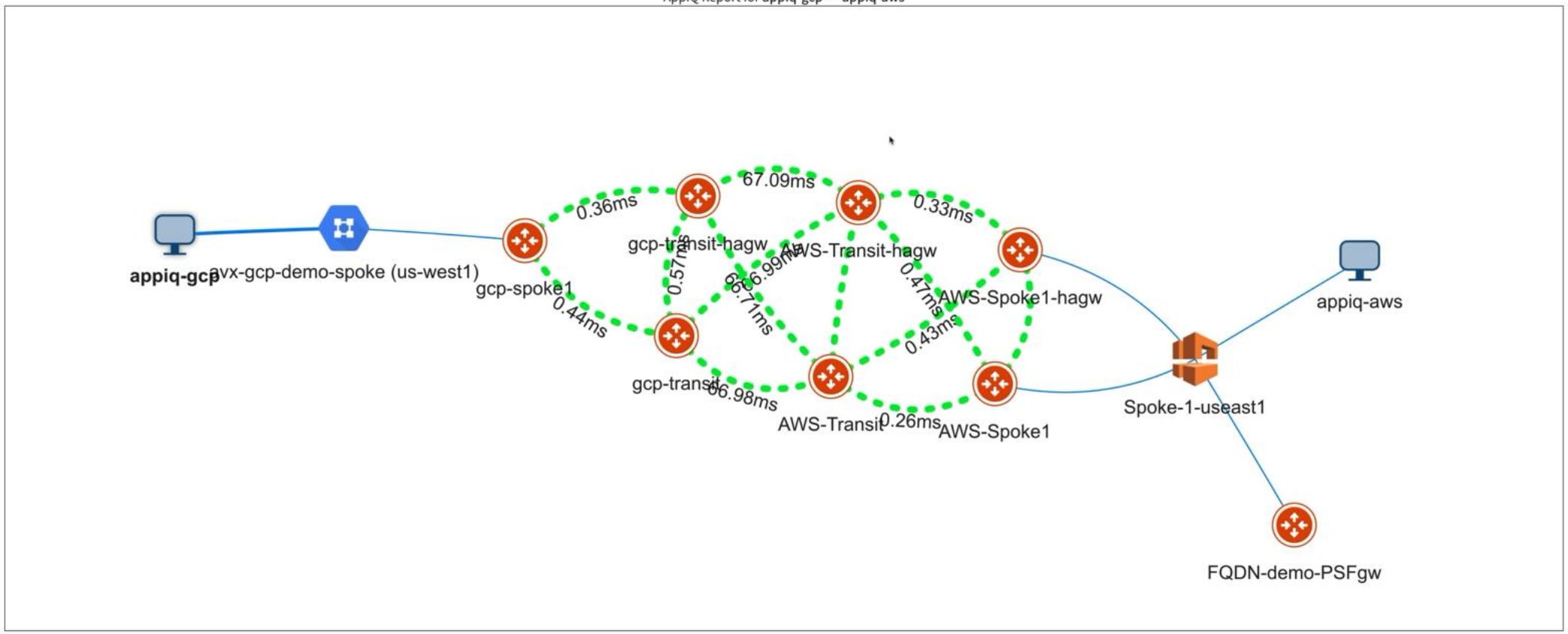
Troubleshooting

CostIQ



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AppIQ Report for **appiq-gcp** => **appiq-aws**

