

# Hitachi Vantara





The bridge to possible

# Zero Trust Network Segmentation

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Technical Security Architect  
Cisco Tech Day Colorado

CISCO *Engage*

#CiscoEngage



Story Time!  
Gather Around....



# Little Boy Billy vs His First Polymorphic Worm

Once upon a time...

Billy got his first security role!

International Law Firm - IT Service

Basic Endpoint Antivirus, Stateful Firewall,  
No SIEM... Not much else

2 Person Security Team, Billy as the Analyst!

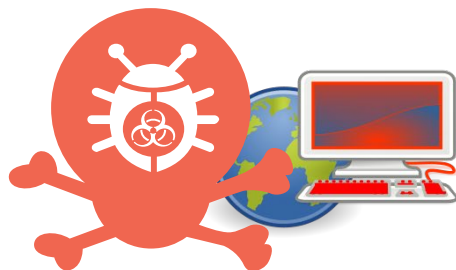




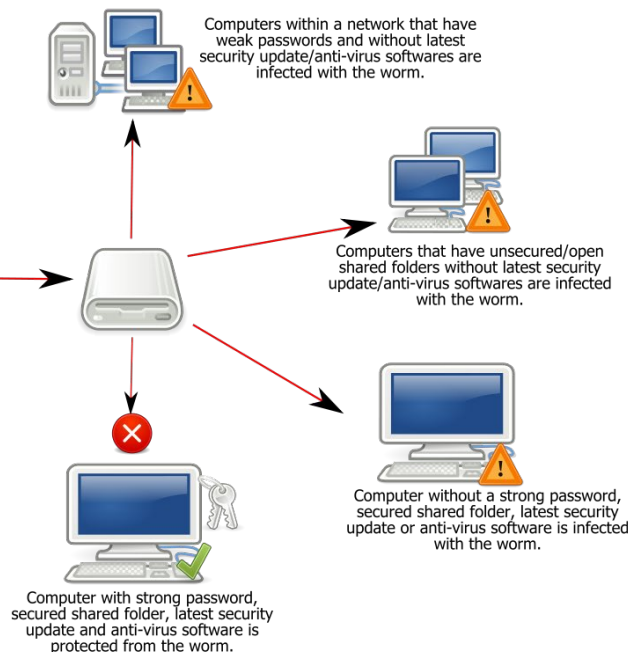
# Little Boy Billy vs His First Polymorphic Worm

Enter... conflict!  
Malware!

## Worm: Win32 Conficker



Polymorphic Worm



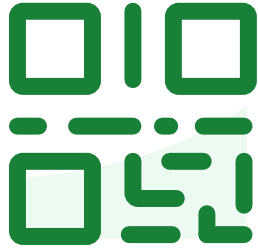
# Little Boy Billy vs His First Polymorphic Worm

Let's see if you can guess what happened next!



slido

Please download and install the  
Slido app on all computers you  
use



Join at [slido.com](https://slido.com)  
#3465044

① Start presenting to display the joining instructions on this slide.



# How many windows hosts were infected at the time the threat was discovered?

① Start presenting to display the poll results on this slide.



How much time do you think it  
took Little Boy Billy and team  
to eradicate the worm and  
fully recover?

ⓘ Start presenting to display the poll results on this slide.



Has anyone here experienced a  
business outage that would not have  
been as bad if network segmentation  
was better?

① Start presenting to display the poll results on this slide.

The background of the slide features two overlapping adhesive bandages (Band-Aids) on a solid blue background. The bandages are a light tan or beige color and have a distinct pattern of small, raised circular bumps across their entire surface. They are positioned diagonally, with one bandage partially covering the other, creating a large 'X' shape in the center.

Next time this happens...

how can we save Little Boy  
Billy and team?



# Agenda

- Modern Zero Trust
- Cisco Secure Firewall
- Cisco Identity Services Engine
- Cisco Secure Workload / Hypershield
- Zero Trust Strategy
- Segmentation Strategy & Architectures



# Modern Zero Trust





# What is the first word that comes to mind when thinking about Zero Trust?

① Start presenting to display the poll results on this slide.

# Zero Trust Principles

- ▶ Never assume trust
- ▶ Always verify
- ▶ Enforce least privilege

# Zero Trust is maturing

Emergence of  
regulations and  
standards



It's segmentation



It's ZTNA



It's endpoint security



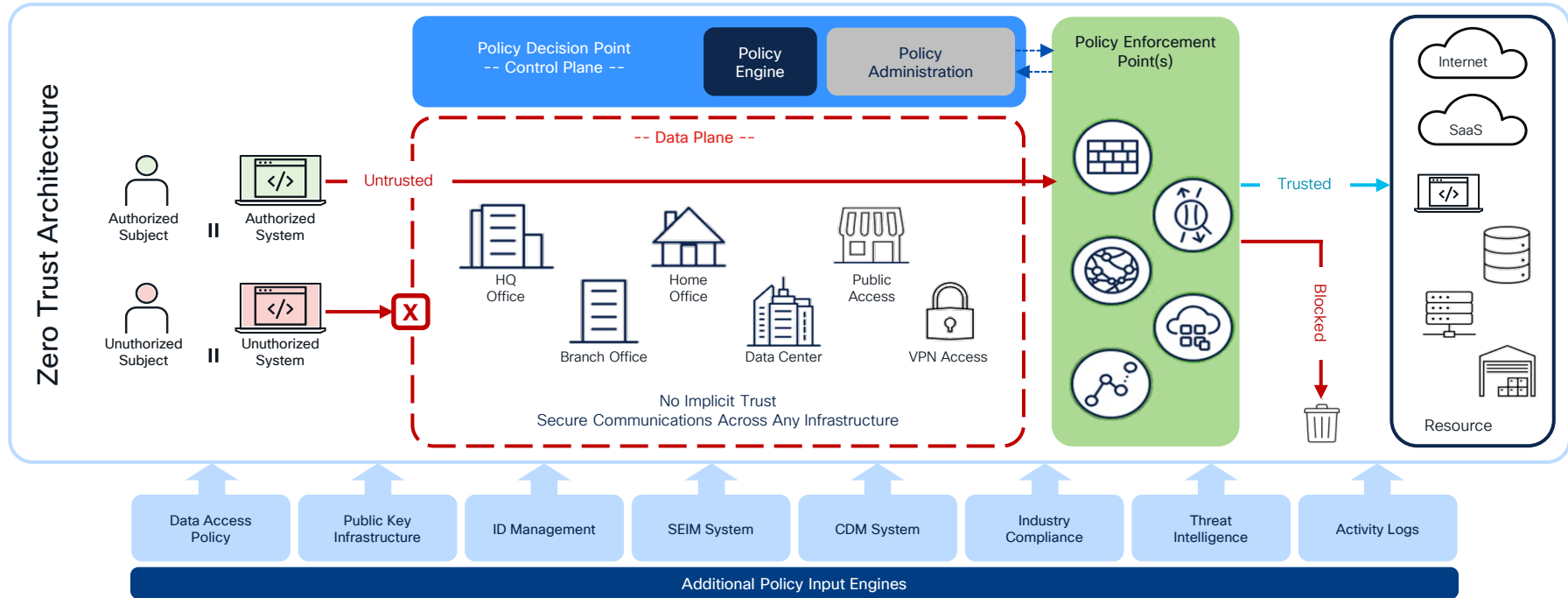
It's firewall



It's identity

# NIST Special Publication 800-207

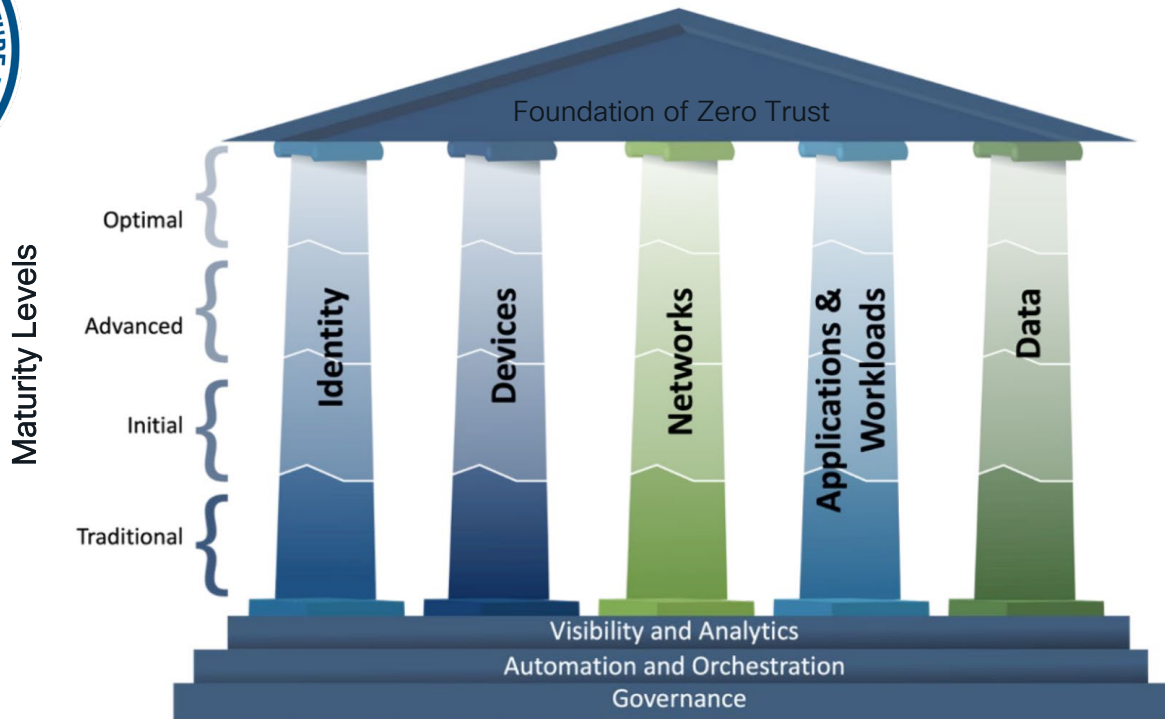
## Zero Trust Architecture



<https://nvlpubs.nist.gov/nistpubs/SpecialPublications/NIST.SP.800-207.pdf>



# CISA Zero Trust Maturity Model



Segmentation spans all pillars!

