

OPEN SYSTEMS MANAGED SASE

SECURE CONNECTIVITY MADE SIMPLE

Networking and cybersecurity leaders are challenged by their organizations to enable fast, secure ability for employees to work from anywhere, securely leverage the cloud to enable business, all while reducing organizational cost and risk.

Traditional networks were built assuming most users are in the office and a hub-and-spoke network is designed to route traffic back to corporate data centers where applications – and their data – live. This drove the purchase of appliance-based edge security solutions located in those data centers that provide web gateway, firewall, IPS and data protection functionality. The networking team deployed MPLS solutions to route traffic back to the data centers and offered VPN service for the small fraction of traveling employees or salespeople working from home.

Today, applications are moving rapidly to the cloud, leaving a few legacy applications in the data center. Employees work remotely due to travel, formal “work from anywhere”, or hybrid work policies. These business trends make legacy perimeter security, VPNs and MPLS approaches expensive, less effective and obsolete.

Secure access service edge (SASE) solves these problems by consolidating networking and security functions into a single cloud-delivered solution. SASE can be realized as either a multi-vendor offering or a single vendor offering.

Open Systems Managed SASE is a comprehensive, unified and easy-to-use single vendor SASE solution delivered as a Managed Service.

How Open Systems Managed SASE addresses today's business challenges:

Work from anywhere: Legacy network architectures based on MPLS and VPN are unscalable, inefficient. And costly and end-user experience suffers due to latency and other issues. Open Systems SD-WAN functionality eliminates the need for MPLS, and our proxy-based security service edge (SSE) eliminates VPN use – with zero trust access to resources located anywhere.

Securely Leverages the Cloud to Enable Business: Users working anywhere need fast, secure access to business applications and the internet. Legacy solutions introduce latency and reduce productivity. Open Systems SSE provides secure access to resources without the overhead of VPNs and multi-hop routing to legacy appliances that don't scale. Security scales with your business and is delivered at internet speed.

Reduces Organizational Cost and Risk: Replacing legacy network and security infrastructure with Open Systems Managed SASE eliminates appliance purchase, installation and maintenance. It also eliminates the need for costly MPLS and VPN solutions. SASE eliminates user bypass of the VPN and security controls by replacing them with always-on network access with SSE supplied security. Because it is a managed service, it minimizes your staffing costs for hiring and retaining cybersecurity professionals.

“Single vendor SASE delivers converged network and security capabilities to connect and secure distributed users, devices and locations to resources in the cloud, edge and on premises.”

What Makes Open Systems Managed SASE Unique

Comprehensive Integrated Technology Platform

To enable a SASE or SSE architecture, organizations require a platform that combines multiple, integrated services to deliver the connectivity and security functionality required to connect and protect users, apps, and data everywhere. These capabilities include:

- SD-WAN to optimize connectivity
- Zero Trust Network Access (ZTNA) for application-centric access control
- Firewalls for segmentation and traffic inspection
- Secure Web Gateways (SWG) for internet security
- Cloud Access Security Broker (CASB) capabilities to govern access to SaaS applications
- Support for applications – whether in the cloud or the data center – requires hybrid deployment of SSE functionality with single policy administration and consolidated reporting

