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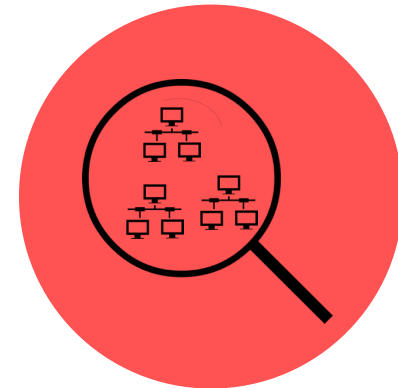
## How SaaS Providers are solving Multi-Cloud Networking & Security Challenges with Aviatrix

Overlapping IP, Policy Based Zero Trust Network Segmentation & Isolation, Service Insertion & Chaining with Automation, Visibility & Control

# Aviatrix Secure Cloud Network



Accelerate Migration  
Drive **Business Innovation** and **Growth**



Increase **Control, Visibility, and Efficiency**  
Gain Unprecedented **Reliability**



Reduce **Business Risk** with improved  
**Segmentation, Audit** and **Governance**



Bridge the Skills and Talent Gap  
**Reduce Tech Debt**

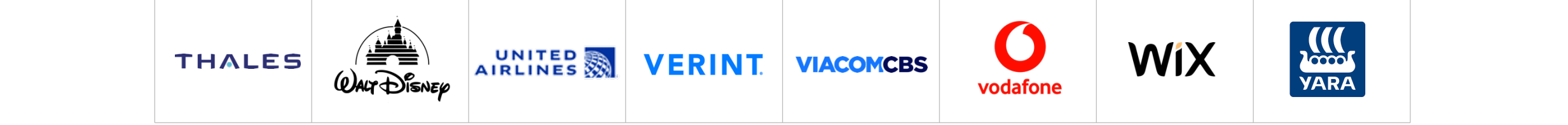
“

Aviatrix boasted business agility with a secure cloud and global architecture, integrated with multiple public clouds.

”

Splunk

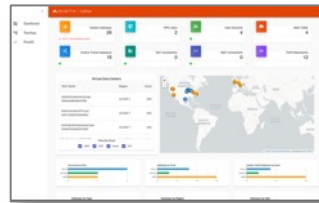
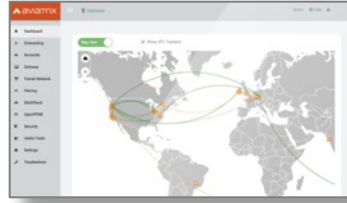
# Enterprises Choose Aviatrix for Secure Cloud Networking



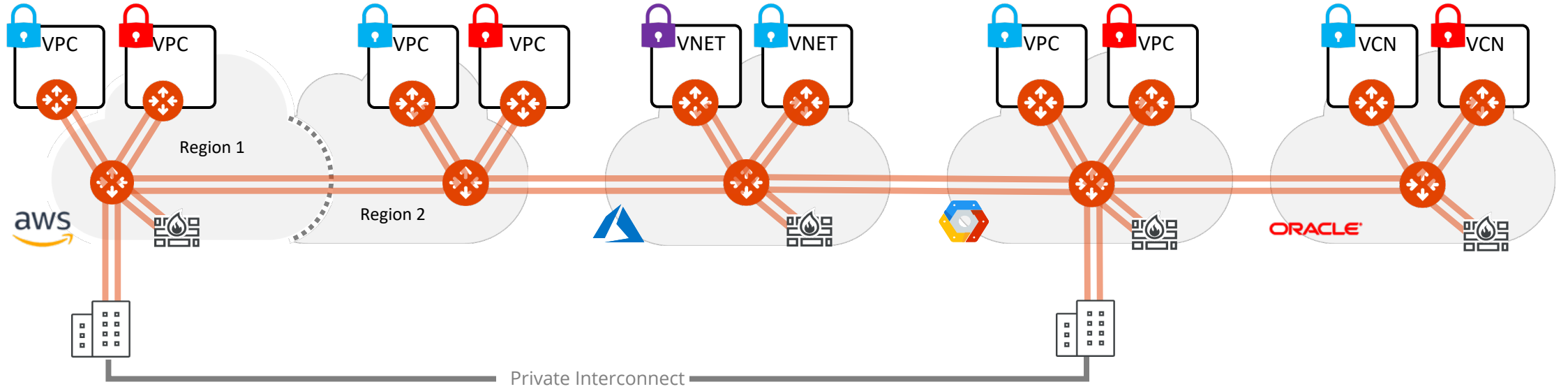


**Multi-Cloud Native Networking and Network Security**

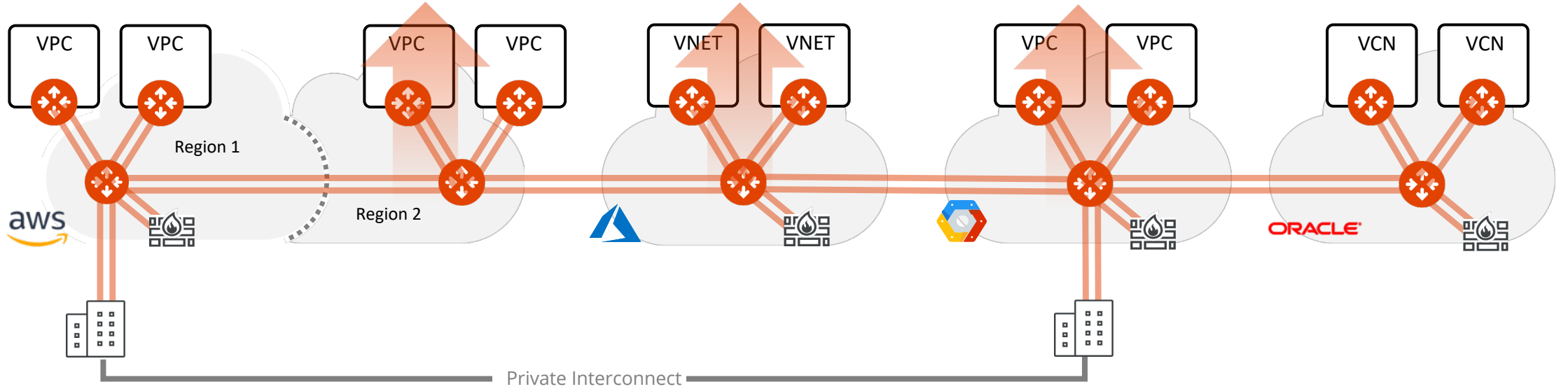
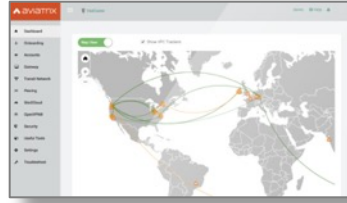
Aviatrix  
Controller