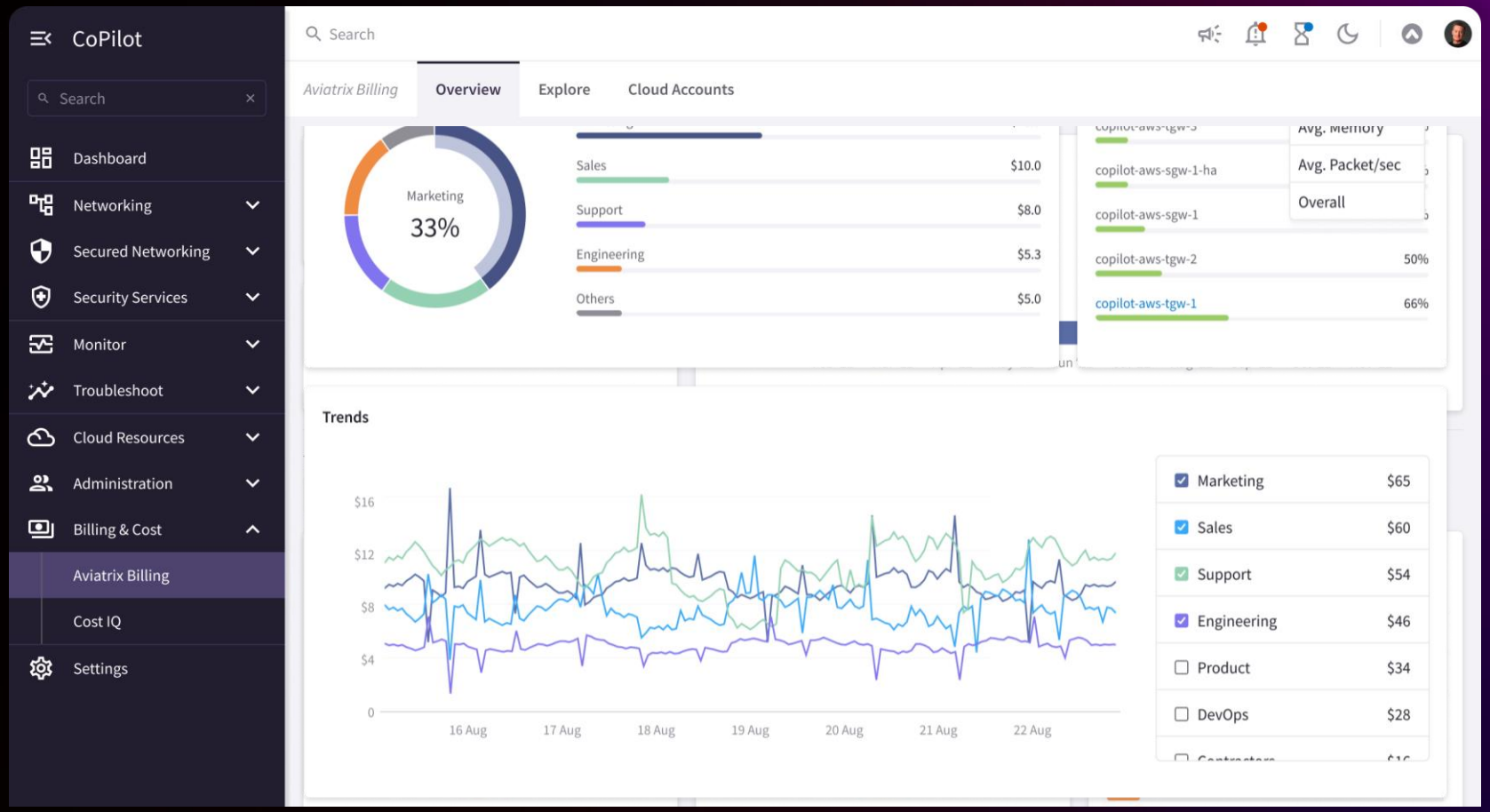


Aviatrix Gateway Latencies

Source Gateway	Destination Gateway	Latency
AWS-Spoke1-hagw	AWS-Transit	0.43ms
AWS-Spoke1-hagw	AWS-Transit-hagw	0.33ms
AWS-Spoke1	AWS-Transit	0.26ms
AWS-Spoke1	AWS-Transit-hagw	0.47ms
AWS-Transit-hagw	gcp-transit	66.99ms
AWS-Transit-hagw	gcp-transit-hagw	67.09ms