Dynamic – Continuous – Integrated – Optimized – Automated

<https://www.cisa.gov/zero-trust-maturity-model>

# Zero Trust Frameworks

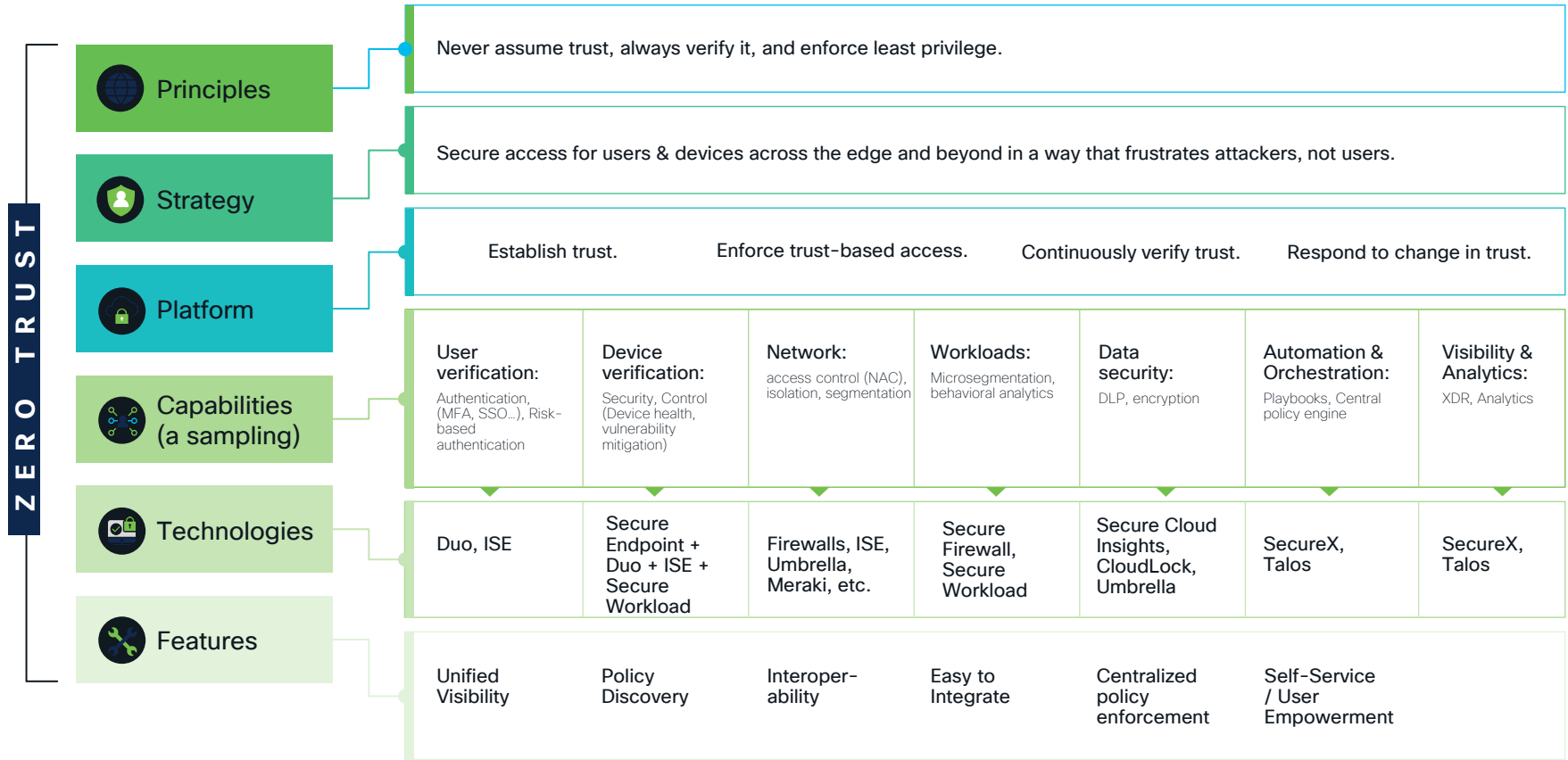
Cisco	NIST 800-207 Zero Trust Architecture	CISA Zero Trust Maturity Model	DISA Zero Trust Framework	Common
User and Device Security	Users and/or Devices	Identity	Users	Visibility & Analytics Automation & Orchestration Governance
		Devices	Devices	
Network and Cloud Security	Policy Decision and Enforcement Points	Networks	Network/ Environment	
Application and Data Security	Enterprise Resources	Applications and Workloads	Workloads	
		Data	Data	

# Zero Trust Must Be Driven Top-Down

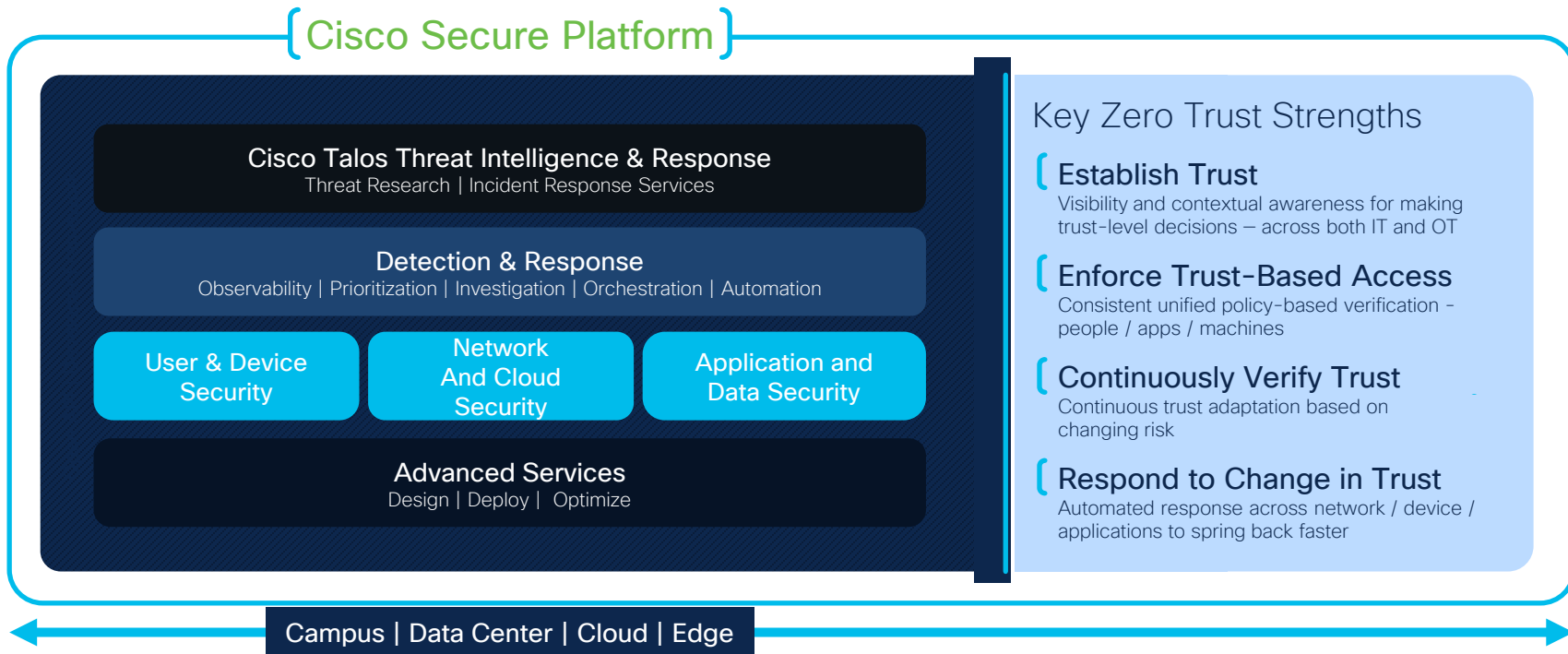




# Zero Trust Top-Down Strategy



# Delivering Zero Trust to meet you where you are



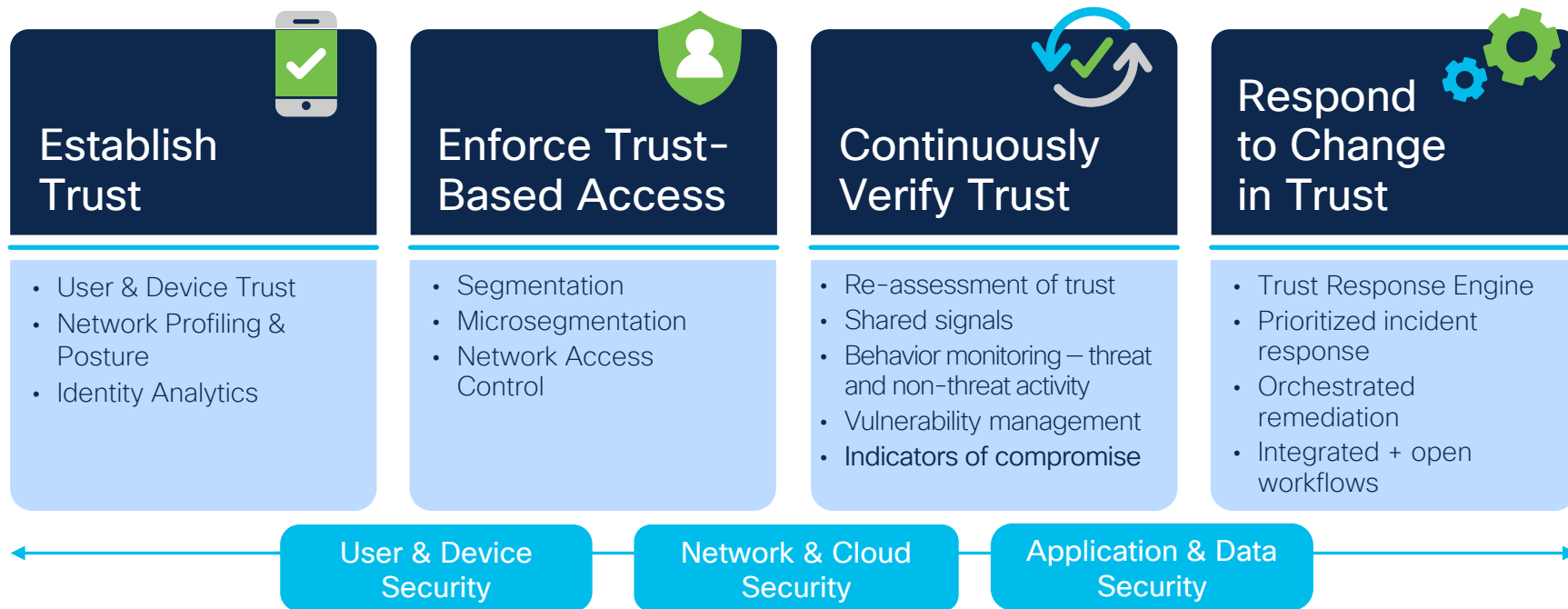
# Zero Trust Platform Requirements

What it takes to get Zero Trust right



# Zero Trust Maturity

What it takes to get Zero Trust right



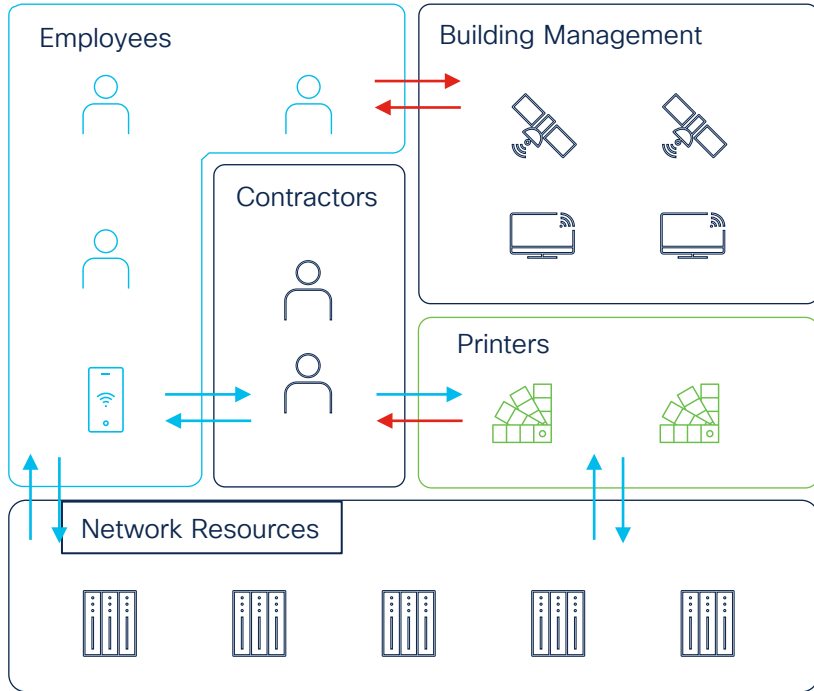


What is the first word  
that comes to mind  
when thinking about  
network segmentation?