Consistent Secure Network and Automation



Aviatrix  
Controller



# Palo Alto Networks and Aviatrix Joint Solution Details

## SaaS Providers Common Challenges

- Enterprise class networking, repeatable architecture, control and operational visibility in the cloud
- Overlapping IP with customer environment
- Complete Customer Segregation
- Consistent regulatory compliance, security policies, governance, audit, automated threat detection and remediation



Multi-Cloud network and network security platform providing control, visibility and simplicity

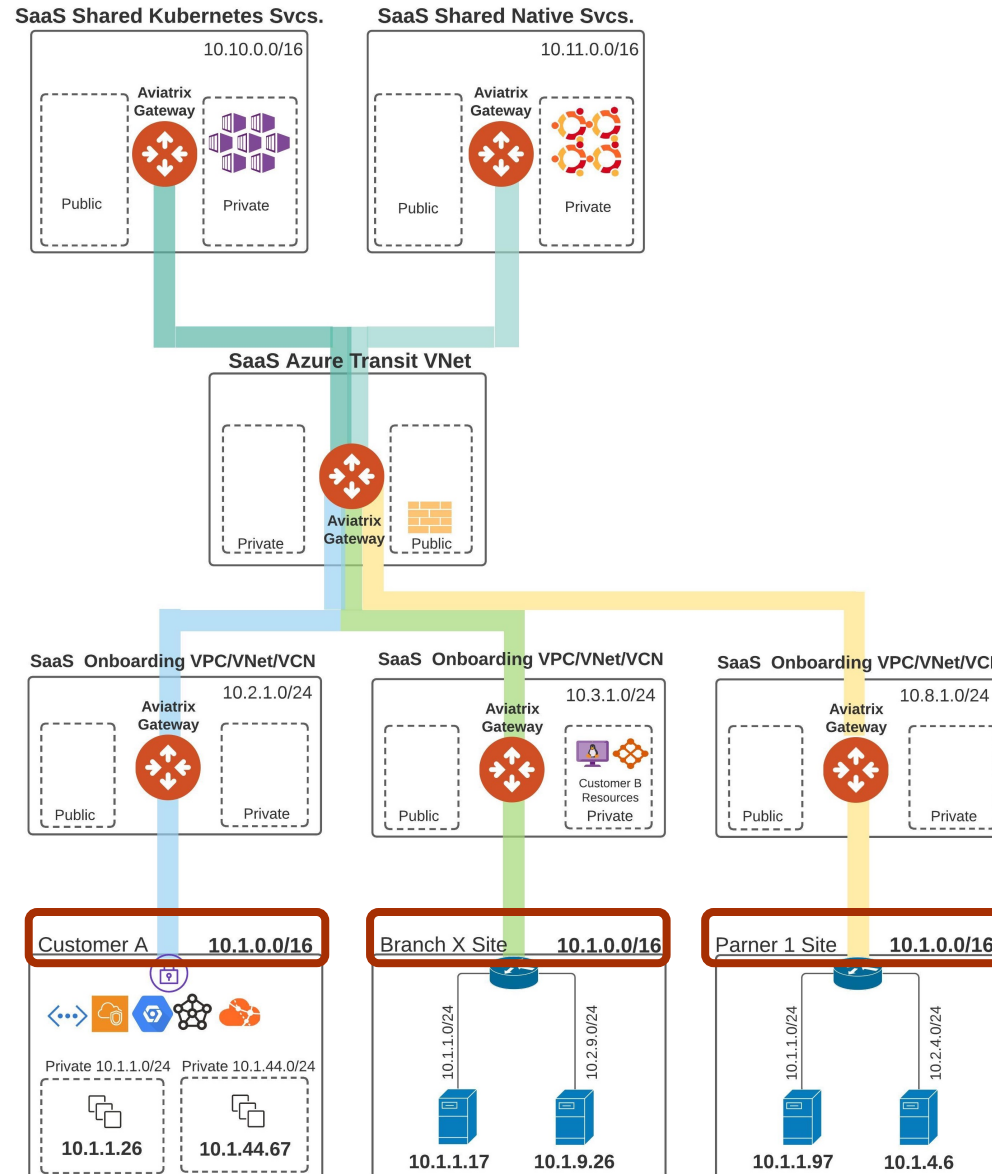


Next generation firewall (NGFW) on-prem and in the cloud



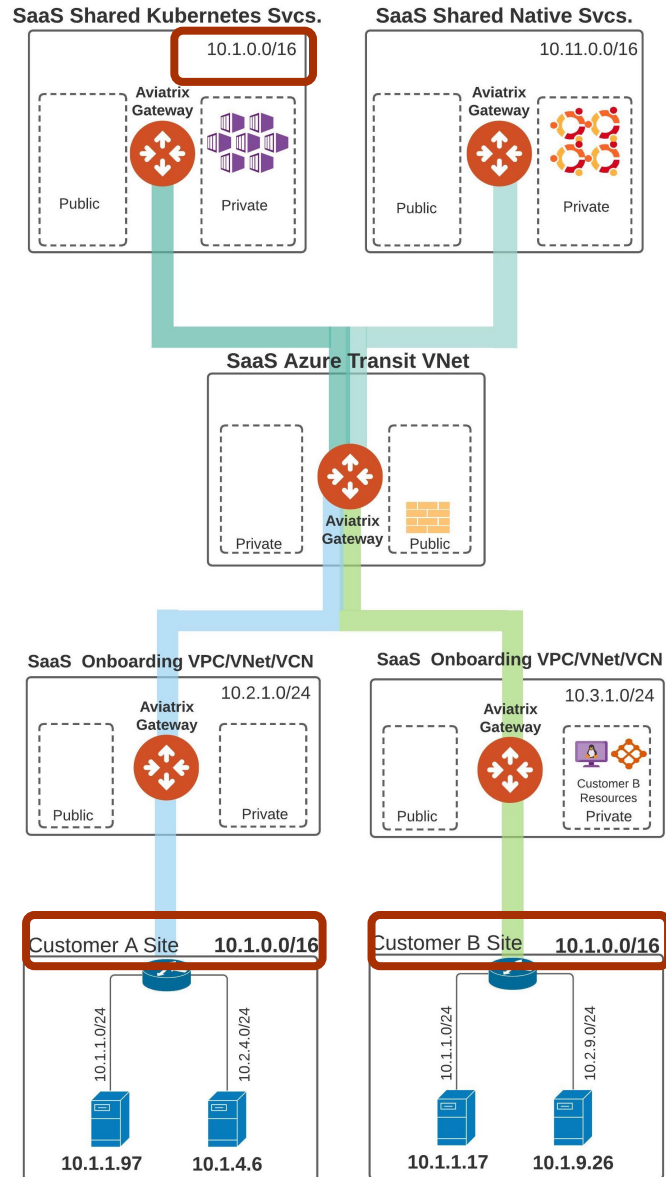
