

Secure Access Service Edge

SASE

@BCS, The Chartered Institute for IT

Michael Attenberger

December 12th 2023



Today's Speaker

Michael Attenberger
Head of Sales Engineering
Open Systems



Agenda

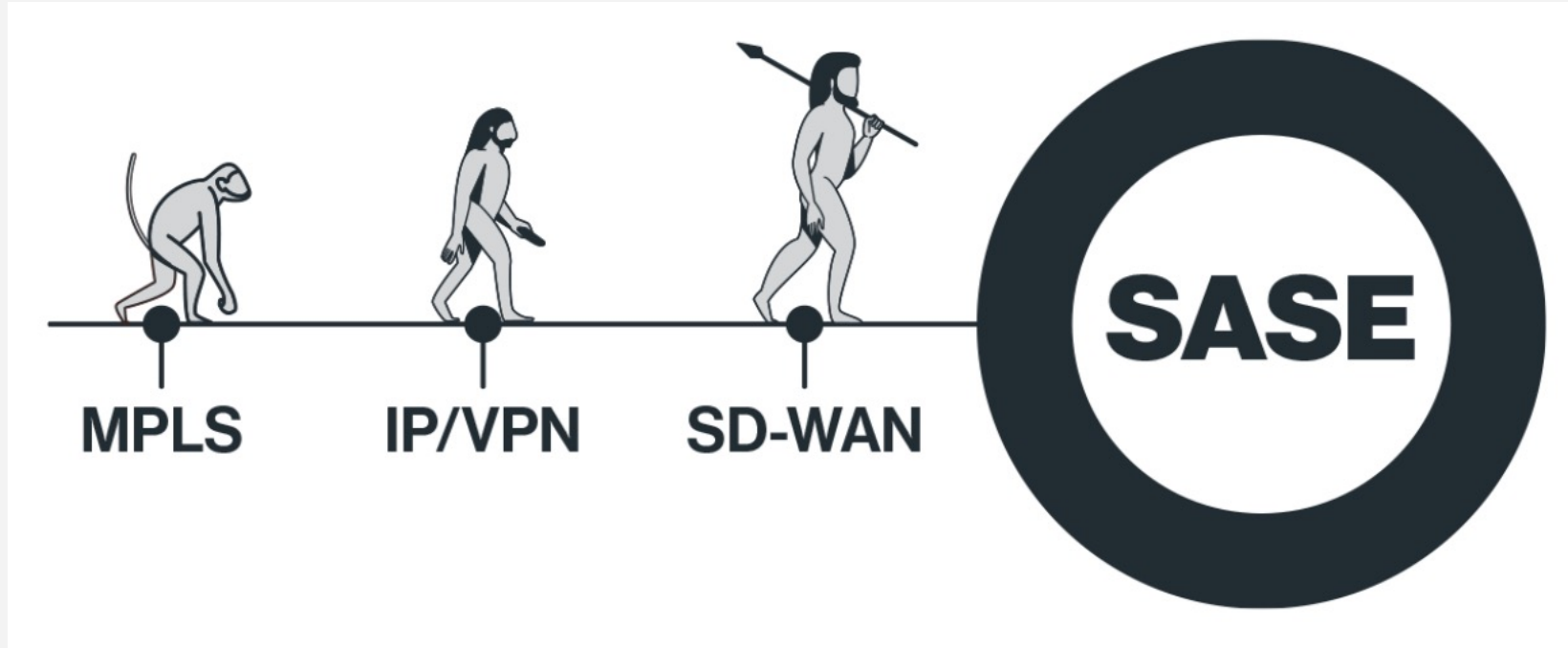
- SASE Overview
- Why SASE
- SASE Components
- Benefits
- Future of SD-WAN
- Open Systems Managed SASE
- Q&A



Overview

SASE

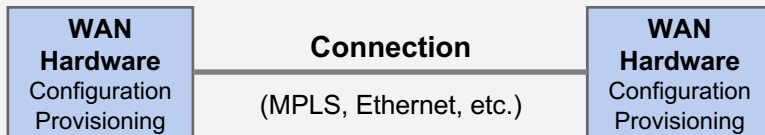
The Evolution towards SASE



SD-WAN Defined

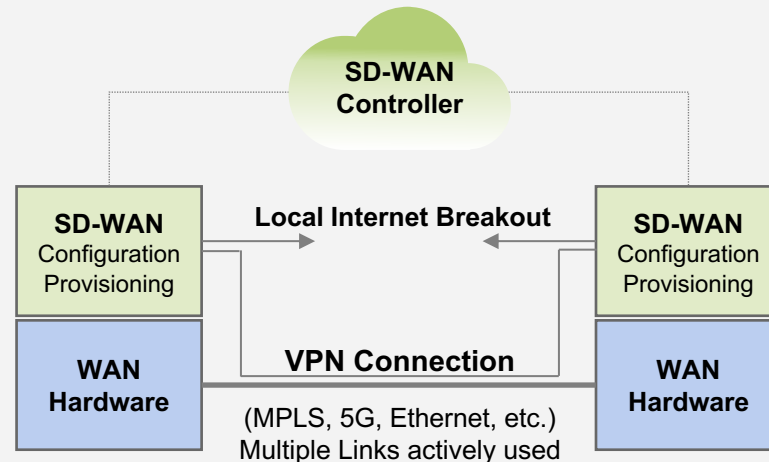
- Network centric
- Hub-and-spoke topologies with central Internet exit point
- Each WAN hardware configured individually
- Slow deployment and activation time
- Expensive network infrastructure with MPLS
- SLA but no failover nor redundancy

Traditional WAN



- Application centric and better performance
- Local Internet breakout
- Central orchestration
- Automated site deployments, configurations, and operations
- Cheaper network infrastructure costs and even more bandwidth
- Automatic failover and redundancy with multiple connections

SD-WAN



SD-WAN Challenges



Global Performance

The global Internet is not predictable. Complex underlay strategy with multiple providers and technologies is required to achieve best performance.



Remote Users

SD-WAN itself has no support for remote users. An additional solution (e.g. ZTNA) is required.



Integrated Security

Local Internet breakout requires local security (e.g. FW, SWG, NDR). SD-WAN does not bring those security capabilities out-of-the-box.



Cloud Readiness

Physical data centers disappear and integration with public clouds is limited. Corporate applications move to SaaS.

SASE

Secure Access Service Edge

SSE

ATP

AV

ZTNA

SD-WAN

CASB

SWG

Security

FW

Edge

SASE

IDS/IPS

Access

SASE

What?