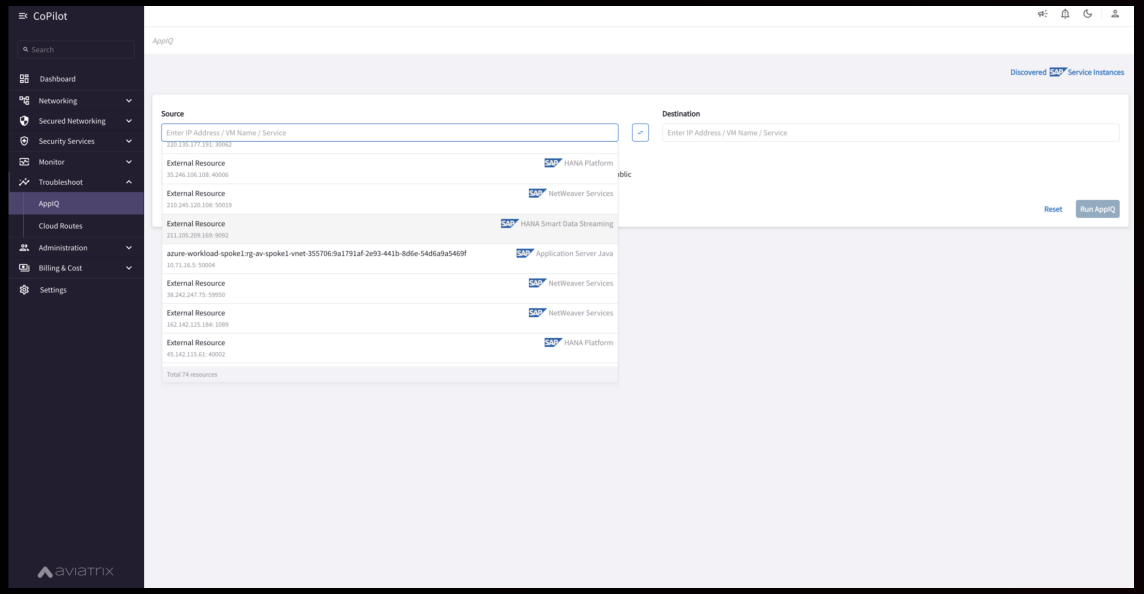
CoPilot | Visibility

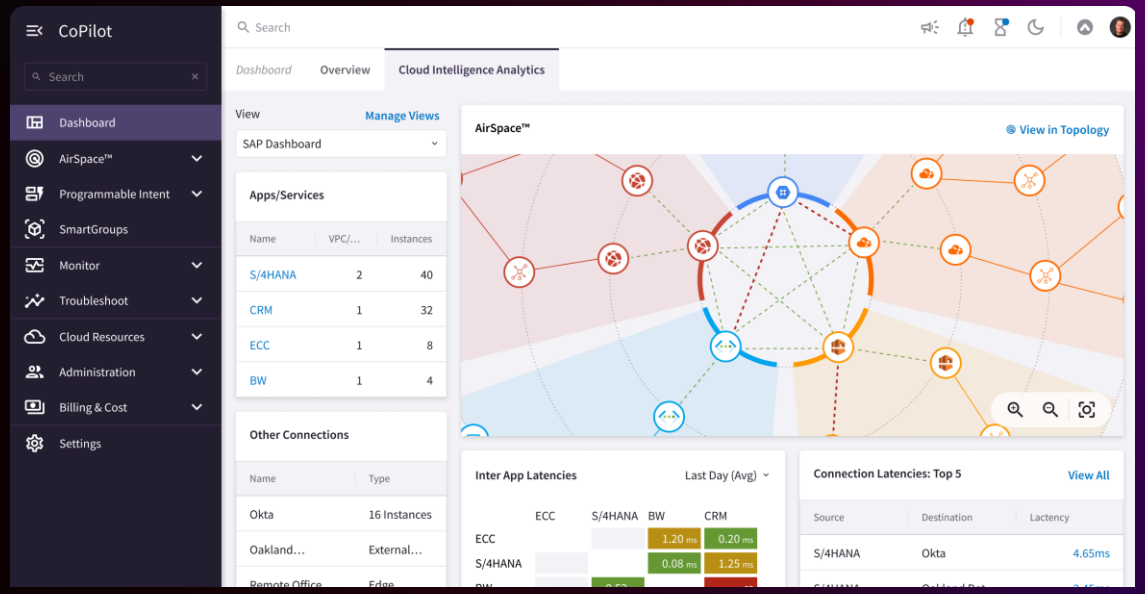