# SaaS Providers Challenges

## Overlapping IPs - End-Customers/Partners/Branches



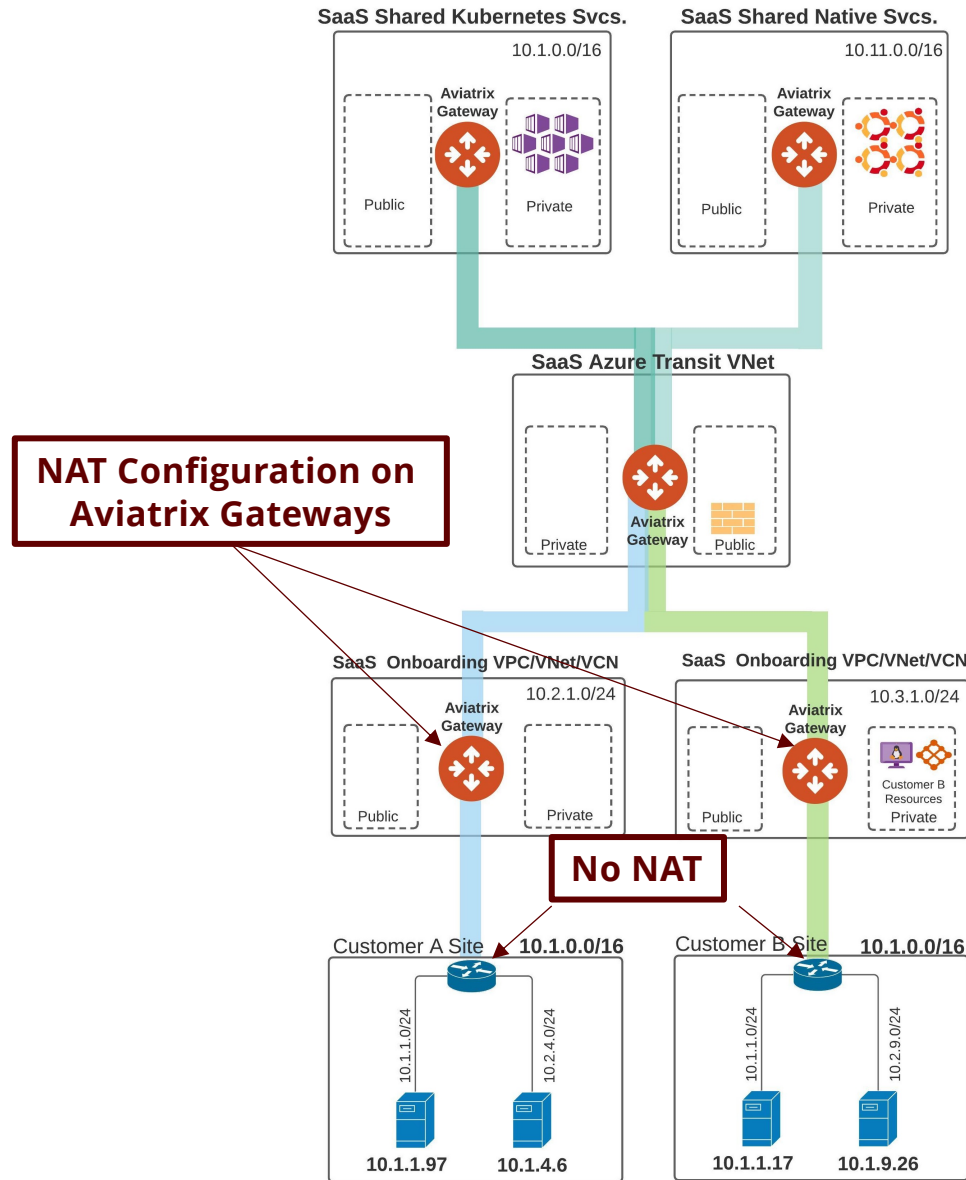
# SaaS Providers Challenges

## Overlapping IPs - End-Customers & SaaS Provider



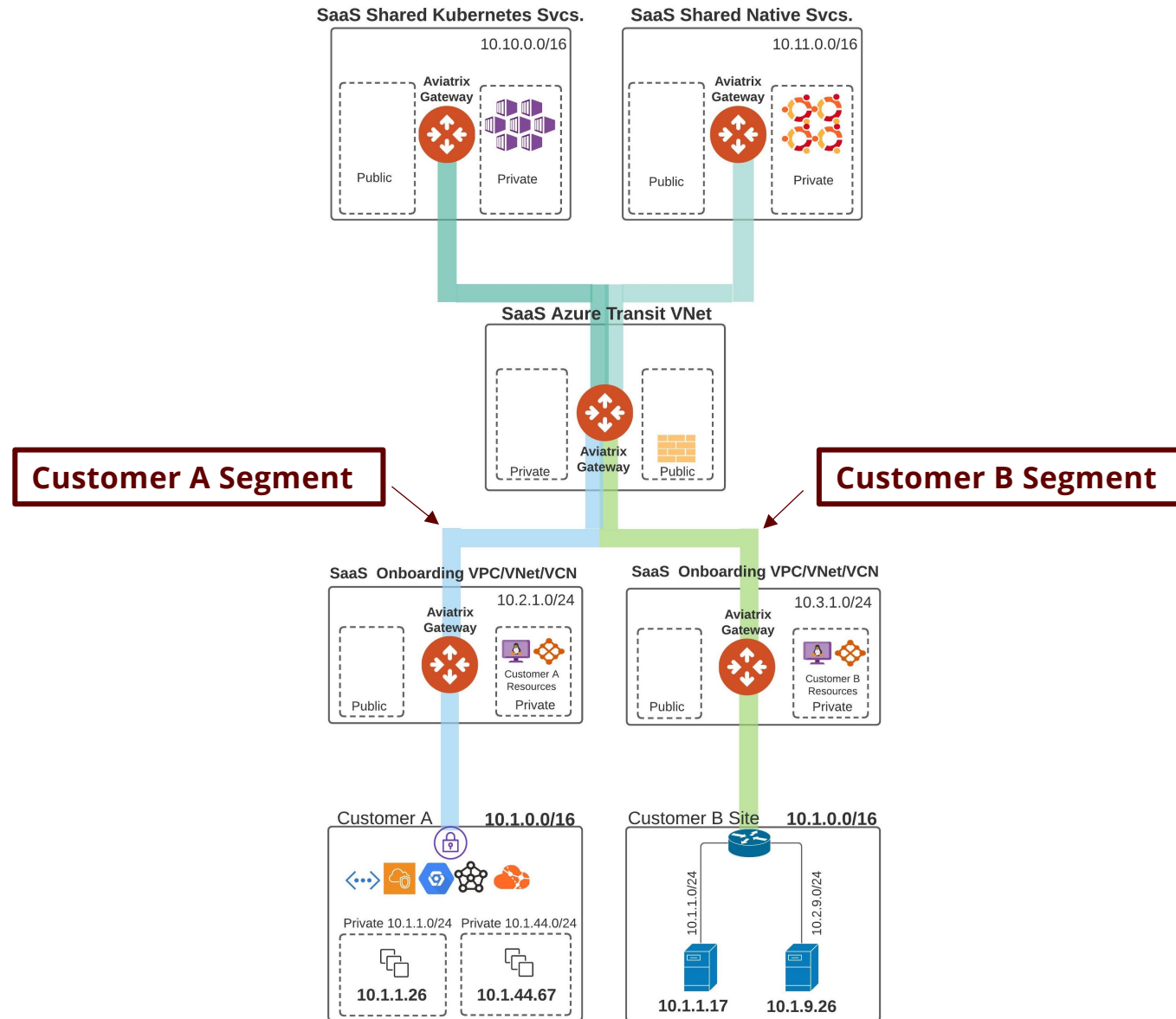
# SaaS Providers Challenges

Overlapping IPs – No NAT Configurations on the End-Customers Devices



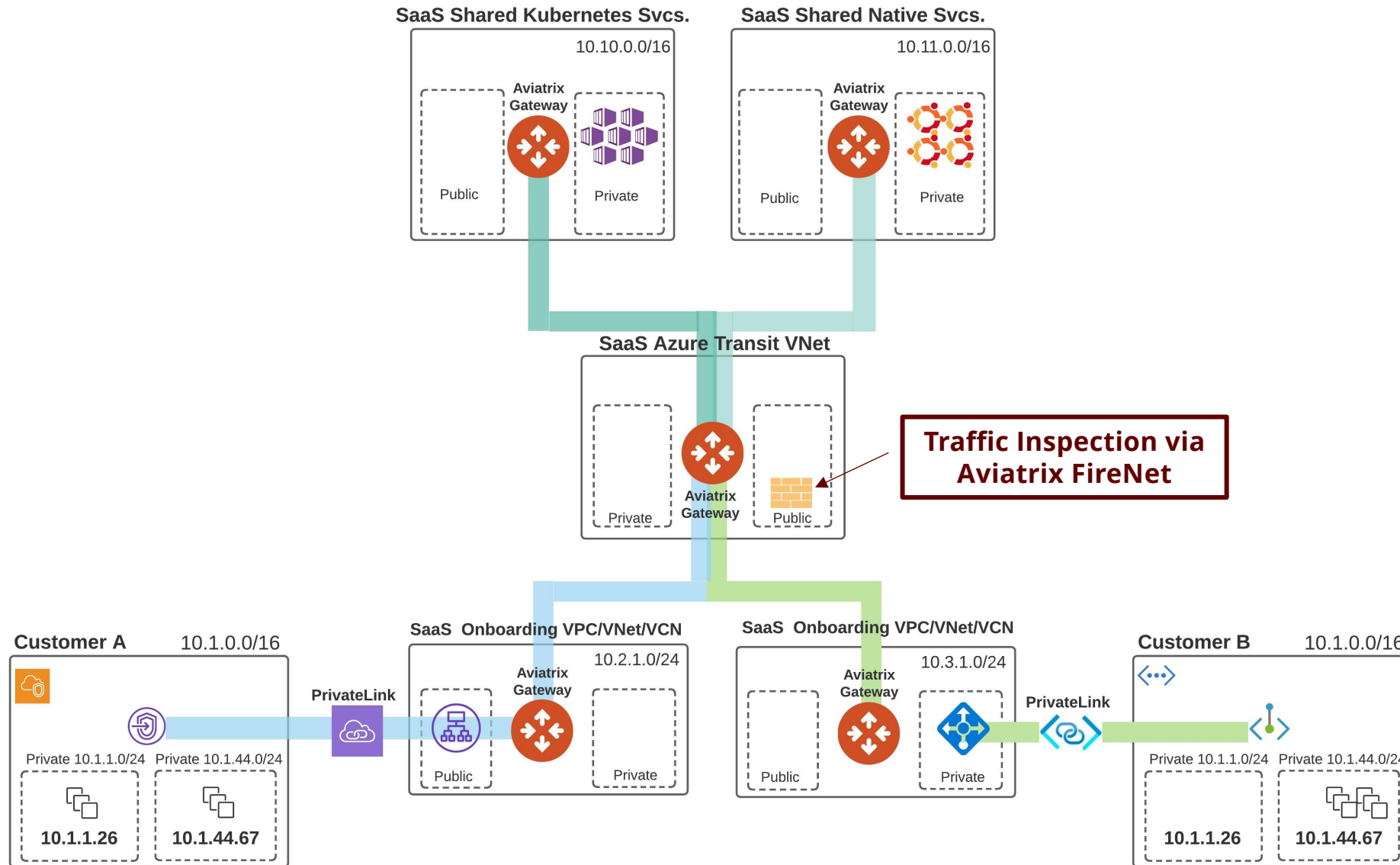