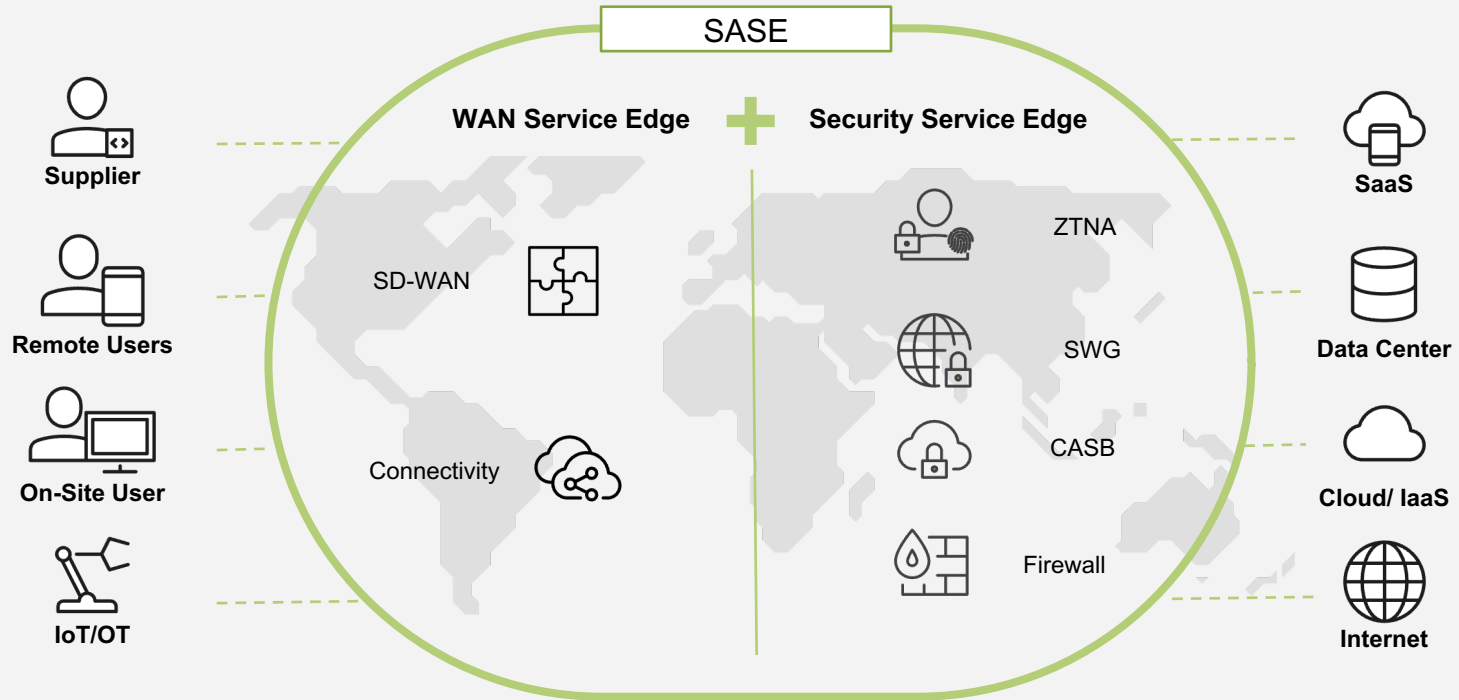
SASE

Secure Access Service Edge

SD-WAN + SSE → SASE

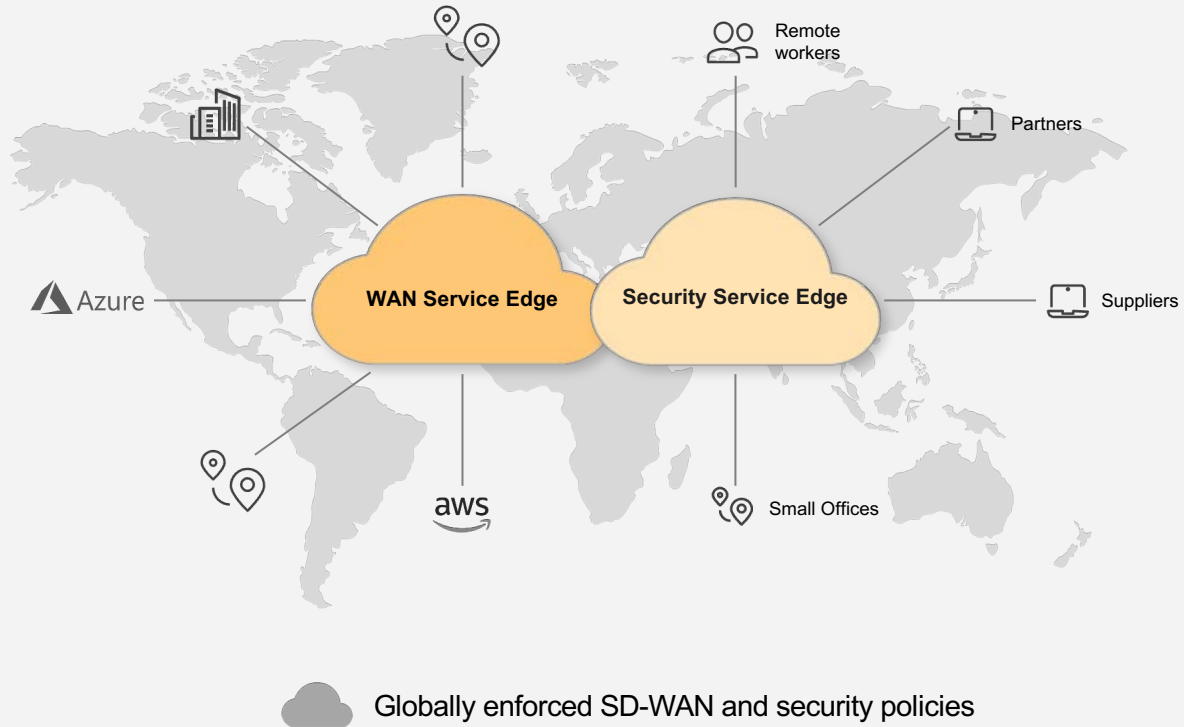
SASE

Secure Access Service Edge



SASE

Secure Access Service Edge

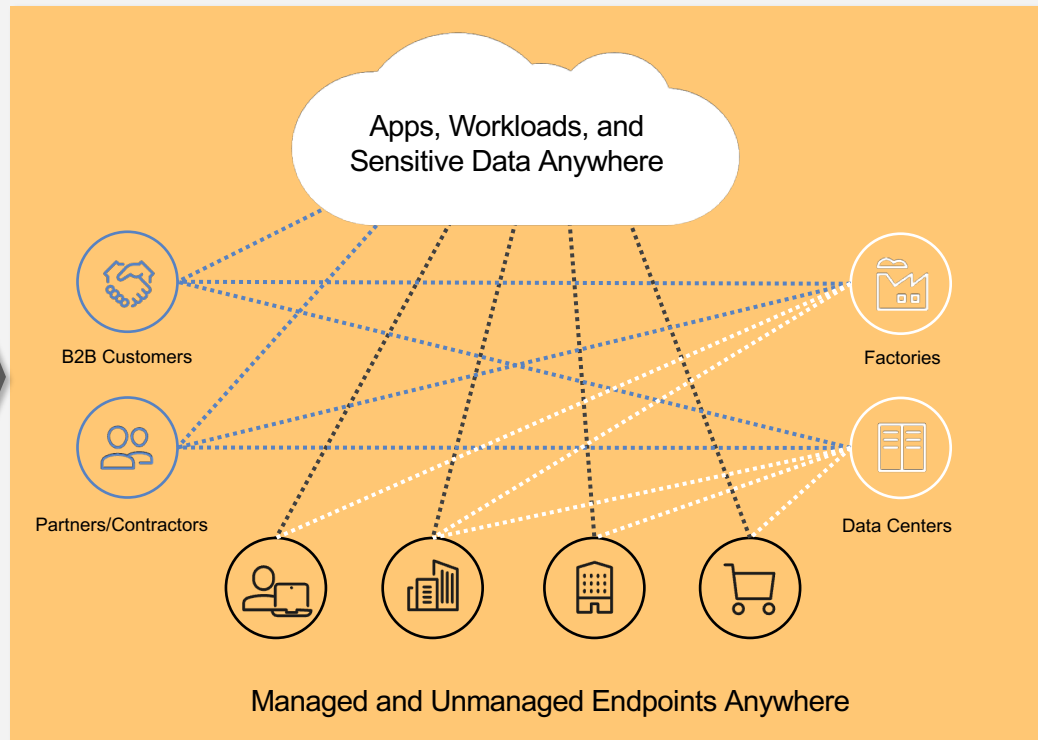


Why SASE?