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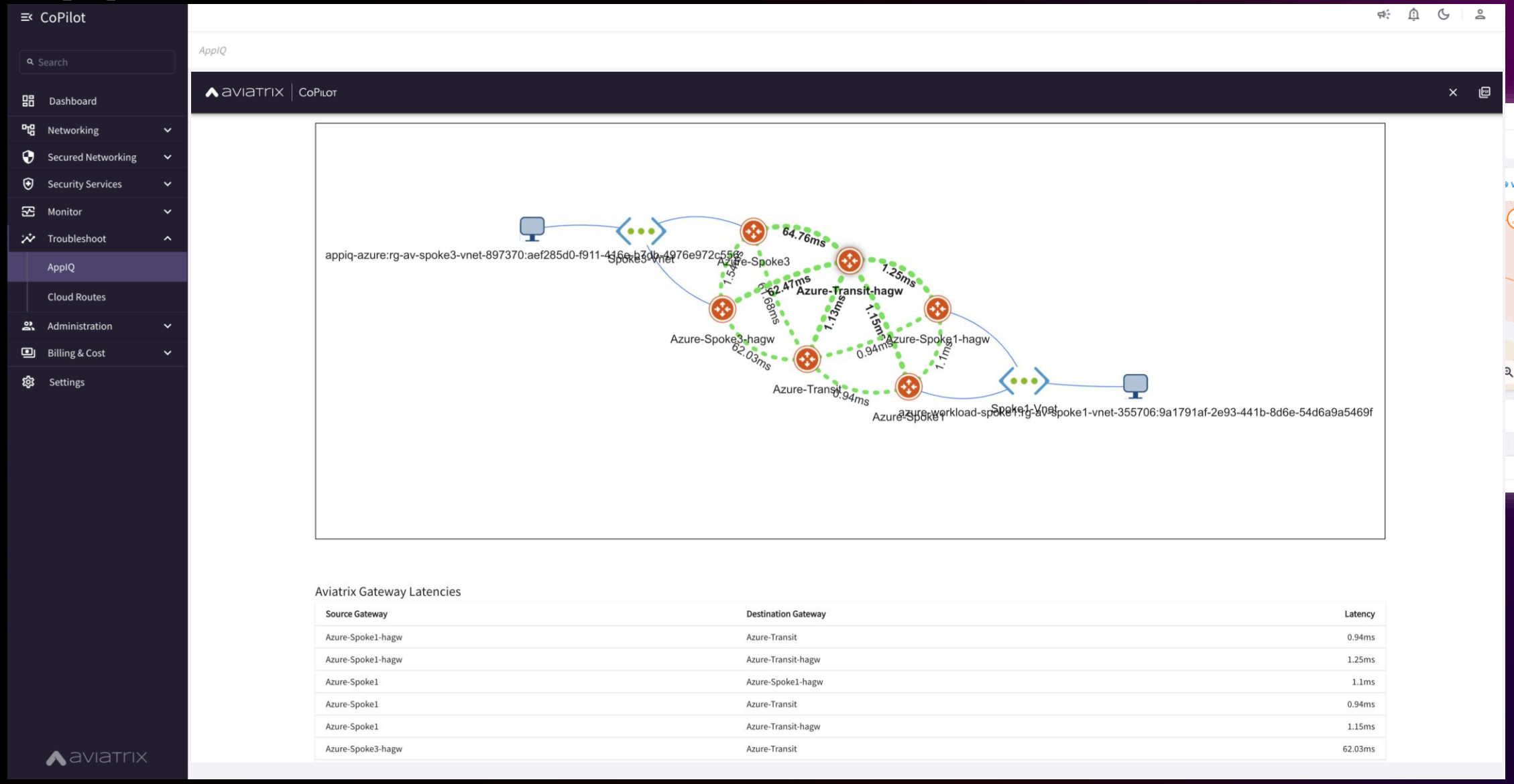
Built for SAP