# SaaS Providers Challenges

## End-to-End Segregation Between End-Customers



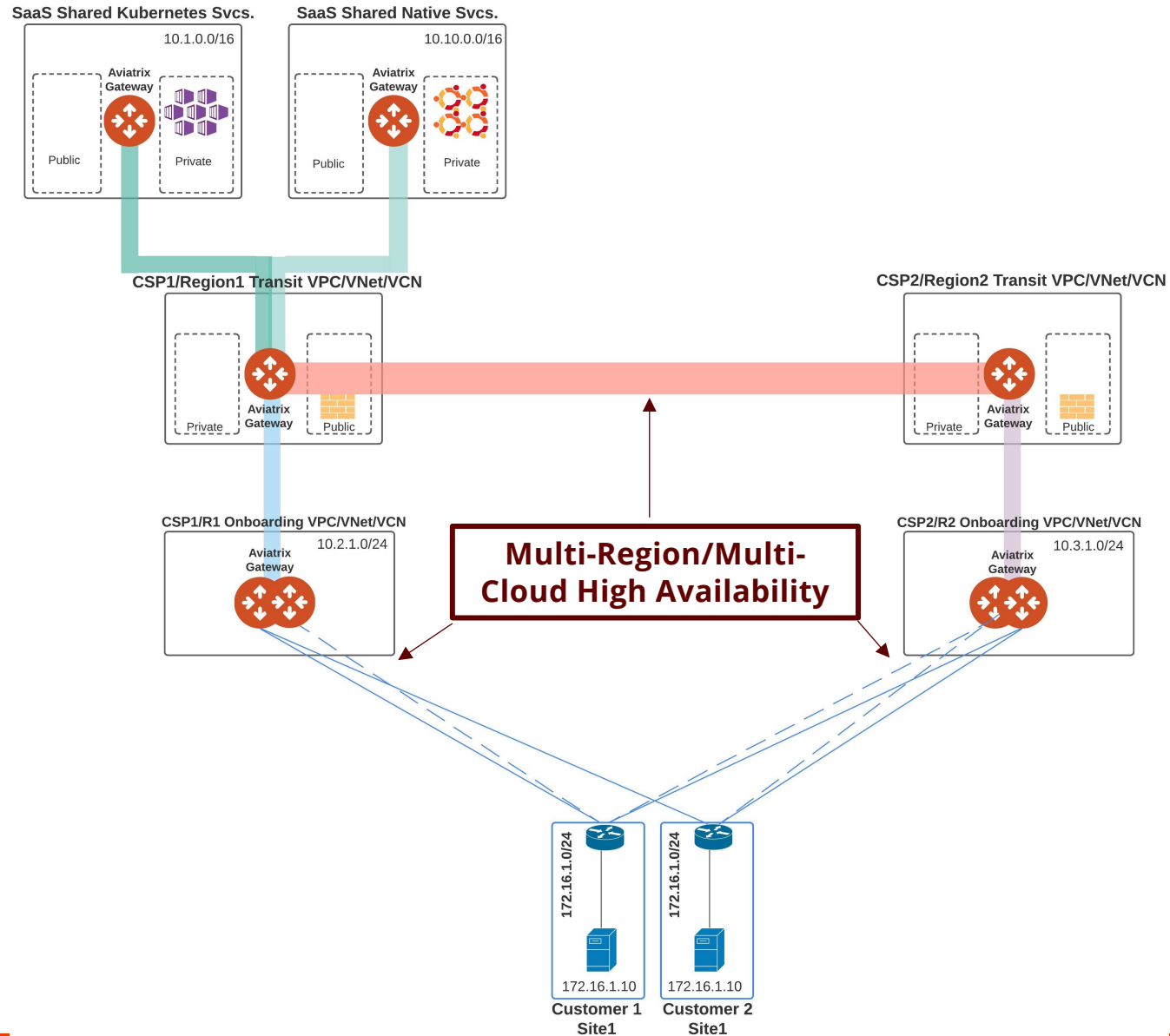
# SaaS Providers Challenges

## Traffic Inspection of End-Customers Onboarded via Private Links



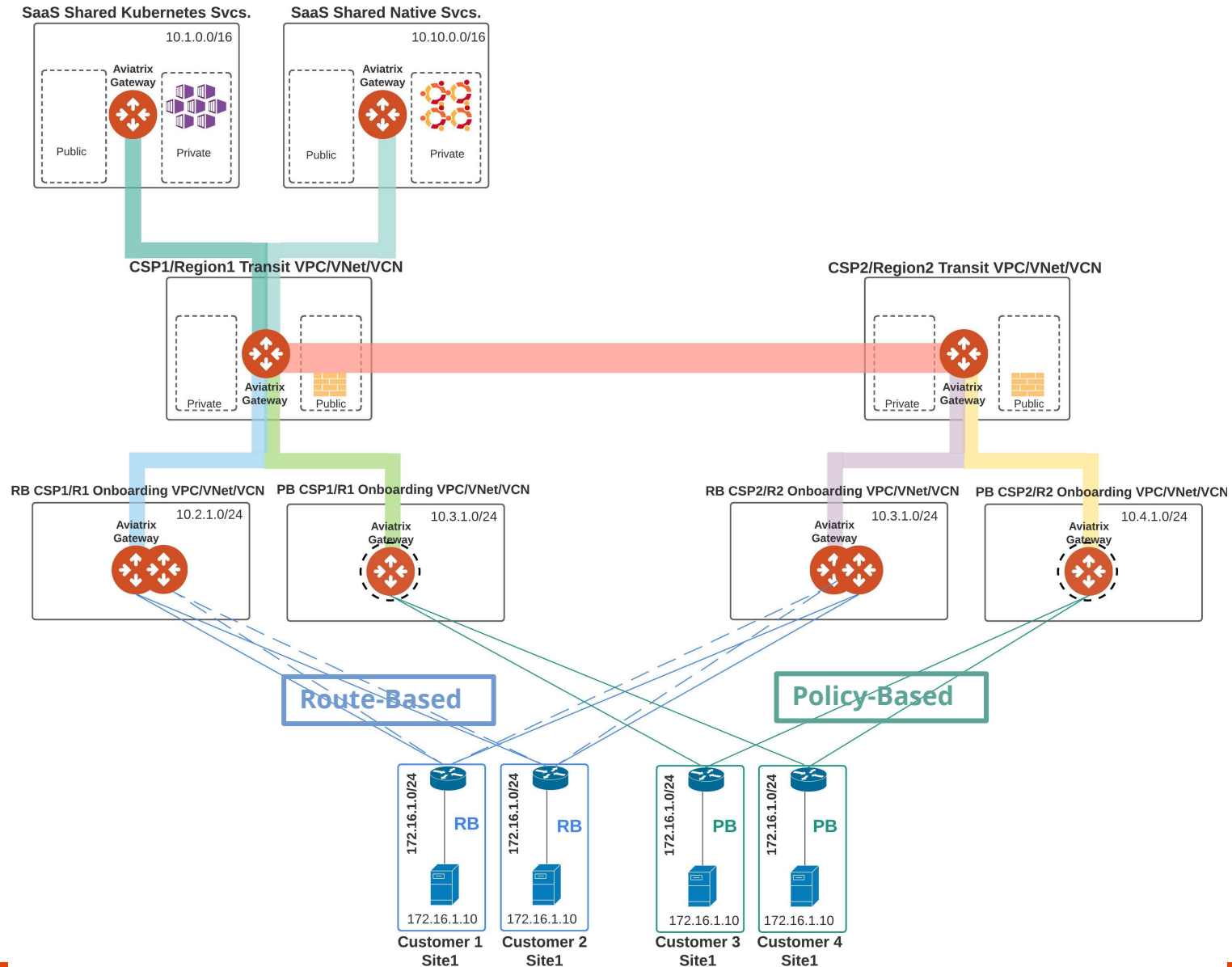
# SaaS Providers Challenges

## Multi-Region/Multi-Cloud High Availability



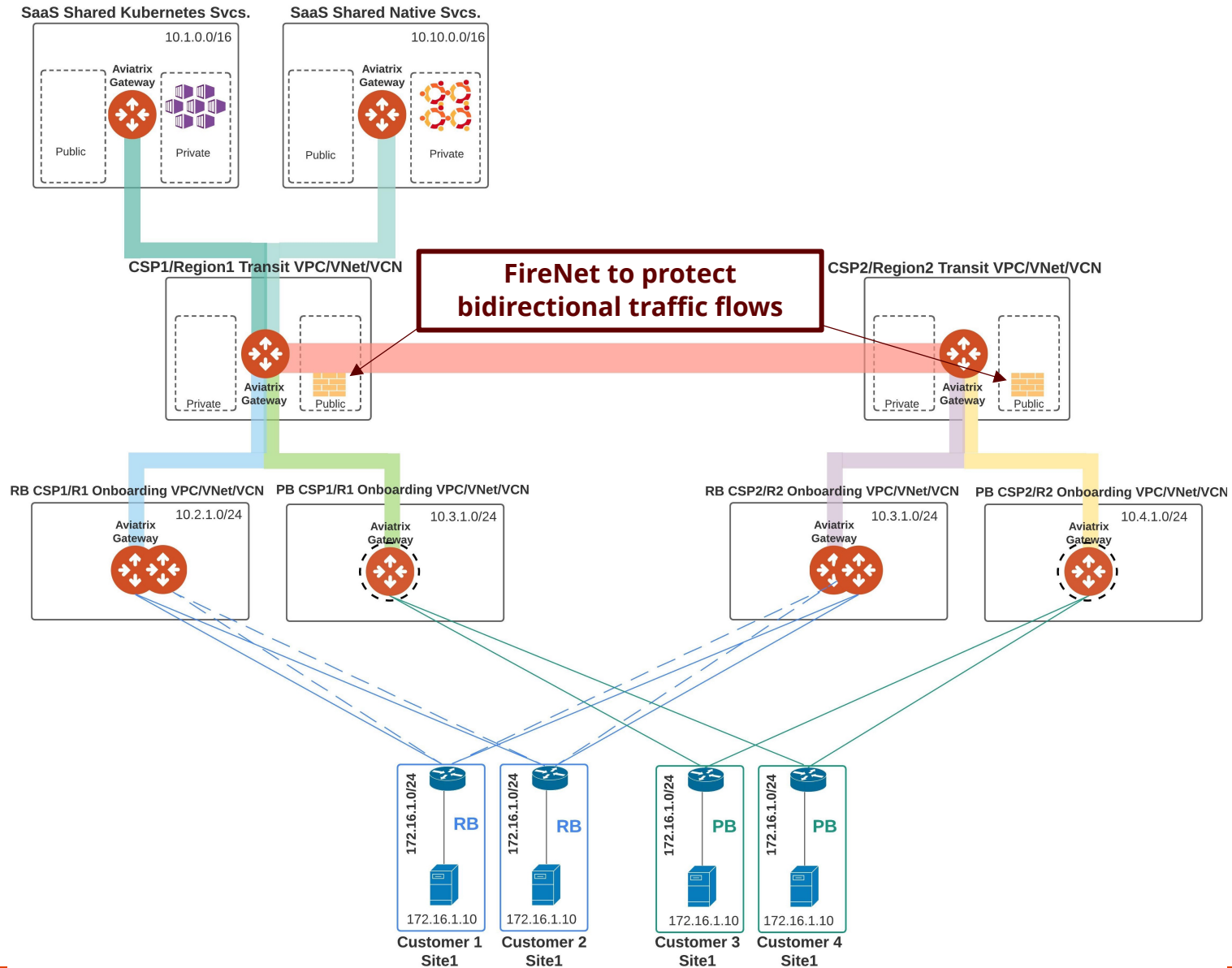