Current Trends

Macro Trends Driving Networking and Security



Security: The move to the cloud

“*by 2025 80% of organizations will have adopted a strategy to unify web, cloud services, and private application access using a SASE/SSE architecture, up from 20% in 2021.*”

2022 Strategic Roadmap for SASE Convergence,
Neil MacDonald, Andrew Lerner, John Watts, 24 June 2022.

Security Service Edge Consolidates Point Products

“The primary benefits of selecting a consolidated SSE product over stand-alone products are single-agent deployment, consistent policy enforcement, single-pass decryption and content inspection, unified policy management and simplified vendor management.”

Adopt Security Service Edge (SSE) to Replace Stand-Alone SWG, CASB and ZTNA Products, Dennis Xu, Jon Amato, Patrick Hevesi, 17 January 2023 – Gartner ID G00768335

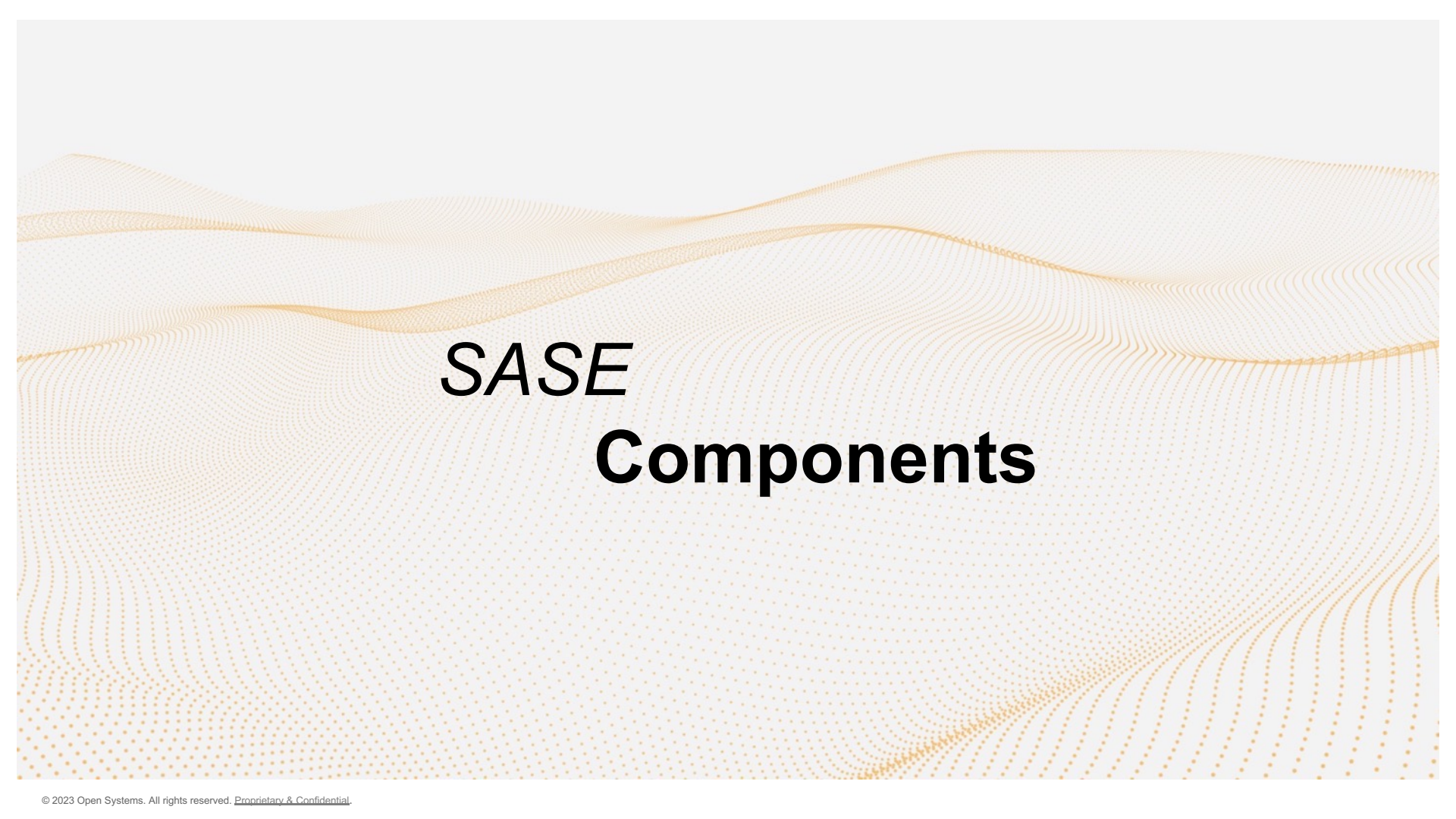
Business Problems

The Challenges We Hear about:

- Data is Everywhere: in the cloud and in the data center
- Users are Anywhere: office, home, travel
- Legacy Networking is perimeter based using MPLS to central datacenter
- Legacy Security is perimeter appliance based: SWG, FW, IPS/IDS, SEG, etc.
- IT is faced with a global shortage of cyber security talent

