MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

NETWORK & CONNECTIVITY · SOLUTION DATA SHEET

Still Paying for Yesterday's Network?

Many organizations still run on MPLS contracts and circuits sized for a different business. As connectivity and security converge, MALA compares carriers and architectures across its partner network; carriers within each category have similar compensation models.

DIA + SD-WAN + SASE + MPLS Replacement + WAN Modernization

THE CHALLENGE

Connectivity spend hides in plain sight.

Legacy MPLS
Premium architecture that no longer matches cloud-first traffic.

Zombie circuits
Circuits still billed after sites close or move.

Post-merger duplicates
Overlapping services inherited through acquisition.

Network meets security
SD-WAN and SASE decisions that span both teams.

OUR APPROACH

From MPLS to modern WAN, without the risk.

01 **Inventory**
Map every site, circuit, carrier and contract.

02 **Analyze**
Match bandwidth and architecture to real traffic.

03 **Benchmark**
Compare pricing across multiple carriers.

04 **Design**
Review security architecture as network and security converge.

05 **Migrate**
Phase cutover site by site, with MALA coordinating.

Carrier-agnostic: carriers within each category have similar compensation models.

WHERE MALA HELPS

The right network, at the right price.

Dedicated Internet Access
Bandwidth and redundancy sized to each site.

SD-WAN
Providers compared on performance, management and cost.

SASE
Network and security evaluated together.

MPLS replacement
A phased path off legacy private networks.

WAN modernization
Architecture built for cloud and SaaS traffic.

Telecom expense audit
Billing errors, dead circuits and mismatched rate plans.

Most telecom savings come from what's already on the invoice: closed circuits, duplicates and unused capacity.

BY THE NUMBERS

Why this matters now.

23%
average overpayment against market rates
MALA ENGAGEMENT DATA

37%
average tool and service overlap found
MALA ENGAGEMENT DATA

430+
providers in MALA's partner network, carriers included
SIMILAR COMPENSATION

$0
fee to you. Paid by the vendor only if you move forward
VENDOR-SPONSORED

WHO IT'S FOR

Built for the people who own the decision.

CIO / CTO	A network architecture built for cloud and SaaS.
Network teams	SD-WAN and SASE options compared side by side.
CFO	Circuits and contracts benchmarked to market.
Multi-site orgs	Consistent connectivity across every location.
Post-M&A teams	Duplicate services consolidated.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 430+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q Should we replace MPLS?
Often, but in phases. We map traffic and risk first, then sequence the migration.

Q Can you audit our telecom bills?
Yes. We check circuits against actual usage and flag billing errors and unused capacity.

Q SD-WAN or SASE?
It depends on your security architecture and team. We evaluate them together.

Q Are you tied to any carrier?
No. MALA works with many carriers, and carriers within each category have similar compensation models.

ENGAGEMENT AT A GLANCE

Scope	DIA, SD-WAN, SASE, MPLS and WAN
Benchmarking	Multi-carrier, market-rate pricing
Deliverable	Phased migration roadmap and negotiated terms
Cost to you	None. Vendor-sponsored, no obligation

RELATED Cybersecurity · Cost Management · Communications

THE FIRST STEP

Bring us your circuit list. No obligation.

In 30 minutes, a senior advisor will show you where your network and telecom spend has room to move.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

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