# SaaS Providers Challenges

## Route-Based & Policy-Based Connections



# SaaS Providers Challenges

## Unidirectional Traffic Flows

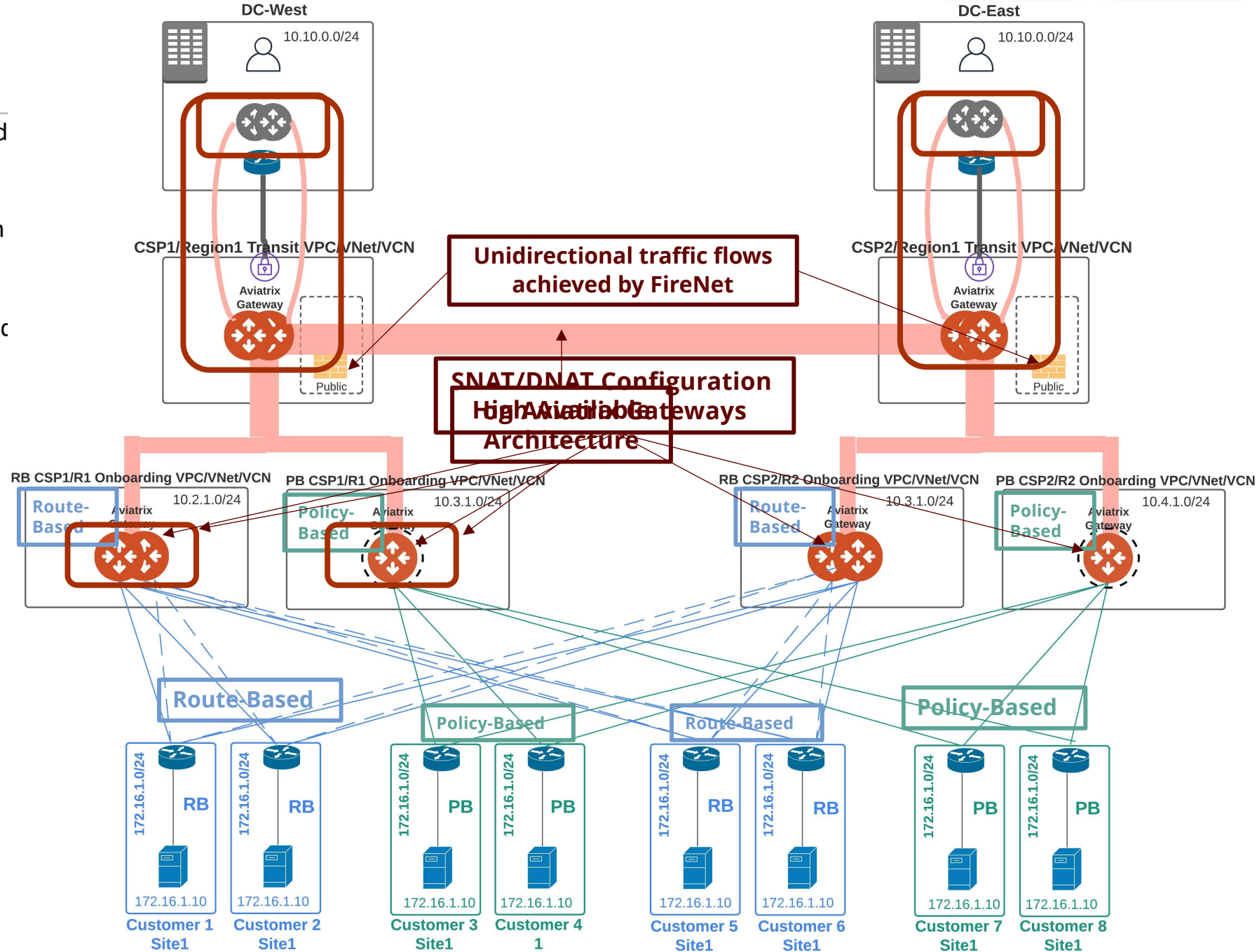




# Aviatrix Solution Details for SaaS Providers

# Aviatrix Solution

- Supports both route-based and policy-based connections per region/CSP
- Private circuits (DX/ER/CI/FC) terminated on AVX Transit
- Aviatrix on-prem Edge Gateway provides end-to-end high-performance encryption
- Both SNAT and DNAT configured on Aviatrix Spoke Gateways (No NAT configurations required on end-customers devices)
- Highly available architecture
- Unidirectional flow achieved via service insertion of NGFWs
- Large number of end-customers can be onboarded on the same spoke gateway (No gateway sprawl)