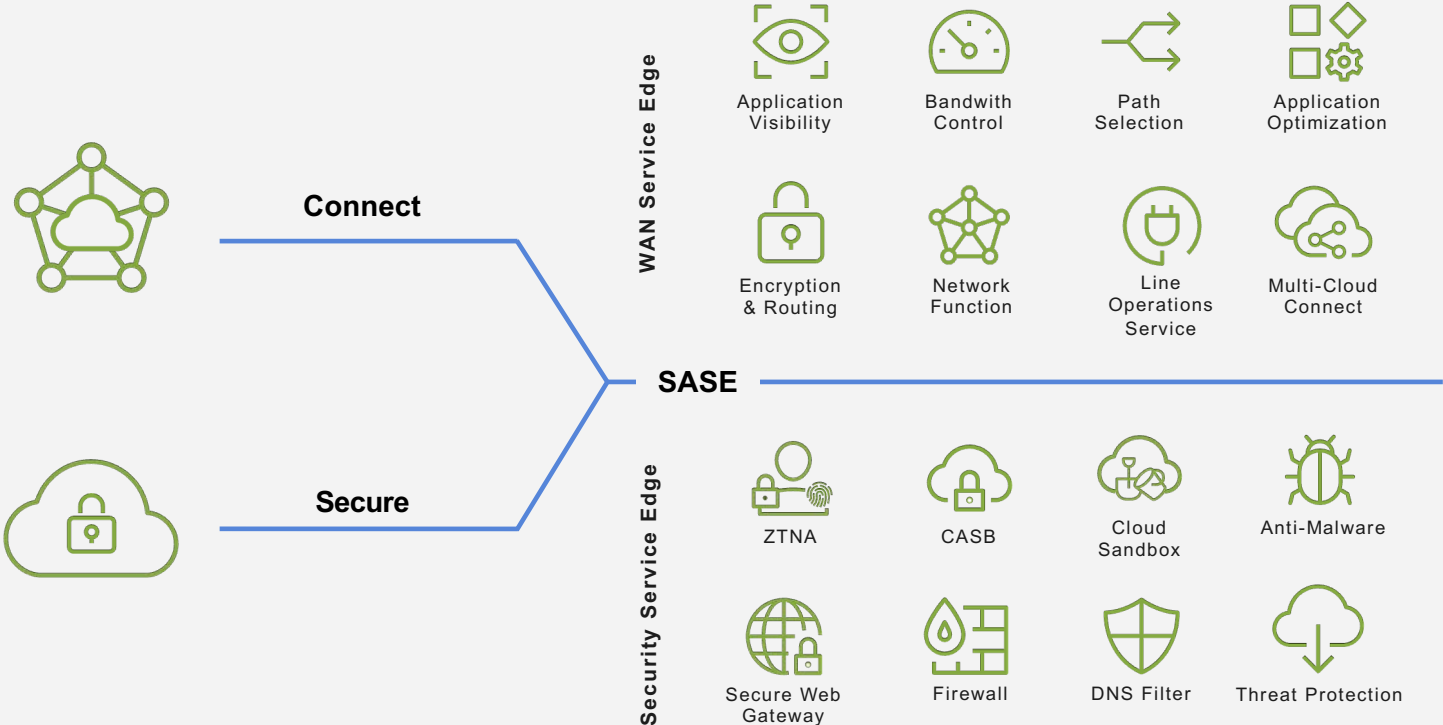
IT needs cloud-based Networking and Security in a single service that supports hybrid data security and network requirements.

What challenges are you facing? Do these resonate?

The background of the slide features a series of wavy, horizontal lines composed of small orange dots. These lines create a sense of depth and movement, resembling a topographical map or a digital landscape. The lines are more densely packed in some areas and more sparse in others, creating a gradient of orange tones from light to dark.