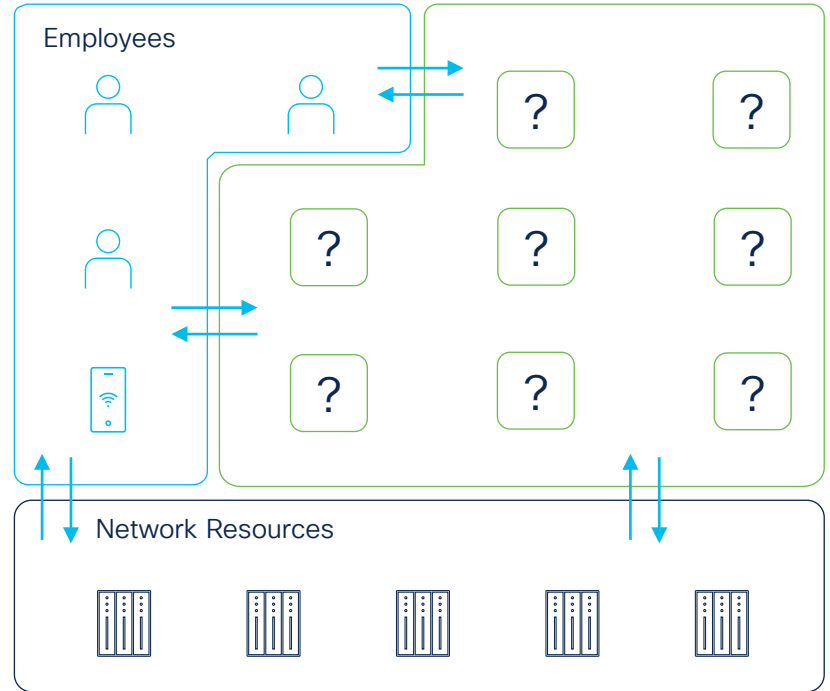
i Start presenting to display the poll results on this slide.

# Least Privilege Access: Expectation vs. Reality

Expectation



Reality



# Network Segmentation Benefits

Visibility and control doesn't stop at the end user

## Threats

Unauthorized endpoints or devices with unhygienic posture can disrupt productivity

Noncritical assets with unrestricted access can make the entire infrastructure vulnerable

Compromised endpoints can infect other assets in the network through lateral movements

## Zero Trust Solution

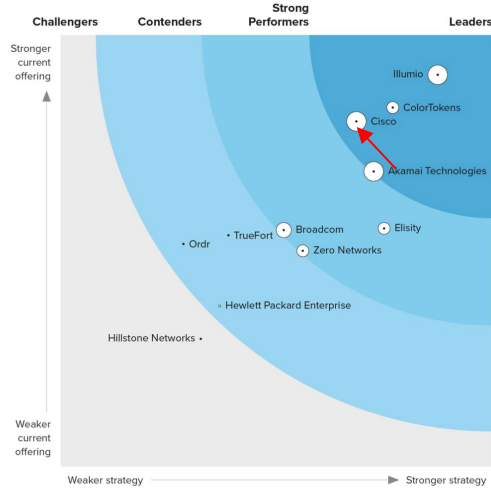
No network access until endpoint trust is evaluated (authenticate and evaluate system health)

Provide confined access to essential services through macro and micro-segmentation

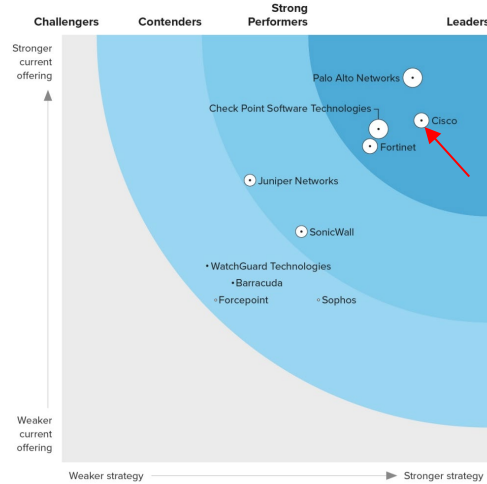
Continuously evaluate trust and apply adaptive controls to isolate threats in the real-time

# Cisco – Market Leader in Segmentation

**THE FORRESTER WAVE™**  
Microsegmentation Solutions  
Q3 2024



**THE FORRESTER WAVE™**  
Enterprise Firewall Solutions  
Q4 2024



**THE FORRESTER WAVE™**  
Operational Technology Security Solutions  
Q2 2024



The ONLY cybersecurity company named a Leader in Microsegmentation, Enterprise Firewall, and OT Security



# Cisco Network Segmentation Solutions for Zero Trust

Cisco Secure Workload  
(Hypershield)

Cisco Secure Firewall

Cisco ISE

\*Cisco Secure Access

\*DUO

\*Cyber Vision



Security Cloud Control

# Cisco Secure Workload



# Application Workload Evolution

Workload Security is Getting More Complex!

Virtual Machine

Maturing of containers

Serverless and more...

Before 2006

2006

2014

2016

2021

2022

Bare Metal



Public Cloud

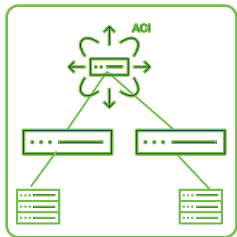


K8s Mainstream adoption



# But... what is an application workload?

## Network Engineer



- Vlans/VRF
- Subnets
- Contracts

## Firewall Engineer



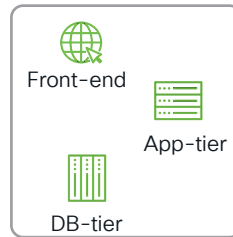
- Zones
- Subnets
- ACLs

## Cloud Engineer



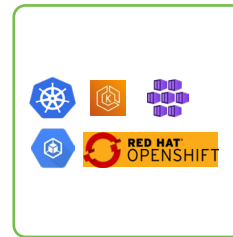
- VPC
- Subnets
- Security Groups

## Application Owners



- Service
- Application
- Workload

## Cloud-Native Engineer



- Namespace
- Service
- CNI

# Segmentation and Policy Control Challenges



Network  
Security



Workload  
Security



Cloud  
Security



Cloud-Native  
Security

Organizational Challenges



NetSec Admin



Server/VM Admin



Cloud Architect



DevSecOps

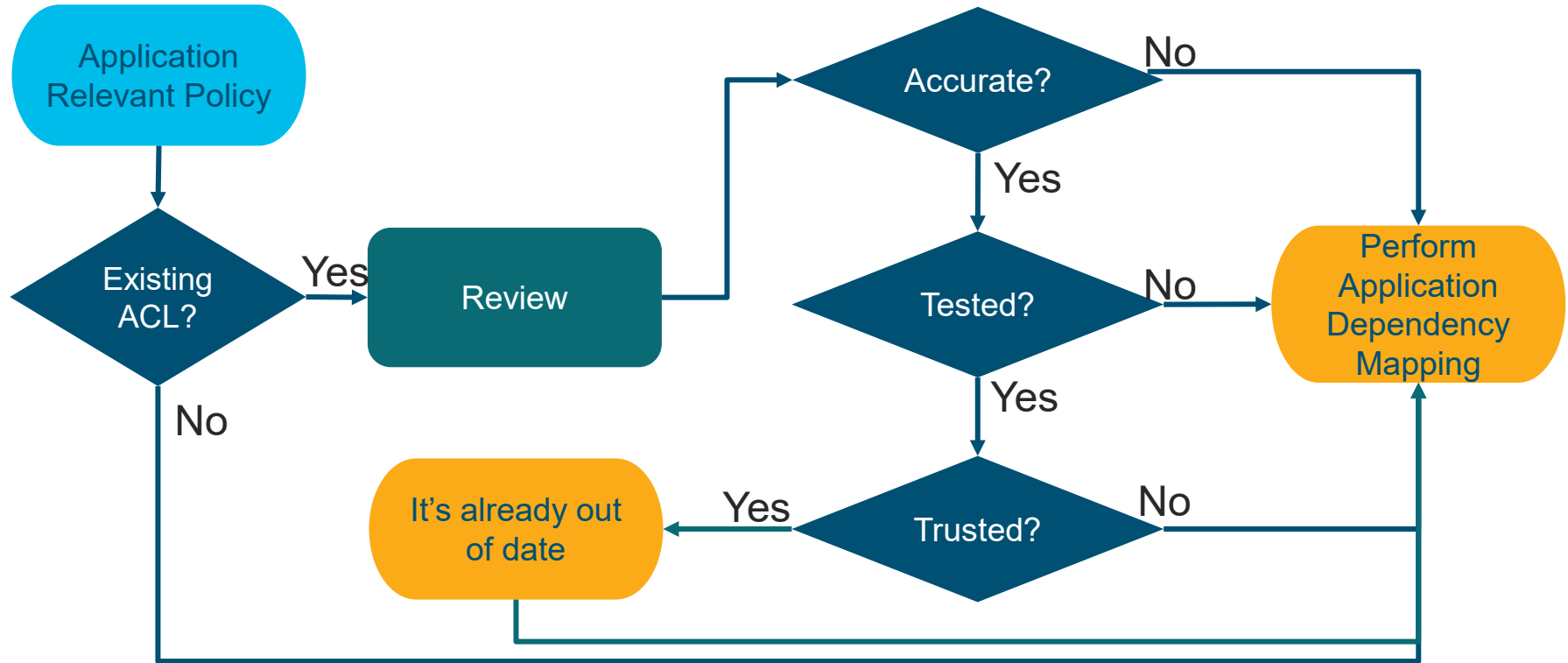
Multiple teams,  
organizations and  
environments