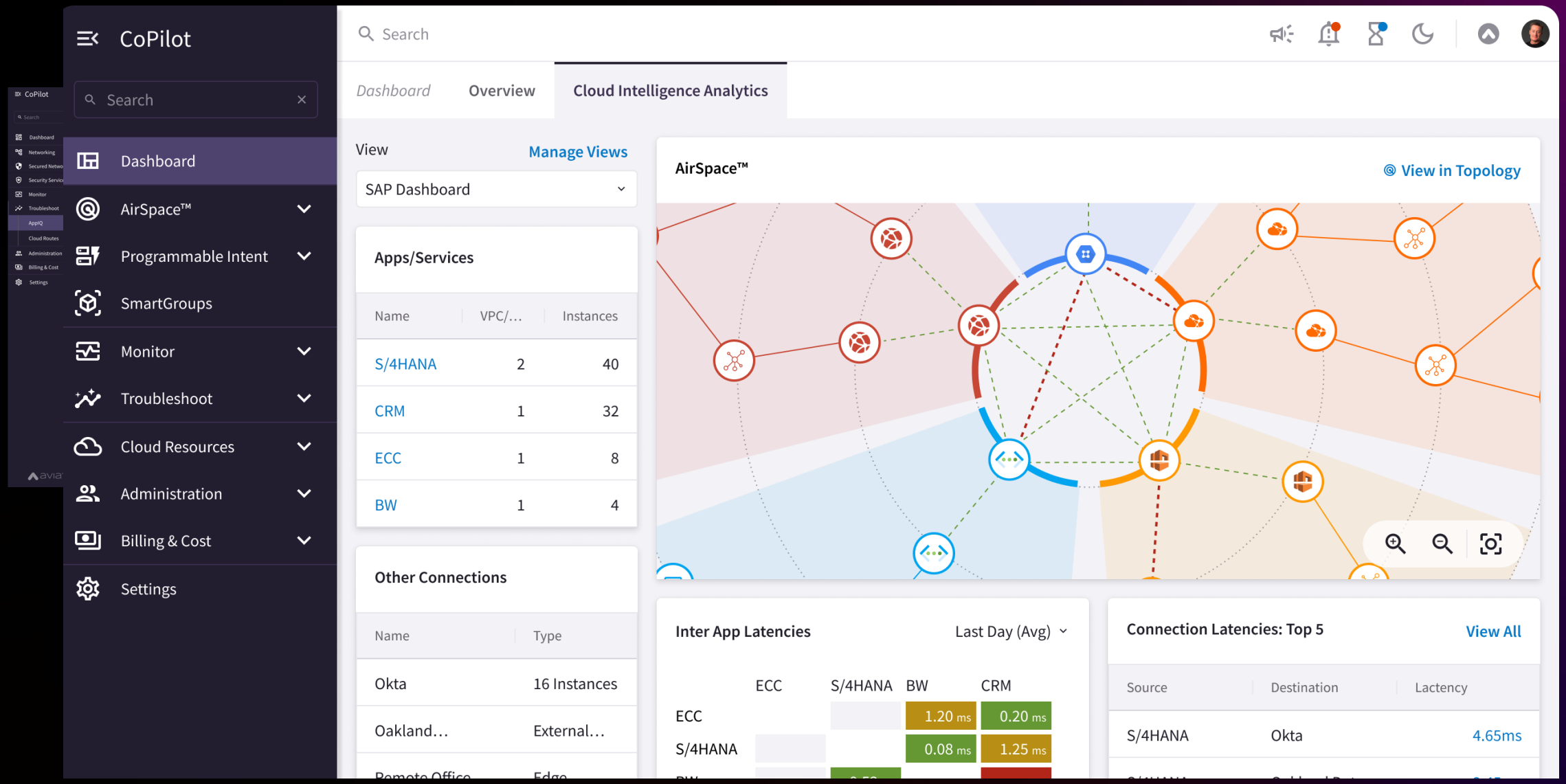
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AppIQ for SAP



