



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, with equal compensation for every qualified option.

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: equal compensation across every qualified carrier in MALA's network.

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

330+providers in MALA's partner
network, carriers included

EQUAL COMPENSATION

\$0fee 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 330+ 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**
No provider pays MALA more than another qualified provider, 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 none pays MALA more than another qualified option.

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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