Unified console and data platform offer superior operations

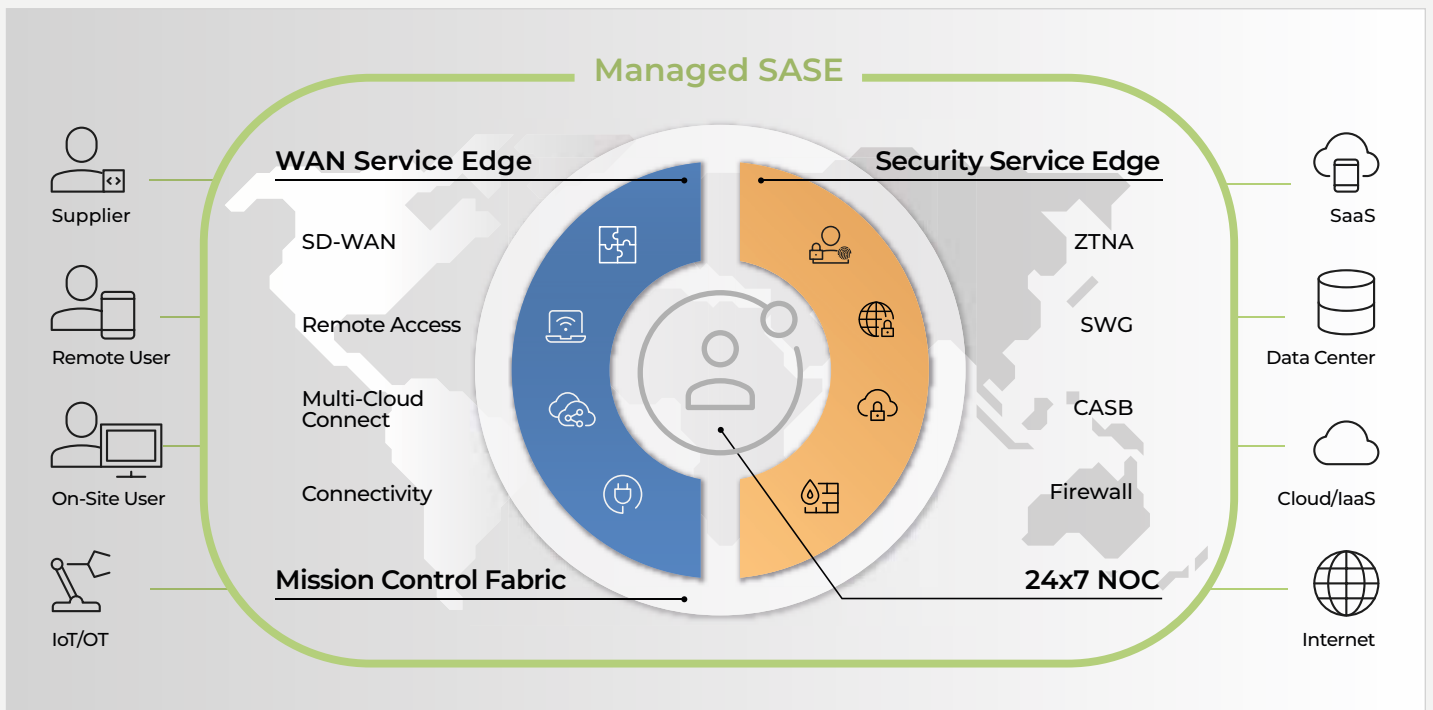
Underpinned by a unified data platform, Managed SASE empowers you to define networking and security policies once and enforce them everywhere. Predictive analytics identify potential issues before they impact your business.

Traditional network security and networking solutions are provided by multiple vendors offering multiple products, each with its own user interface, tech stack, vendor contracts. Open Systems Managed SASE is an ideal solution: A single-vendor, a single-platform solution for SD-WAN and SSE, flexible enough for your cloud journey with full hybrid support.

To enable business speed and agility, every organization is on a journey to the cloud. Nearly all organizations operate in a hybrid cloud model, with applications and data hosted across cloud infrastructure, SaaS, and legacy on-prem data centers. This hybrid application environment requires hybrid security. Open Systems supports both cloud and on-prem security delivery, all as a managed service with a centralized customer console for visibility and interaction with the Open Systems managed service team.

Easy-to-Use

From procurement to implementation to ongoing operations, Open Systems makes it easy for network and security teams to consume and operate the many services required to support a SASE or SSE architecture. This includes the ability to easily manage all platform components from a single console, define and enforce policies consistently across a heterogeneous



environment, and the inclusion of self-service capabilities for fast, on-the-fly changes. Open Systems Managed SASE is delivered as a 24x7 managed service that operates as an extension of your team. A user-based flat fee covers onboarding; unlimited support calls and tickets; hardware and software upgrades; and full lifecycle management. Budgeting is easy: Fully OPEX, no CAPEX expenditures.

Key Use Cases

- Replace costly MPLS with SD-WAN
- Replace VPN with Secure Remote Access
- Secure IOT and OT with Zero Trust

Open Systems Managed SASE Delivers the Outcomes that Drive your Business Forward

When compared with a traditional MSP, Managed SASE delivers:

50%

Increase End-User
Productivity

70%

Higher Network
Availability

75%

Faster Incident
Resolution

30%

Setup Cost
Reduction

Learn More

For organizations who need to connect and protect users, apps, and data everywhere, Open Systems Managed SASE combines a security and networking technology platform with an award-winning 24x7 managed service to deliver a comprehensive, unified, easy-to-use solution that meets you where you are on your cloud journey.

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¹Gartner @
Market Guide for Single-Vendor SASE
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Open Systems Managed SASE combines SD-WAN, Firewall, SWG, CASB, and ZTNA into a framework that supports secure connectivity across cloud and hybrid environments and locations. Open Systems Managed SASE provides a comprehensive SASE solution through an easy-to-use customer portal, underpinned with a unified data platform to drive future innovation, all delivered as a 24x7 managed service.

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