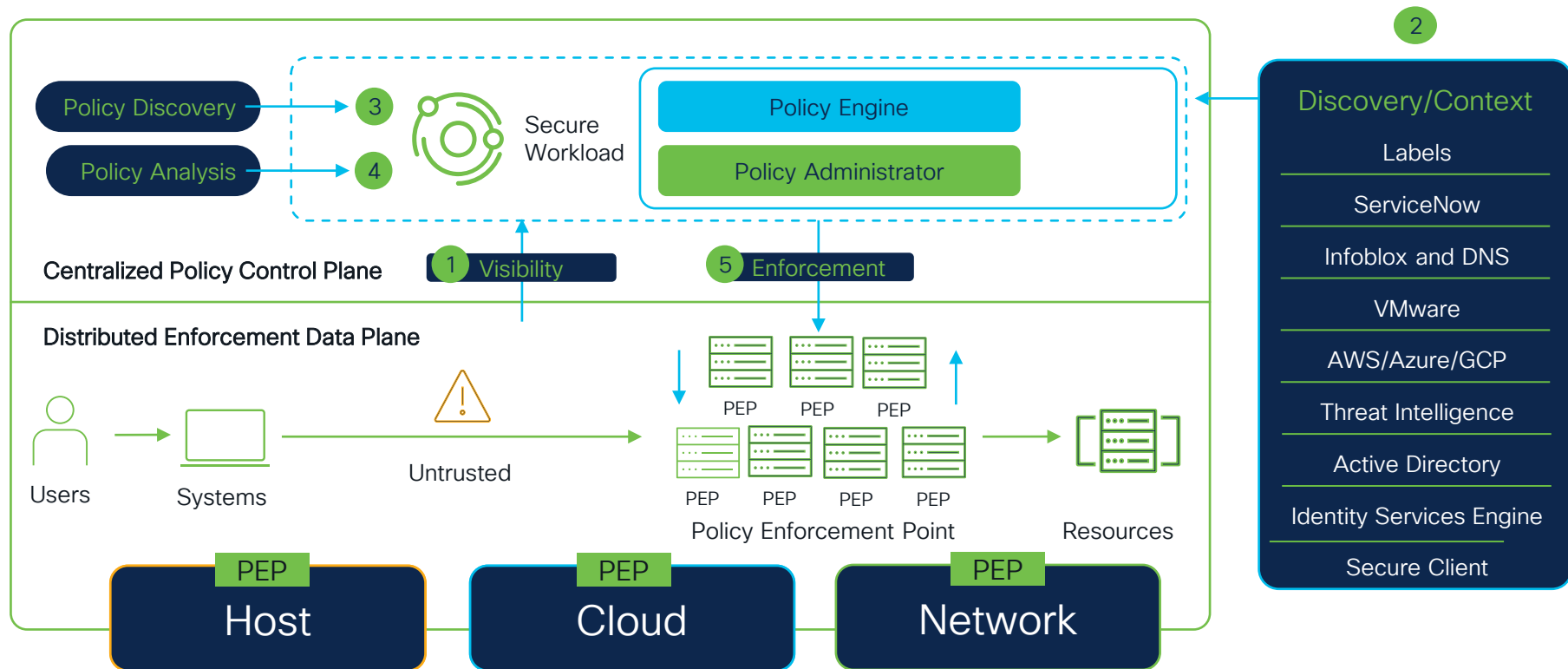
Inconsistent islands  
of policy controls  
across  
environments



# How well do you understand your applications?



# Secure Workload – Zero Trust Segmentation



# Secure Workload Use-Cases

Microsegmentation



Behavioral detection  
and protection

Vulnerability detection  
and protection



# Microsegmentation Approach Evaluation



Agent



Agentless

Pros

- Network Abstraction
- In-depth visibility and protection
- Flexible segmentation

- Less organizational dependencies
- Leverage existing infrastructure
- Faster time to deploy

Cons

- Organizational dependencies
- OS dependency (legacy)
- Agent fatigue

- Network/CSP infrastructure dependency
- Segmentation granularity/scalability
- Only network-flows visibility

# Cisco Secure Workload Offerings



## On-Prem

- Turnkey Hadoop Appliances
- SW & HW Sensors
- Highest Performance
- \$500K to \$20M+

1K to 25K+ Workloads



## SaaS <sup>NEW</sup>

- Secure Workload As A Service
- Cisco Hosted & Managed
- Cloud First Customers
- \$42K to \$20M+



## Software Only <sup>NEW</sup>

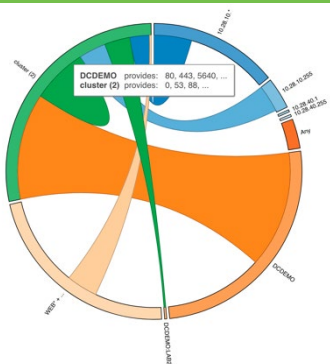
- VM Virtual Appliance
- DC, Amazon or Azure
- 3 Server Platform
- \$24K+

100 to 1000 Workloads

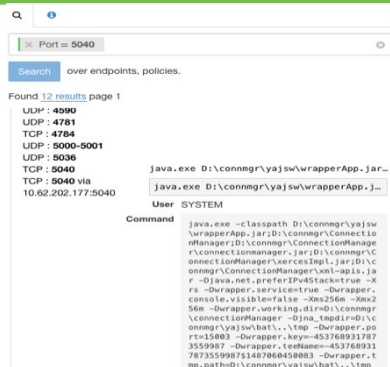
# Cisco Secure Workload Zero Trust Automation