SASE **Components**

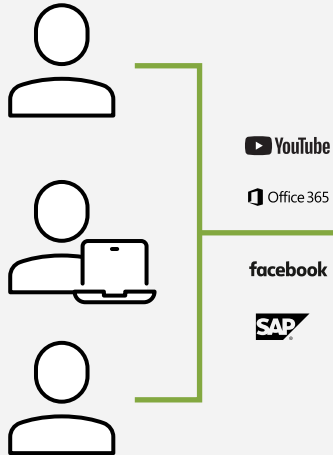
SASE



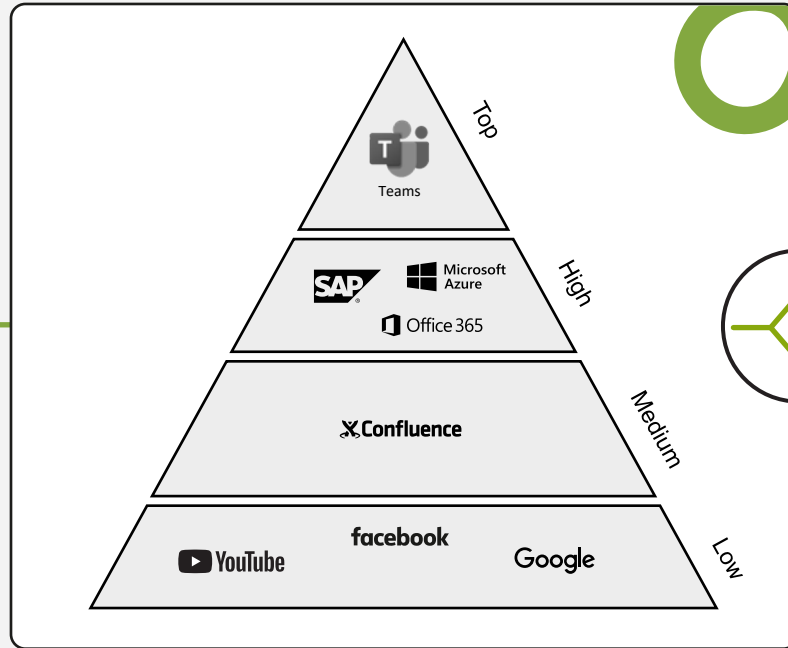
SASE Components

SD-WAN

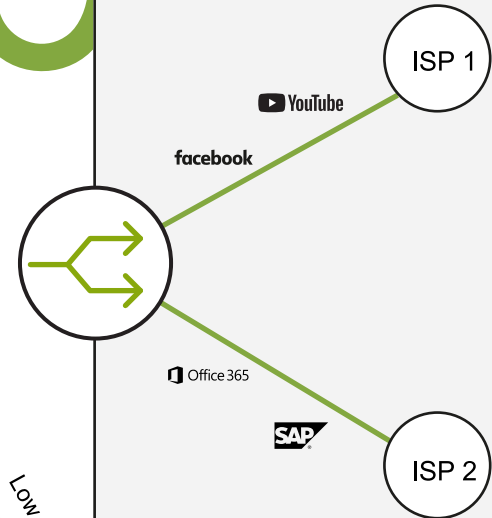
Application Visibility



Bandwidth Control

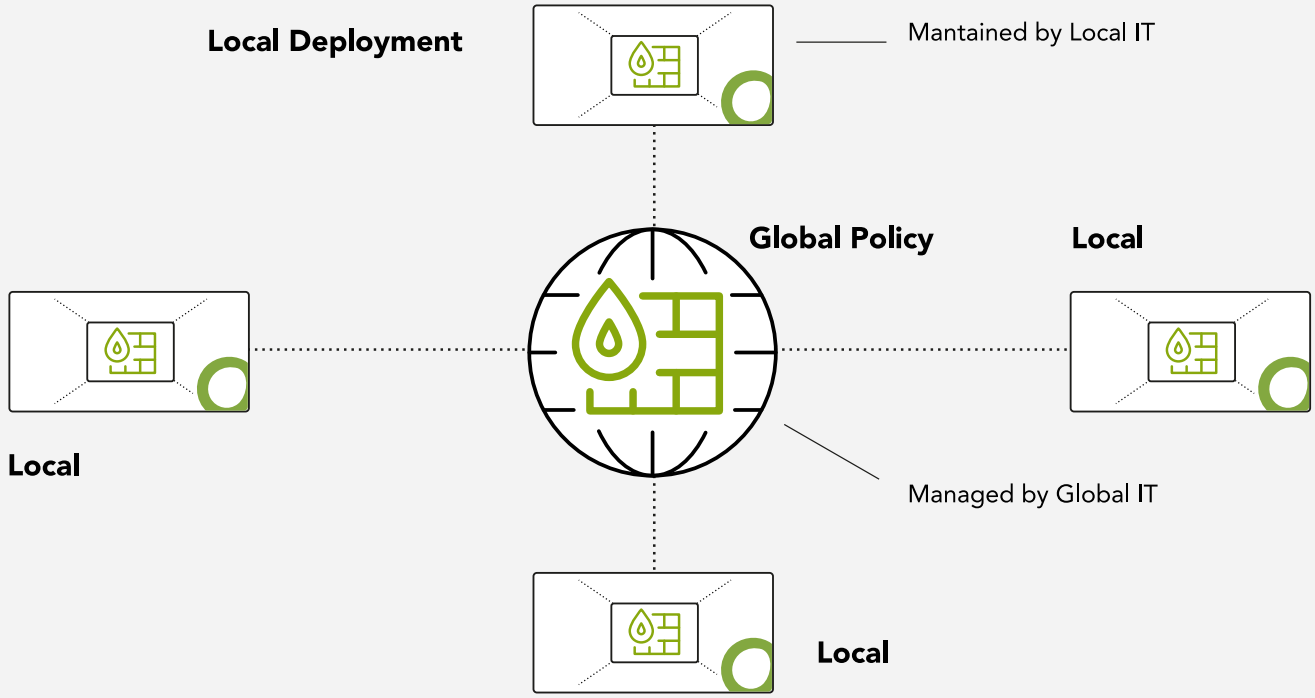


Path Selection



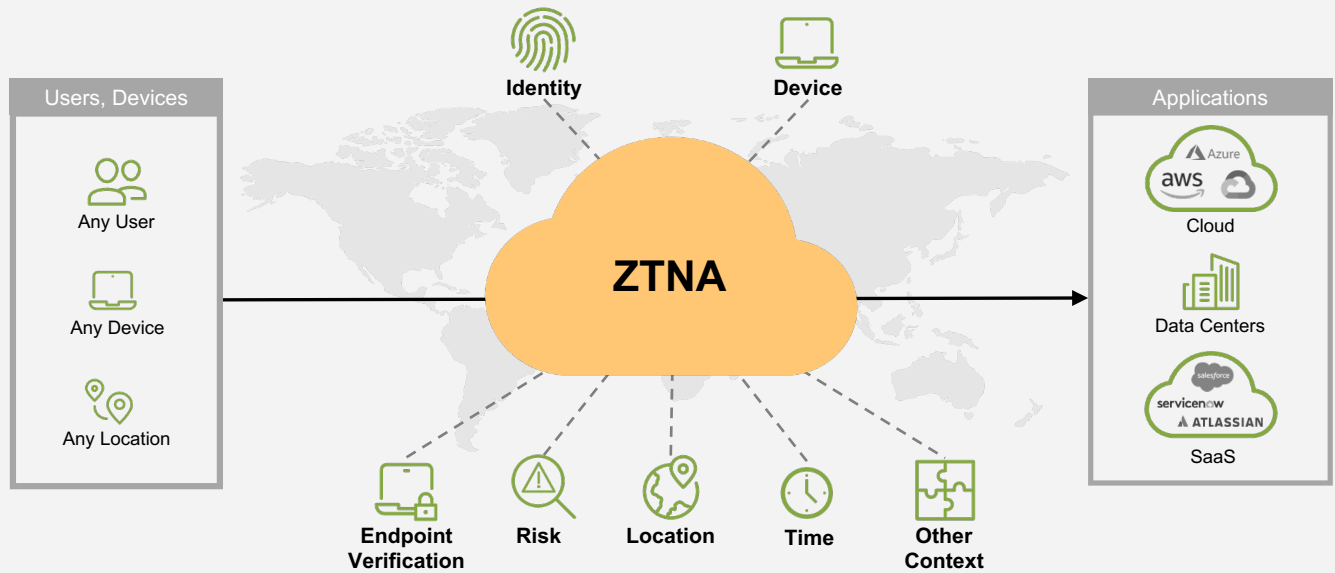
SASE Components

Firewall



SASE Components

ZTNA



User

Any User
Any Device
Any Location

Zero Trust

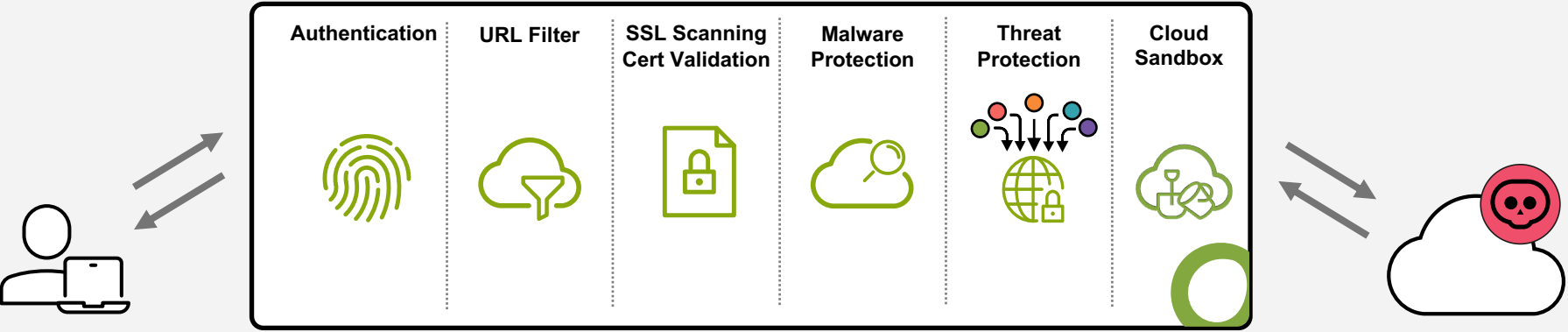
Context-based Access Control
Continuous Validation

Apps

Any Corporate Application
Anywhere

SASE Components

Secure Web Gateway



SASE Components

CASB

1 Secure Web Gateway Protect users from incoming threats



Block malicious sites

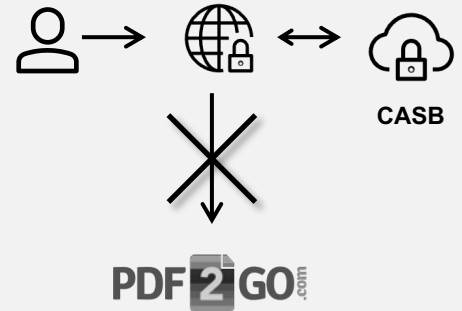
2 Cloud application discovery and risk assessment