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AppIQ for SAP Dashboard



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Fireside chat

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Gainwell Technologies

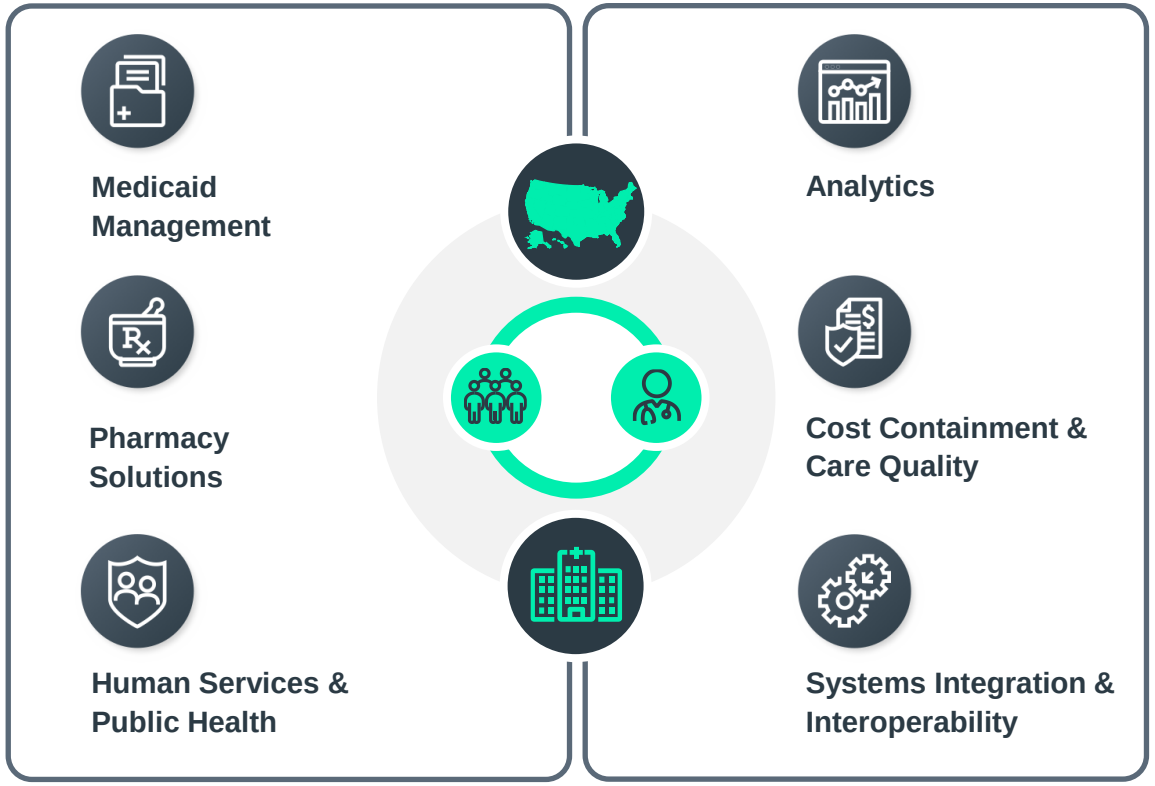
Let’s get to know each other



Who We Are & Who We Serve

- Gainwell is a leading provider of cloud technology solutions vital to the administration and operations of health and human services programs.
- We offer clients scalable and flexible solutions for their most complex challenges. These capabilities make us a trusted partner for organizations seeking reliability, innovation, and transformational outcomes.
- With more than 50 years of proven experience, Gainwell has earned its reputation for service excellence and unparalleled industry expertise.
- Our clients include Medicaid agencies, Health & Human Services agencies, commercial health plans and managed care organizations, and Federal agencies such as the Centers for Medicare & Medicaid Services.

Gainwell Overview & Key Statistics



#1
Medicaid services provider

51
U.S. states and territories are clients

50+
Years of experience

~58M
Medicaid beneficiaries supported

250+
Commercial clients

>10K
Employees

41M
Managed care population covered

3M
Providers served annually

1.6B
Immunization records maintained, covering 149M lives

5.5B
In savings annually

1.3B
Claims processed annually

1B
Encounters managed annually

Fireside chat with Gainwell Technologies



George Buckman
Senior Network Architect

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Rod Stuhlmuller
VP Solutions Marketing

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