## Automated Security Policy Recommendation

### Step1: Behavior Analysis

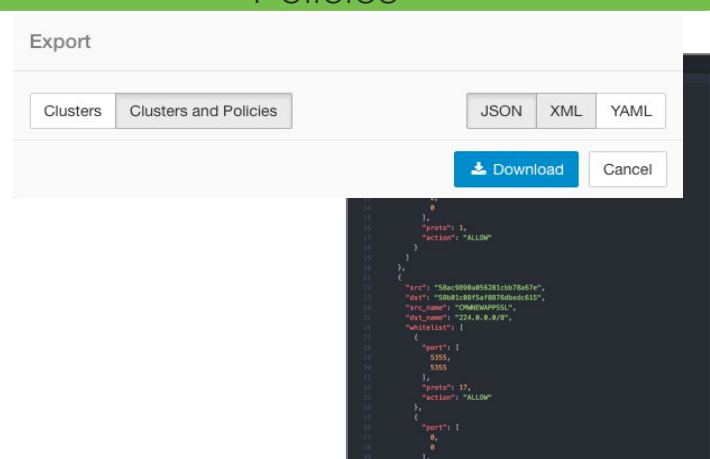


Application conversations



Conversation details/  
process bindings

### Step2: Auto-Enforcement of Whitelist Policies



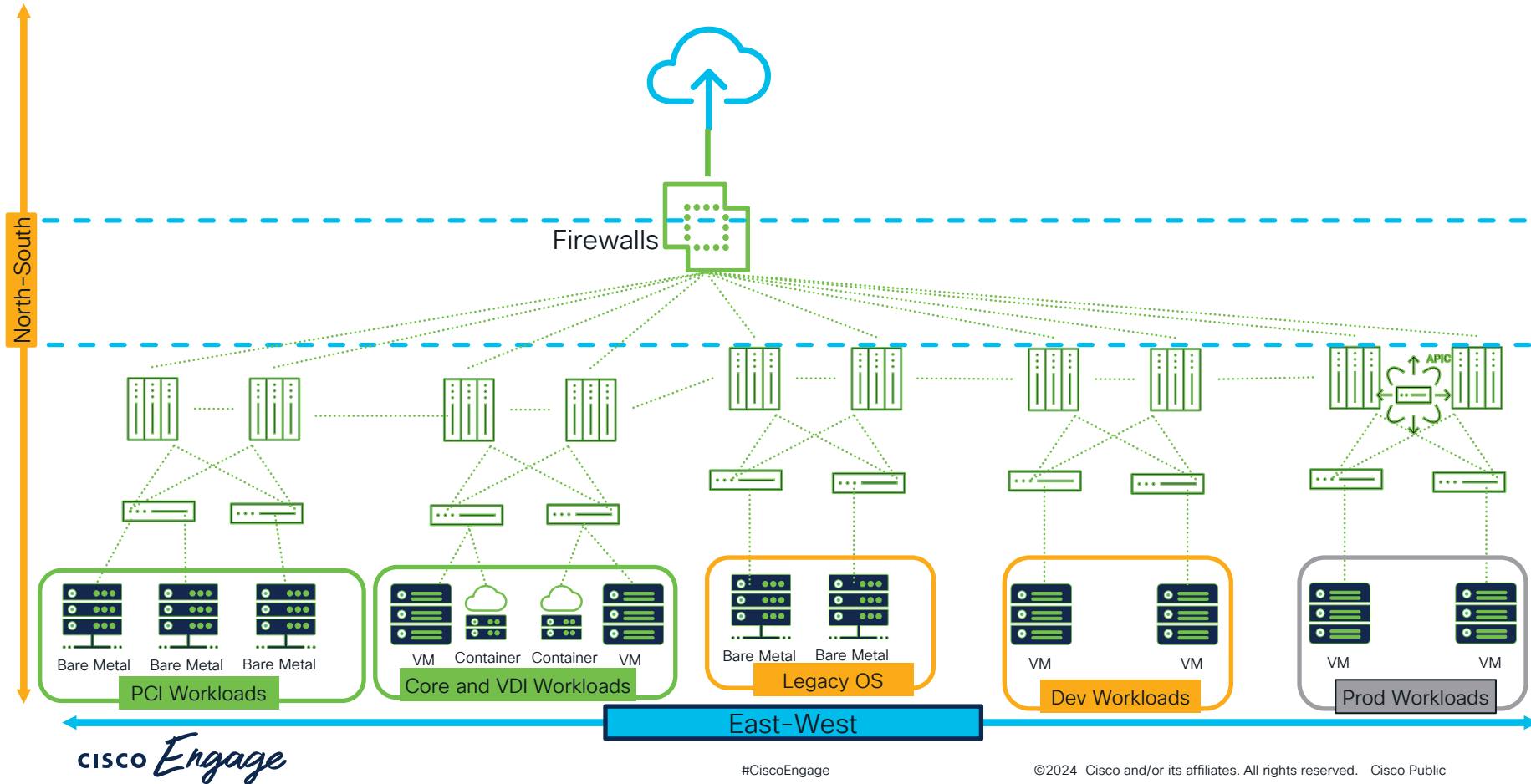
### Whitelist policy recommendation

- Identifies application intent
- Generates 4 tuple policies

### Export into Cisco solutions

- Export in JSON, XML and YAML
- Import into ACL, Secure Firewall

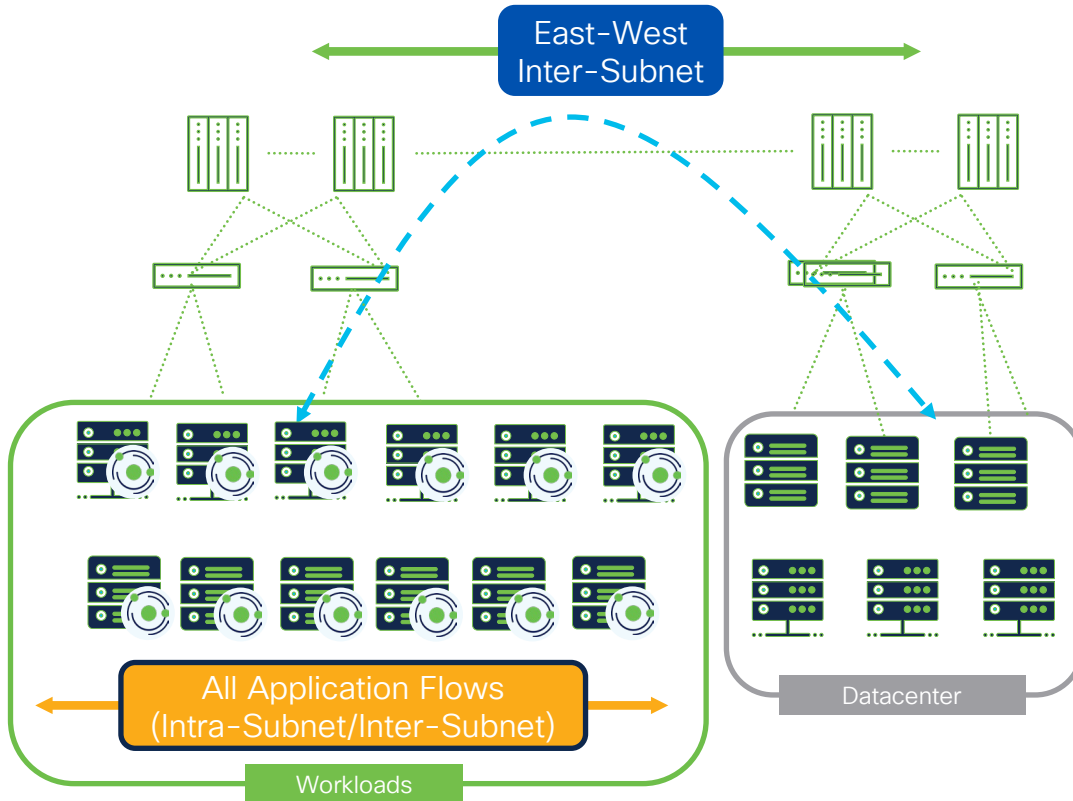
# On-Prem (DC) Microsegmentation



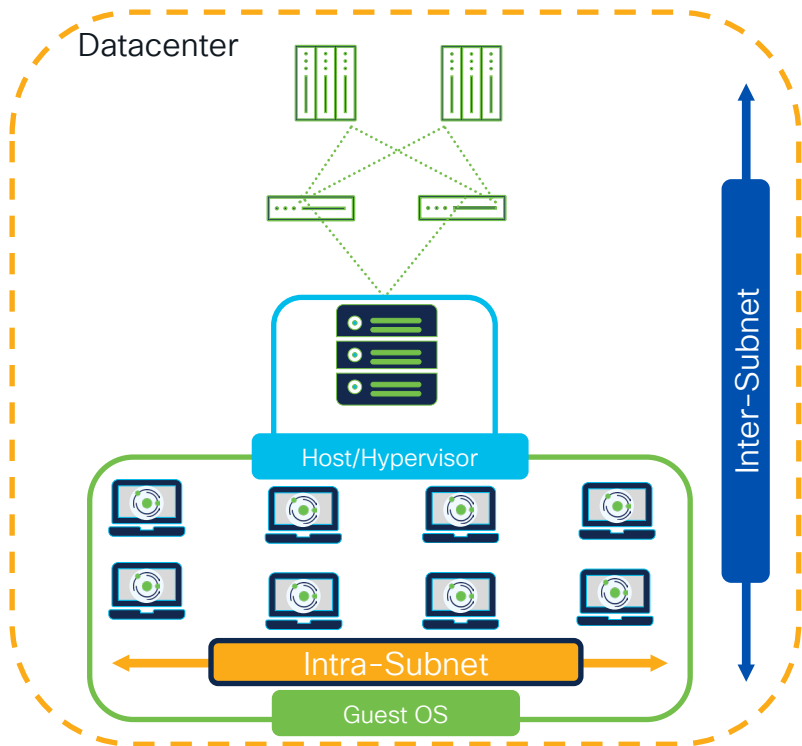
# Workload Microsegmentation – Agent-Based

## Host-Based Agent Workload Protection

- **Ideal** for fine-grained segmentation
  - In-depth workload visibility
  - Protection at the workload level
- Suitable for **all personas**
  - Enables delegation of policy controls to **application owners**



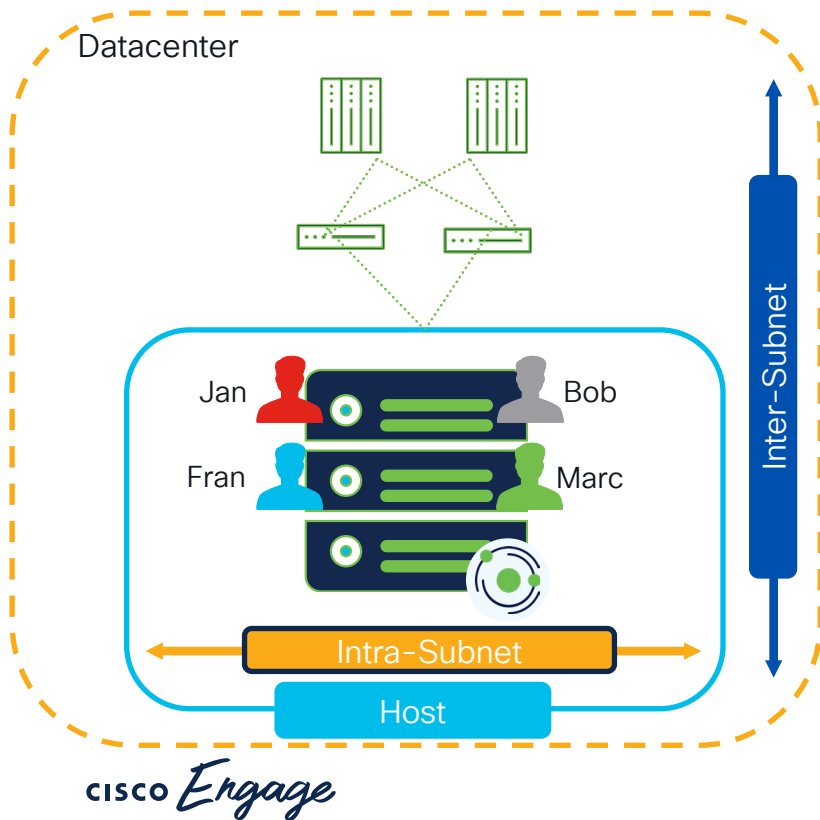
# Virtual Desktop Infrastructure Microsegmentation



## Host-Based Agent VDI Microsegmentation

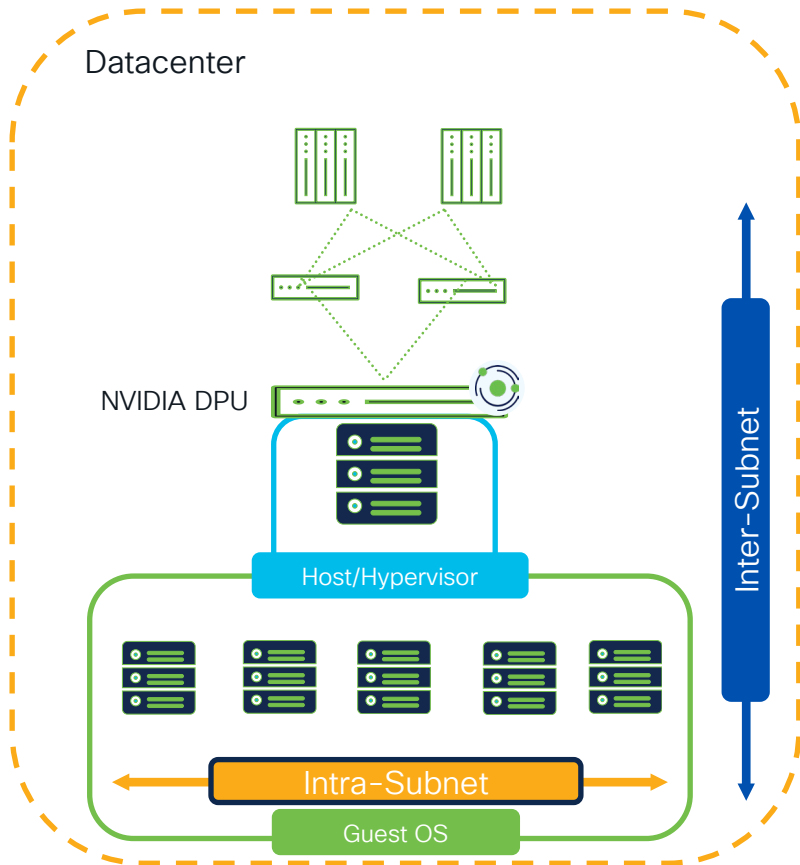
- Same agent as for workloads
- Ideal for fine-grained segmentation
  - In-depth endpoint visibility
  - Protection at the VDI user/desktop level
- Suitable for all personas

# Terminal Services Microsegmentation



- Same agent as for workloads
- Ideal for fine-grained segmentation
  - In-depth endpoint visibility
  - Protection for multi-user sessions at workload level
- Suitable for all personas