facebook.  Dropbox



Discover apps and identify most risky services

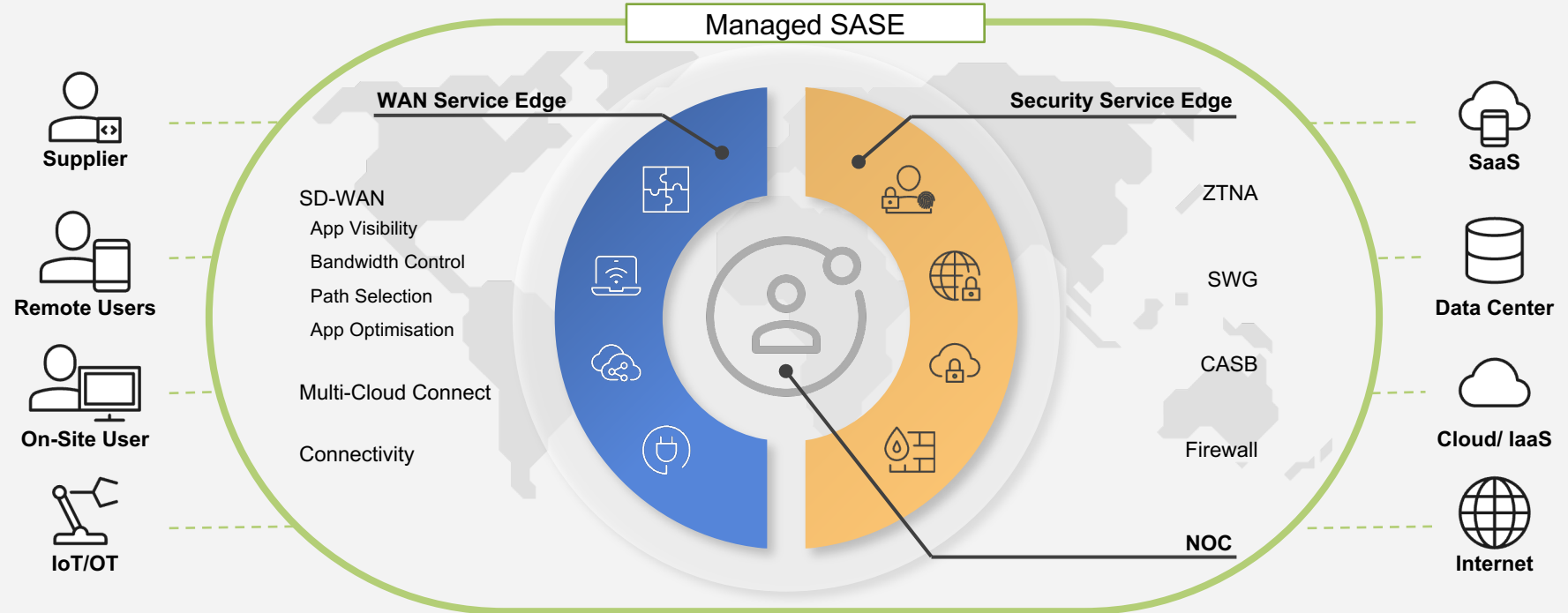
3 Block risky applications Don't allow access to risky or non-compliant apps



Enforce CASB policy on the Secure Web Gateway

Managed SASE

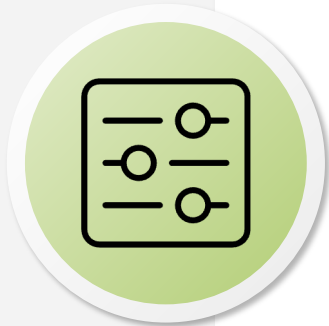
Managed Secure Access Service Edge





SASE **Benefits**

SASE Options



- Separate Vendors for SSE and SD-WAN
- Single Vendor for SSE and SD-WAN
- Purchase as a Product or Managed Service

Key Use Cases to Start with for move to SASE



- Network and Security Simplification
- Eliminate VPN
- Consolidate security services into a unified SASE platform
- Secure Work from Anywhere Employees
- MPLS Replacement

SASE Advantages



- Reduced Complexity
- Single Solution
- Reduced Costs
- Increased Employee Productivity
- Better User experience
- Increased control
- Better data protection
- Key part of implementing a Zero Trust strategy

Deciding what approach is right for you

**Where are you on your connectivity
and cloud journey?**

NOC staffing

**How many SASE Vendors do you
want?**

**Do you want it managed by a third
party?**

Single vendor SASE benefits

Improved Security Posture

- Reduced attack surface
- Reduced complexity: consolidated vendor and interfaces
- Consistent policy: cloud and on prem

Improved Staff Efficiency

- Reduced IT headcount needs
- Faster deployment
- Eliminates feature redundancy

No integration between SSE and SDWAN to break

- Single data lake, data model
- Single POP so latency reduction eliminating multiple hops (SDWAN to SSE, etc.)