# Demo

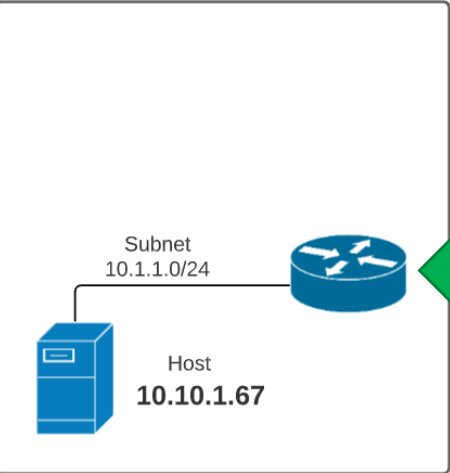
Overlapping IPs

Segmentation & Isolation

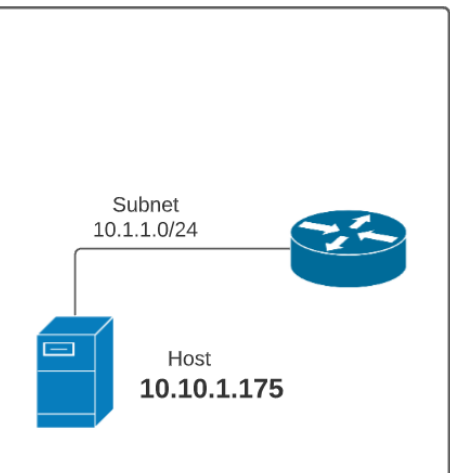
Palo Alto VM Series Insertion

Visibility & Control

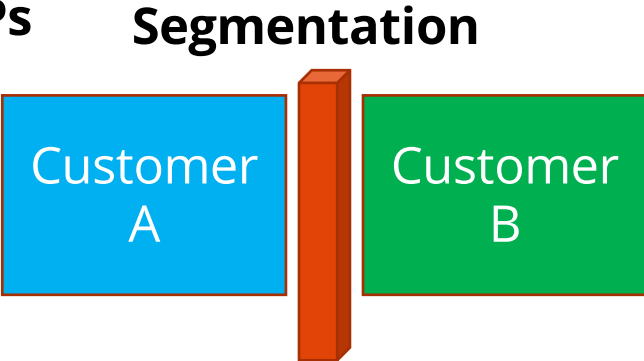
Customer A Site 10.10.0.0/16



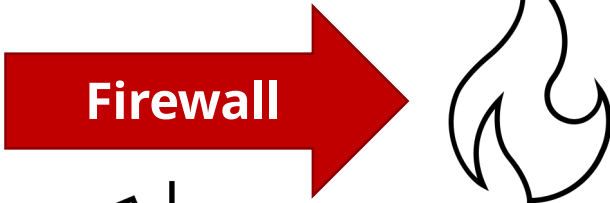
Customer B Site 10.10.0.0/16



**Overlapping IPs**  
Simple Config  
No NAT



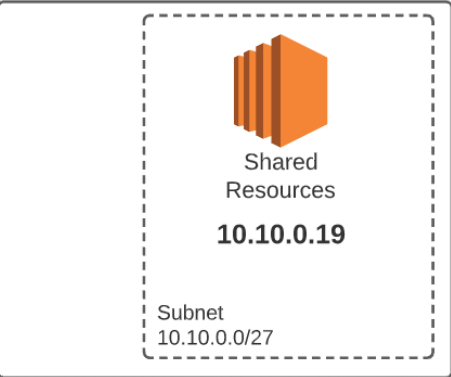
End to End Encryption



VPC A 10.10.2.0/23



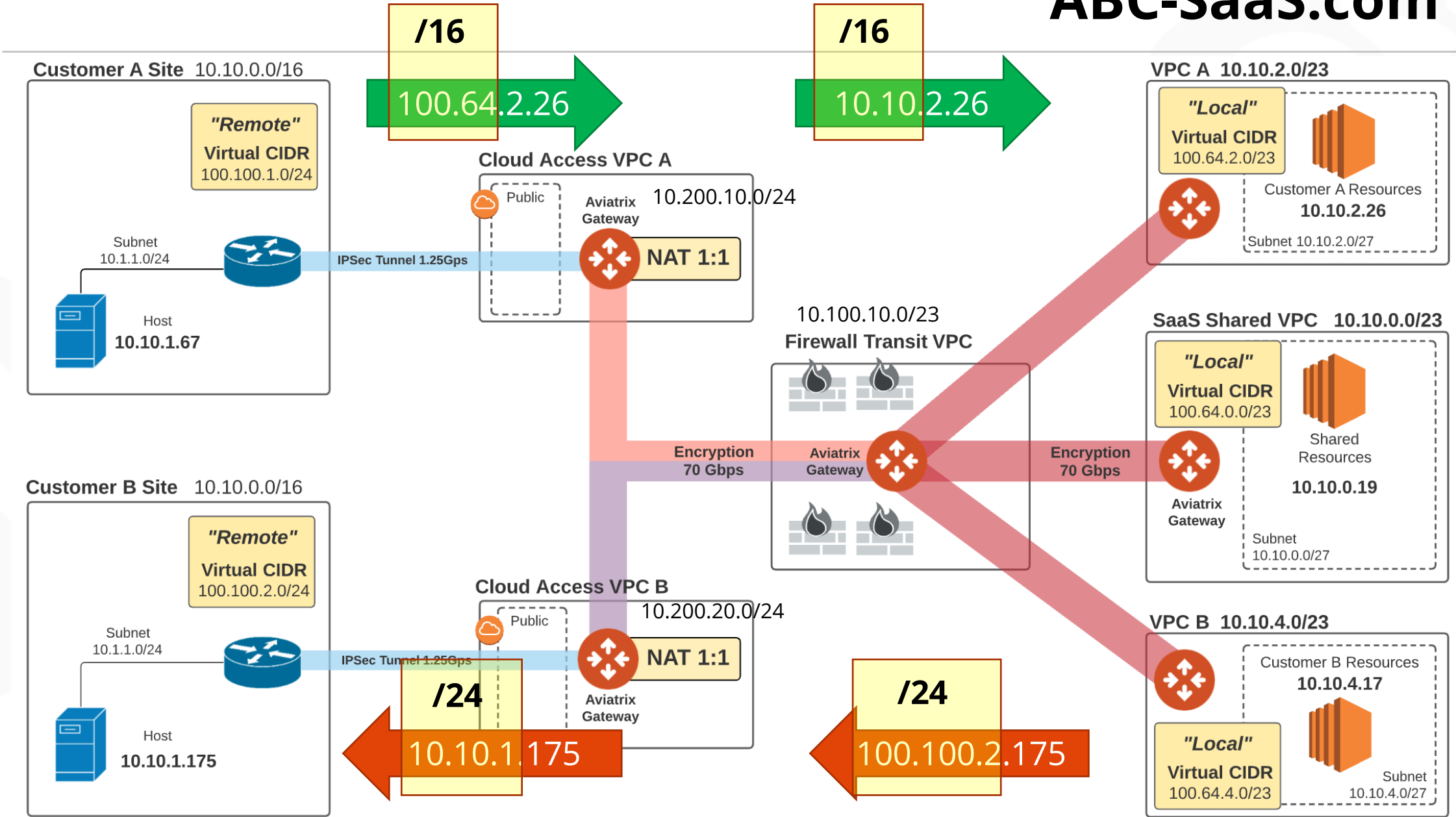
SaaS Shared VPC 10.10.0.0/23



VPC B 10.10.4.0/23



# ABC-SaaS.com



## Recap

- Aviatrix is comprehensive multi-cloud networking and security platform
- Faster customer onboarding with advanced NAT & overlapping IP support
- Aviatrix helps customer solve security challenges and limitations in the cloud
- Customer isolation with Aviatrix Multi-Cloud Network Segmentation
- Aviatrix FireNet - Service Insertion / Chaining
- Advanced Visibility

## Action Item

### Contact

[info@aviatrix.com](mailto:info@aviatrix.com)

### Resources

- [Aviatrix Validate design for SaaS providers](#)
  - <https://aviatrix.com/resources/design-guides/aviatrix-validated-design-saas-providers-infrastructure>
- <https://docs.aviatrix.com>



**Thank you!**



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