# Workload Microsegmentation – DPU



## Host-Based DPU Microsegmentation

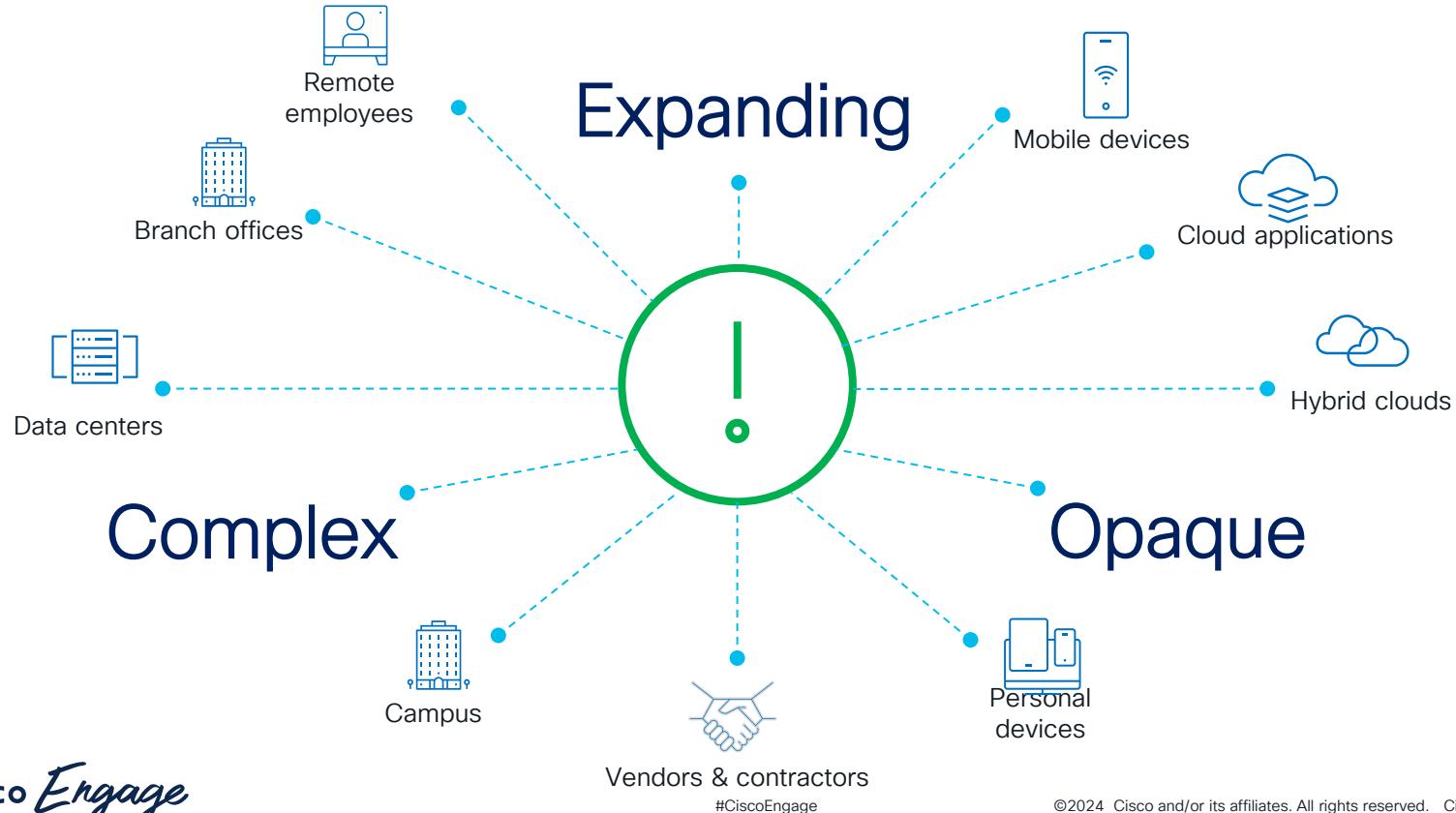
- **Acceptable** for fine-grained segmentation
- Visibility of workload flows
- Protection at the workload level (network)
- Suitable for all personas
  - Enables delegation of policy controls to application owners



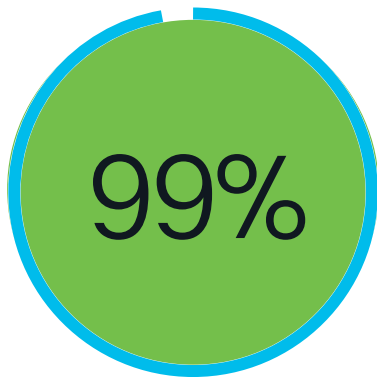
# Cisco Secure Firewall



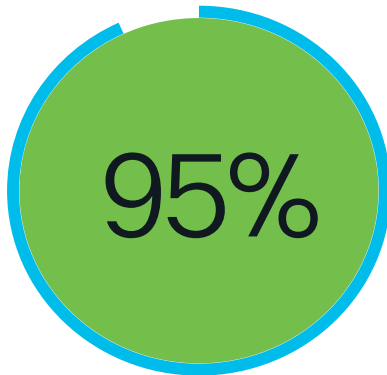
# Network attack surfaces are increasingly...



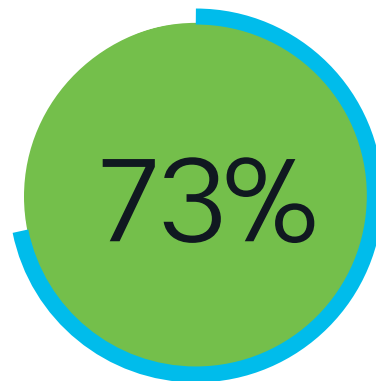
# And attackers leverage the gaps



of firewall breaches will  
be caused by firewall  
misconfigurations<sup>1</sup>



of web traffic is  
encrypted<sup>2</sup>



of organizations lack  
sufficient visibility into  
threats and are struggling  
to implement zero trust<sup>3</sup>

<sup>1</sup> Gartner Technology Insight for Network Security Policy Management; <sup>2</sup>Google Transparency Report; <sup>3</sup>Cybersecurity Insiders, 2022 Application Security Report;



# What percent of network traffic does your organization decrypt?

ⓘ Start presenting to display the poll results on this slide.

# Cisco Secure Firewall

By the company that builds **the most** networks across the globe

Industry's leading  
intrusion prevention, Snort3

Industry's first  
Encrypted Visibility Engine

Best Next Generation  
Firewall by SE Labs

2023 Product of the Year by  
CRN, Tech Leader by PeerSpot



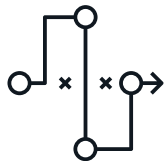
Facilitates over 85% of  
world's internet traffic

Secures >300K  
customers

Analyzes >550B  
security events/day

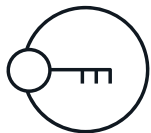
Generates > \$3.4B in  
security business

# Secure Firewall Industry Differentiation



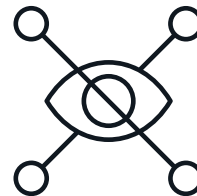
## AI Assistant

Simplify operations and achieve granular visibility and control of traffic to **bolster security and performance**



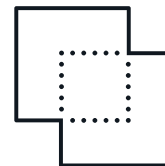
## Zero Trust Application Access

Move beyond traditional “authorize then ignore” ZTNA models by adding **complete threat inspection and policy for each individual application**



## Encrypted Visibility Engine

Gain control over encrypted traffic, while **eliminating performance bottlenecks and ensuring privacy compliance**



## Microsegmentation Policy Integration

Ease policy lifecycle management by **integrating Microsegmentation solutions**

# Encrypted Visibility Engine (EVE)

## Enhanced Visibility and Detection Efficacy of Encrypted Traffic

Inferenced Based Identification without Decryption in TLS & QUIC of:

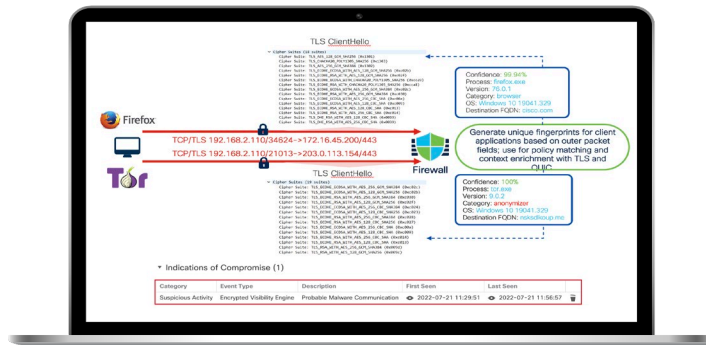
- Client Applications
- Operating Systems
- Compromised Hosts

Machine Learning Generated Fingerprints with data from:

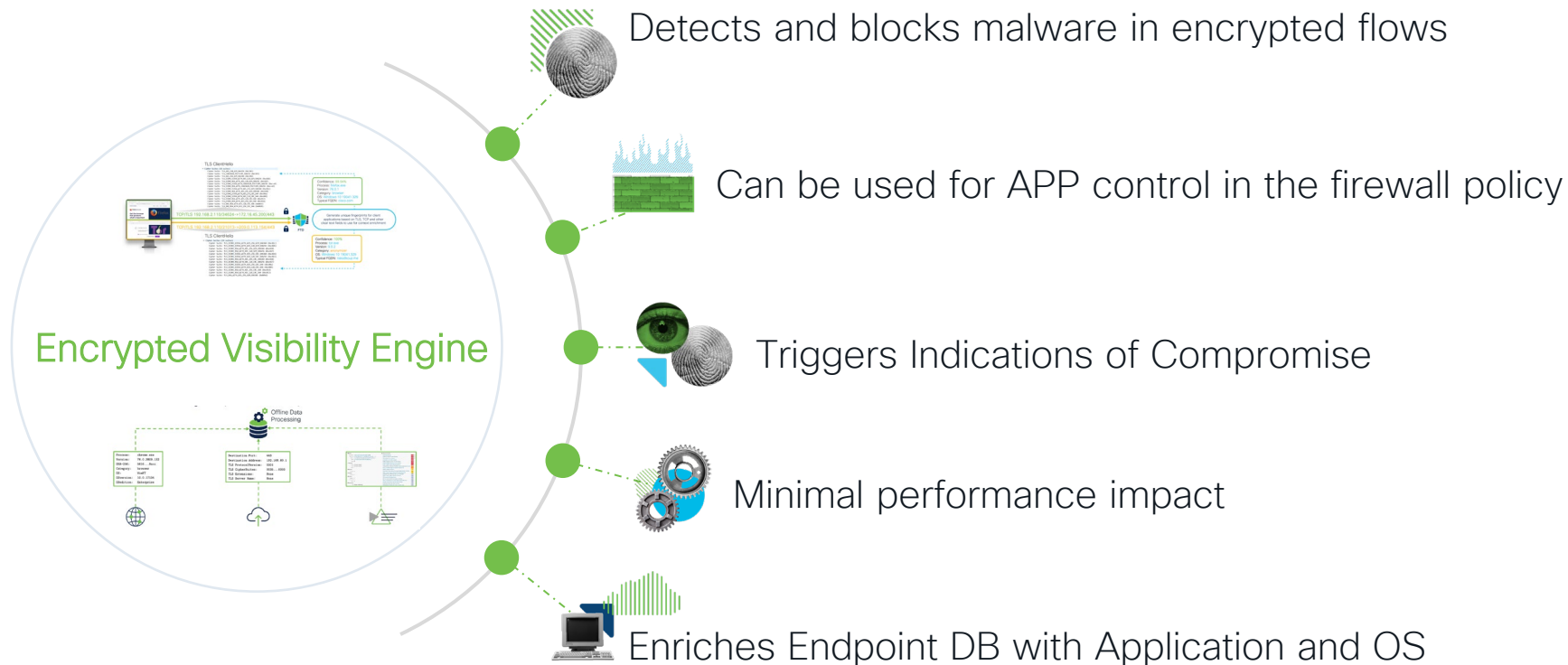
- Computer Security Incident Response Team (CSIRT)
- Network Visibility Module (NVM)
- Secure Malware Analytics (ThreatGrid)