Managed SASE

S



Security built in

Drive digital transformation without compromising on security

A



Access everywhere

Ensure global access and high performance for everyone

S



Service redefined

Get direct access to experts who support you 24x7 in all situations

E



Edge to scale

Scale up and out with unified functionality on an agile platform

No longer decide between

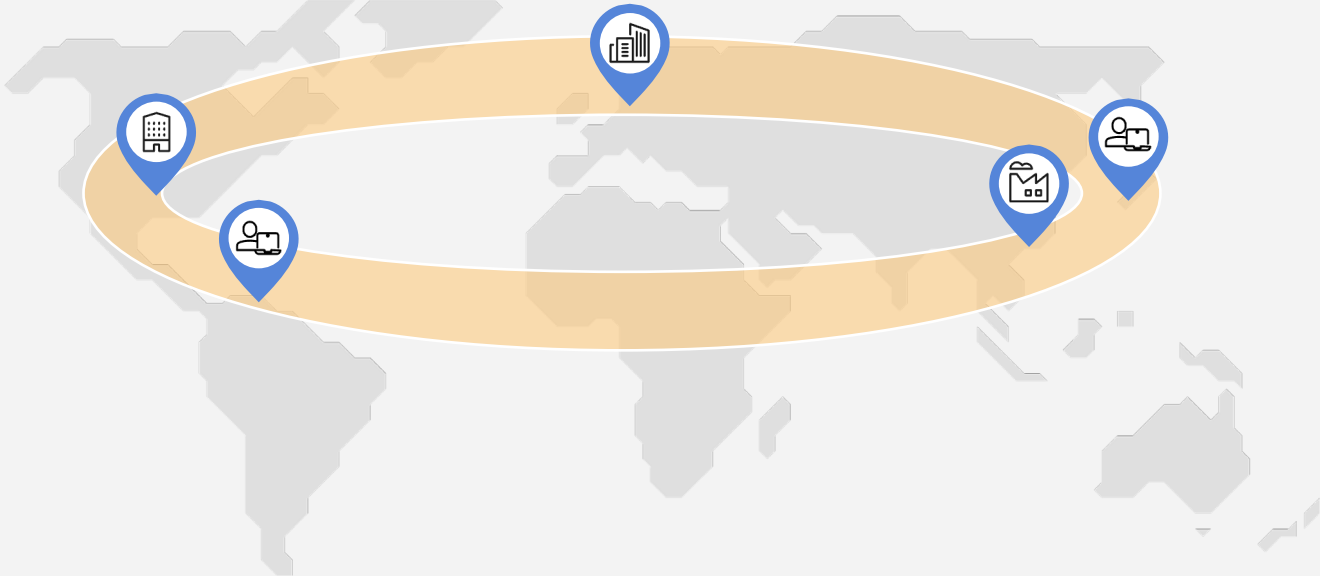




SASE **Future of SD-WAN**

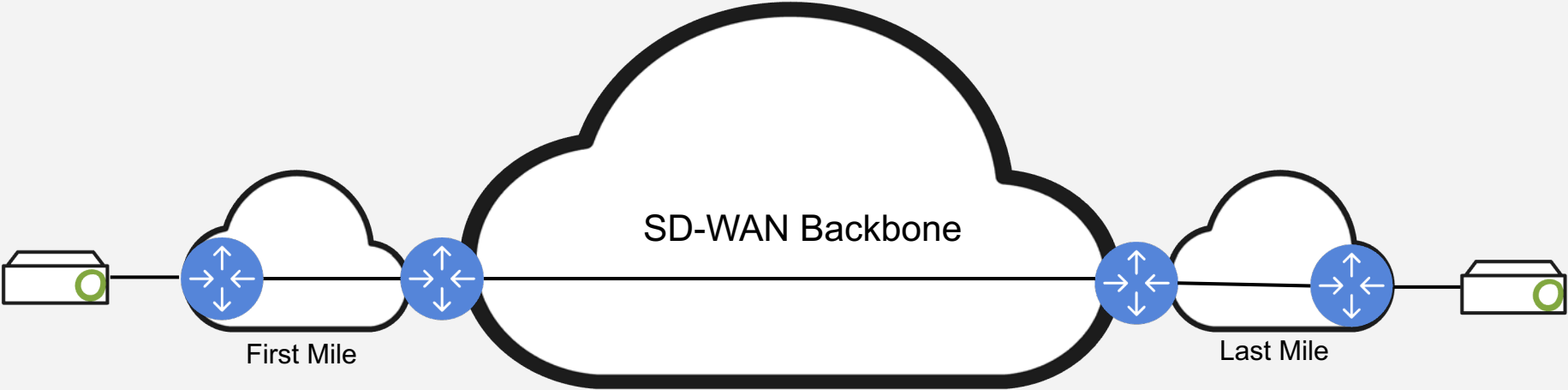
SASE


SD-WAN Backbone



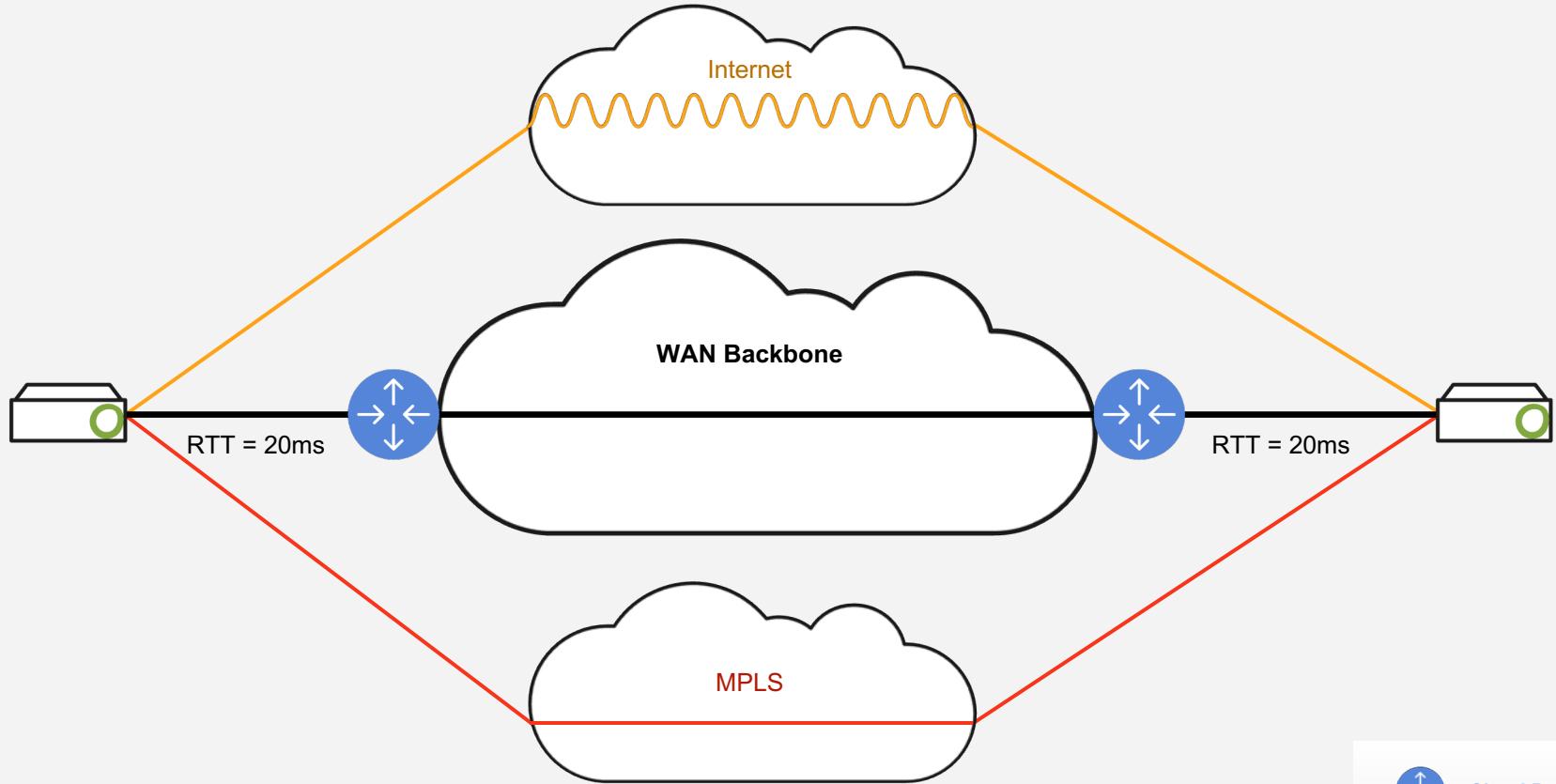
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SD-WAN Backbone

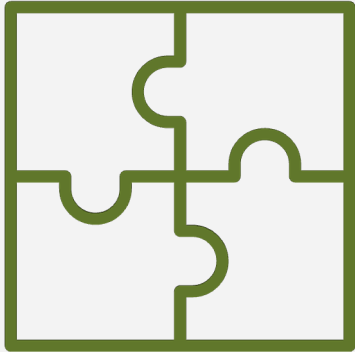


 = Cloud PoP

WAN Backbone

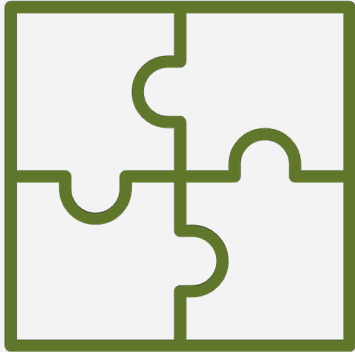


 = Cloud PoP



Question

What is needed to turn off SD-WAN?



Question

What stops you from going that path?



Open Systems
Managed SASE

What you get with Managed SASE from Open Systems

The Difference



Onboarding

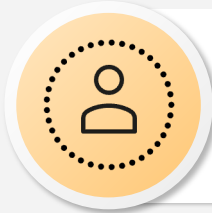


Operational Excellence



Strategic Excellence

The Open Systems Difference: Comprehensive, Unified, Easy to Use



SASE: Comprehensive SASE
solution delivered as a Managed Service



Unified: A single vendor, single platform
solution for SD-WAN and SSE that supports
your cloud journey with full hybrid support