AI @ Speed of the Network:

- Network Protocol Fingerprinting (NPF) selects classifier
- Weighted Naïve Bayes classifier with sparse updates
- Best Threat Detection efficacy in recent internal testing







# Encrypted Visibility Engine Benefits

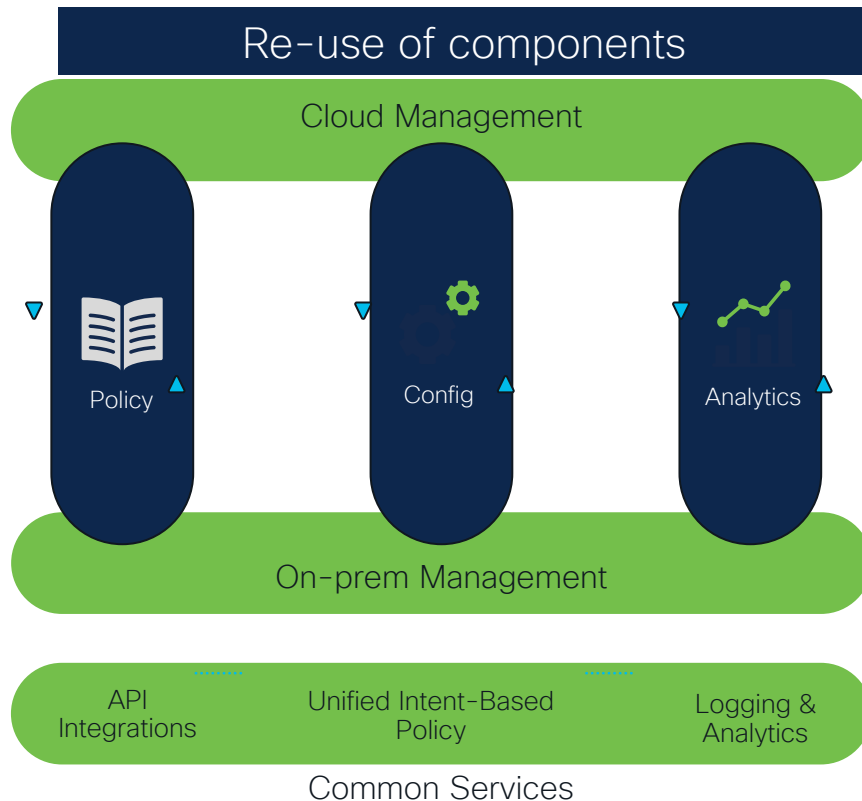




# Unifying Cloud and On-Prem Management

## New Cloud-Delivered FMC

-  Simple and consistent UX
-  Easy migration from on-prem to cloud
-  Shared components for consistency
-  Common services for unified policy, XDR and logging



# Cisco Security Cloud Control

Simplify operations

Centralize control of  
devices and policies

Enhance security

Leverage AI to strengthen  
protection and prevent  
downtime

Increase efficiency

Reduce time spent on  
manual tasks up to 90%

cisco *Engage*

Security Cloud Control

Search

Admin PseudoCo

## Dashboard

### Top insights & alerts 10 new insights

**Elephant flow spike observed** ...  
Data sources: **FTD**  
Traffic has risen steadily over three weeks with some large flows consuming excessive bandwidth, necessitating intervention to avoid performance issues.  
Last 24h Details

**Risky users accessing privileged apps** ...  
Data sources: **FTD** **Secure Access**  
Implement ZTNA to limit access to only required user groups, and protect your applications from risky users.  
Last 24h Details

**1% Decrypted traffic towards internet** ...  
Data sources: **FTD**  
Failure to decrypt a significant portion of traffic poses a severe security risk, potentially concealing malicious activities, leaving your network vulnerable to threats.  
Last 24h Details

### Top actions

**Policy optimizer** ...  
Data sources: **FTD**  
**18263** Rules with anomalies **5723** Shadowed  
**30524** Total rules  
18263 Rules with anomalies (60%)  
515 Disabled rules (17%)  
79 Expired rules (10%)  
11667 Healthy rules (38%)  
Details

### Top information

**Workload protection status** Last 90 days ...  
Data sources: **Hypershield**  
**400k** Total assets  
**20k** Vulnerable +  
**320k** Protected +  
**60k** Improvements recommended +  
**8** Vulnerabilities !  
60k Exploitable assets  
**8** Shields verified +  
Ready to deploy  
**12** Recent protections +  
Auto-deployed

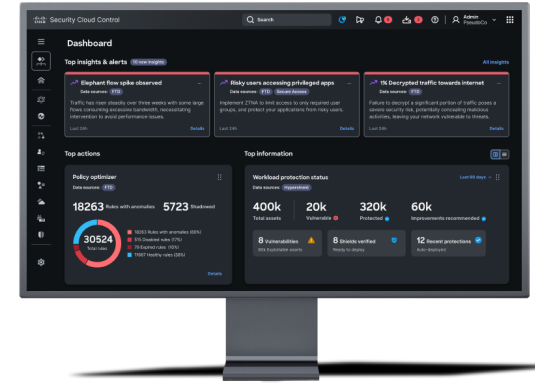
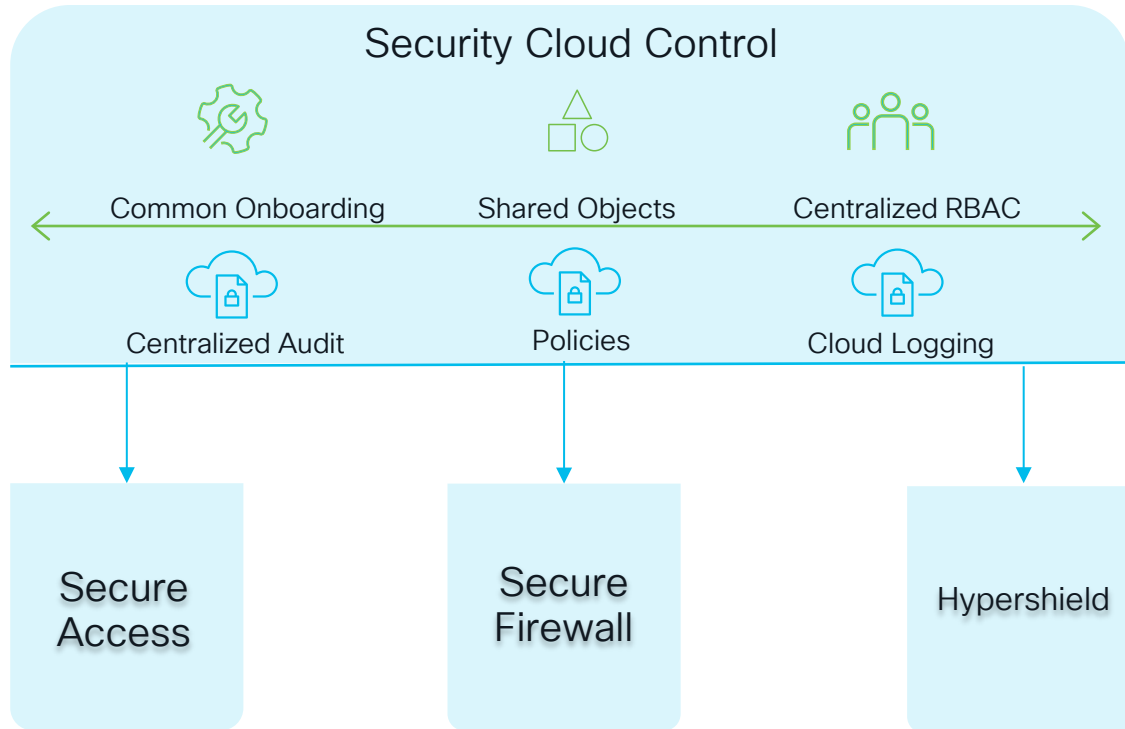
### Change Log Management

Last 90 days ...  
Data sources: **All** **FTD** **ASA** **Multicloud** **Hypershield**  
**Changes by all users** **My changes**  

Device name	Last description	Last user
connected_fmc	—	System user
Corporate Duo	Successfully imported out-of...	System user
fmc-fulton-10.10.5.107	Read FMC records succesfully	System user
connected_fmc	Read policy succesfully	System user
fmc-fulton-10.10.7.110	Read policy succesfully	System user

View All Changes

# Cisco Security Cloud Control (SCC) Overview



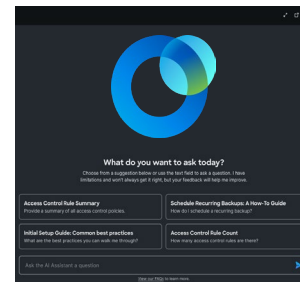
Consolidate firewall  
management

Ensure consistent security  
policies and compliance

Automate and optimize  
policy management

# AI Assistant in Firewall

Accelerate policy queries, troubleshooting, and rule management



Policy identification  
& reporting

Configuration  
information in one click

Troubleshooting &  
threat defense

Correlate documentation  
and insights at machine-  
speed

Policy lifecycle  
management

Take actions to create  
new rules or block  
existing ones

Simplifying firewall policy management

[cisco.com/go/firewall](https://cisco.com/go/firewall)

# Zero Trust Firewall Integrations



# Secure Workload and Secure Firewall Use-Cases

## North-South Security with Cisco Secure Firewall



## East-West Security with Cisco Secure Firewall or Catalyst Center



## Microsegmentation with Cisco Secure Workload



### Broad Visibility

- Threat Inspection at data center edge or cloud edge
- Visibility into Internet, branch, campus
- Virtual patch with Secure Workload



### Coarse Control

- Segment within your data centers and cloud
- Protect workloads without agents
- Single/multi site public cloud
- Physical/virtual form factors



### Fine-Grained Control

- Zero trust microsegmentation enforcement at workload level
- Automated policy discovery