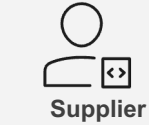


Easy to Use: Managed Service
with single portal for customer interaction

Open Systems Managed SASE



Open Systems backbone | IaaS | Hardware



Supplier



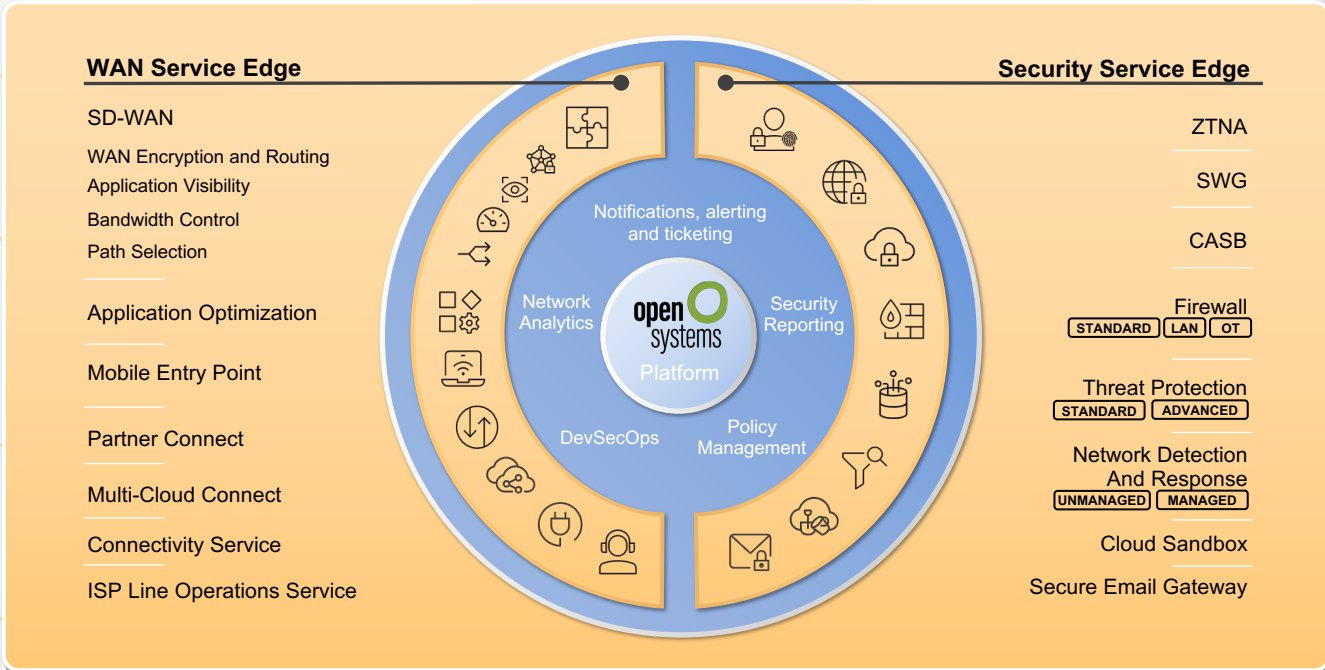
Remote Users



On-Site User



IoT/OT



SaaS



Data Center



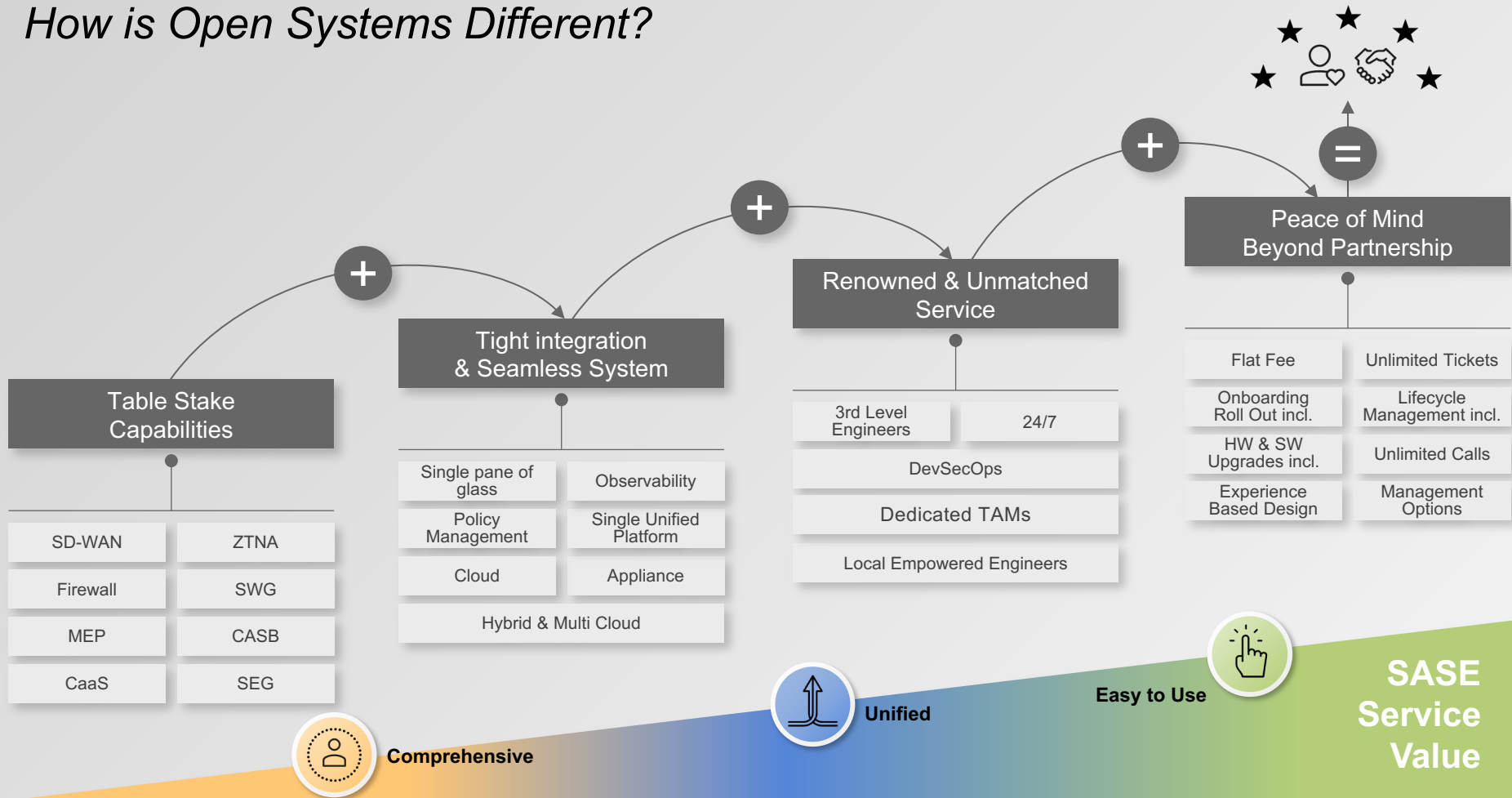
Cloud / IaaS



Internet

- Single pane of glass
- Self-Service
- Architecture Design
- Worldwide Deployment
- Unlimited calls & tickets
- 24x7 Level 3 NOC
- Continuous Consulting
- Lifecycle Management
- Flat user-based fee

How is Open Systems Different?



Open Systems by the numbers



30

Years of innovating for customers



66

Net promoter score



97%

Enterprise retention rate



10k+

Installations



1.5M+

Users



180+

Delivering services in 180+ countries



24x7

Follow-the-sun operations

Open Systems helped GEA transition from MPLS to SASE, an they've been a valuable collaborative Partner during our move to the cloud

Gert-Jan Terpstra, Director Service Owner IT
– Network Services

The background features a series of wavy, horizontal lines in a light orange or gold color. Below these lines is a dense pattern of small, light orange dots that create a textured, mesh-like appearance. The overall aesthetic is clean and modern.

Q&A

The background features a light beige color with a series of wavy, horizontal lines in a golden-orange hue. Below these lines, a pattern of small, closely spaced dots in the same color creates a textured, mesh-like effect. The overall aesthetic is clean and modern.

Thank You