Closer to application

# Secure Firewall & Secure Workload Integration

## Use-Cases

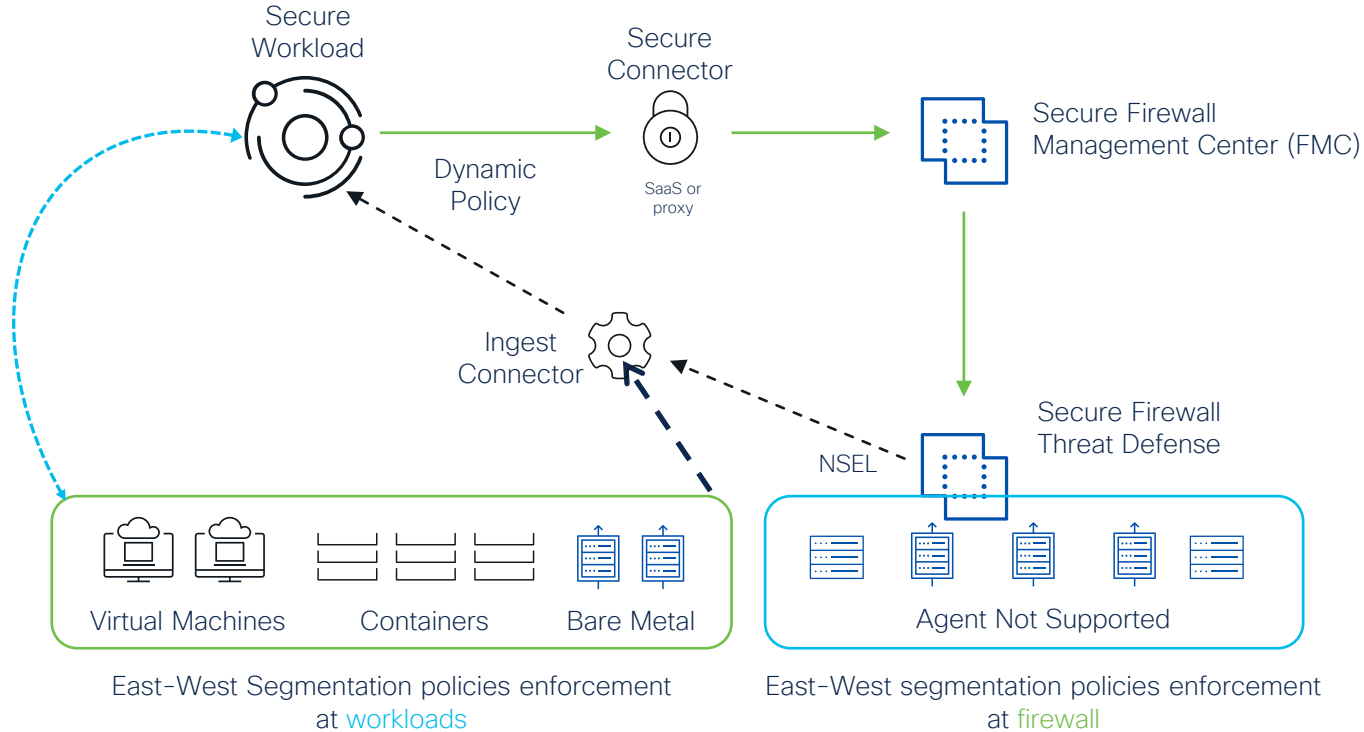
- East-West microsegmentation for agentless workloads
- North-South virtual patch on Secure Firewall



## Key Capabilities

- Real time updates on rules using Dynamic objects without policy deployment
- Fine grained policies from Secure Workload to implement contextual access-rules on firewall
- Automated policy lifecycle
- Dual firewall rules management (FMC and Secure Workload)
- Export of CVE information from agent-based workloads

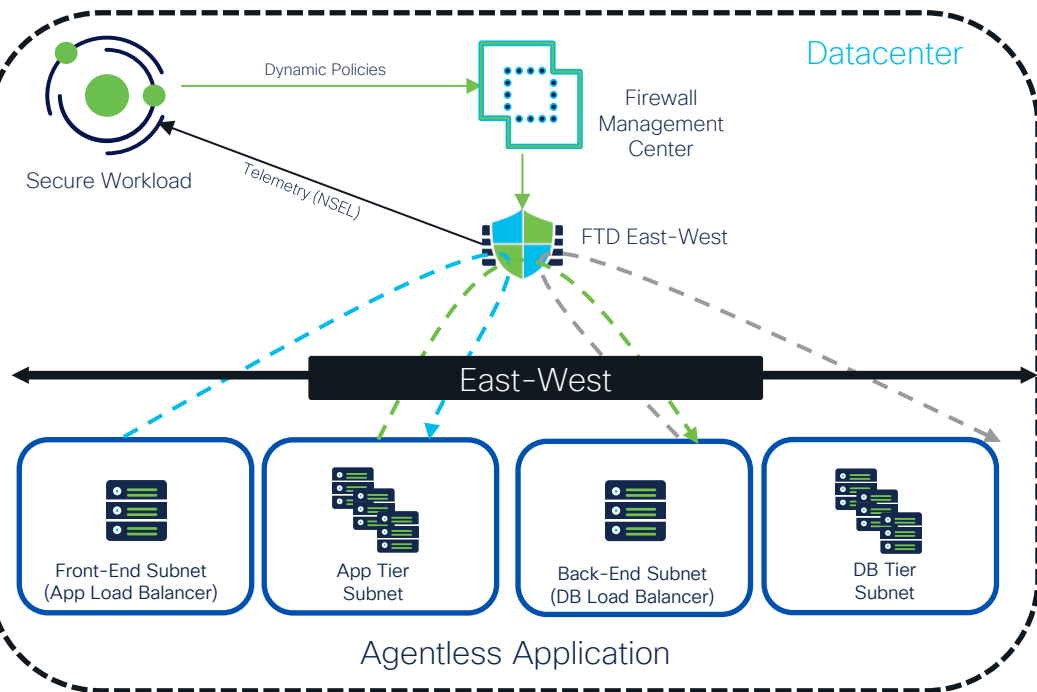
# Secure Firewall – High Level Architecture





# East-West Microsegmentation

## Traditional Networking Insertion



## Layer 2 Firewall (Transparent)

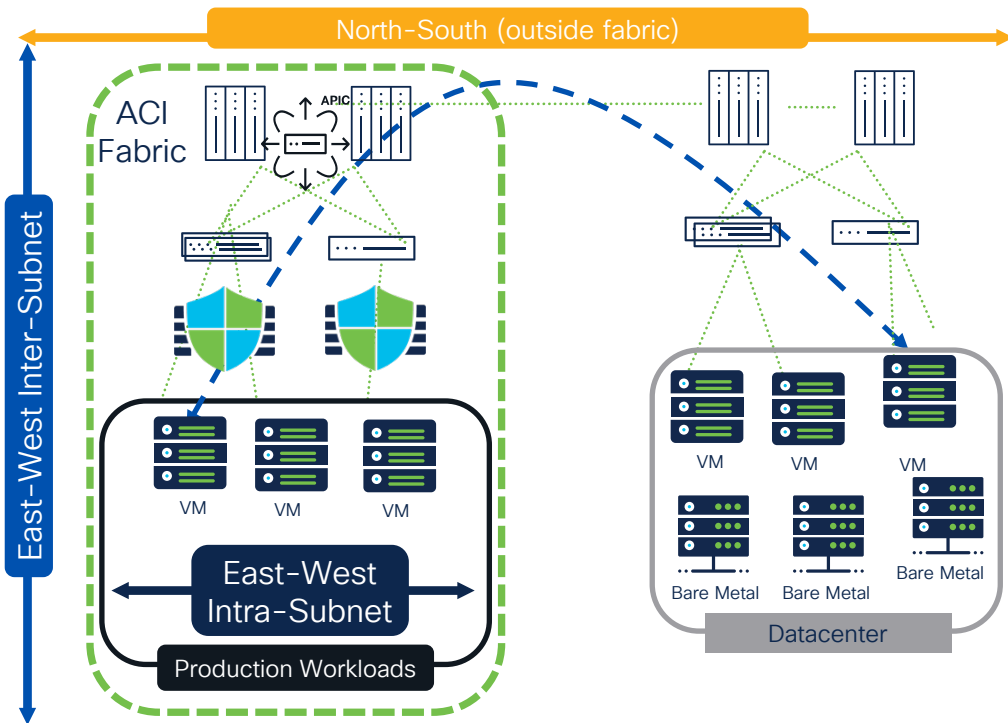
- Acceptable for fine-grained segmentation
- Full visibility of flows
  - Bump-in-Wire on the datapath
  - Intra and Inter-subnet flows
- Protection at the network level
  - Intra-Subnet (App-App)
  - Inter-Subnet (App-App and External-App)
- Best fit for localized workloads
- Allows policy dual-management
- Convenient for network and firewall engineers

## Layer 3 Firewall (Routed)

- Reasonable segmentation for workloads
- Partial visibility of flows
  - Firewall as GW
  - Inter-subnet flows only
- Protection at the network level
  - Inter-Subnet (App-App and External-App)
- Excellent fit for distributed workloads
- Allows policy dual-management
- Convenient for network and firewall engineers

# East-West Microsegmentation

## SDN Controller (ACI) Insertion



## Service Graph with Policy Based Routing

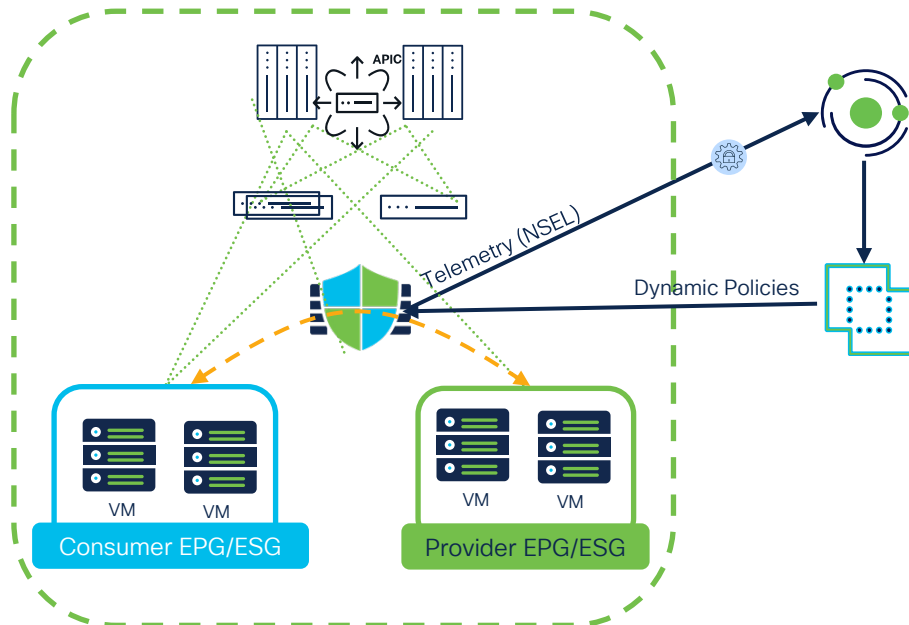
- No re-architecture
  - Flexible and easy to configure
  - FW is selectively inserted in the path
- Supports both L3 and L2 FW modes
  - Intra and inter-subnet flow visibility (both)
  - Intra and Inter-subnet protection (both)
- Preferred L3 mode
- Can do intra-ESG redirection

## Service Graph Go-To-Go-Through Mode

- FW is in-path (Security over Connectivity)
  - Not very flexible and more complex
  - Typically used for North-South traffic
- Go-To
  - Inter-subnet visibility and protection
- Go-Through
  - Intra and Inter-subnet visibility protection

# East-West Microsegmentation

## SDN Controller (ACI) Insertion

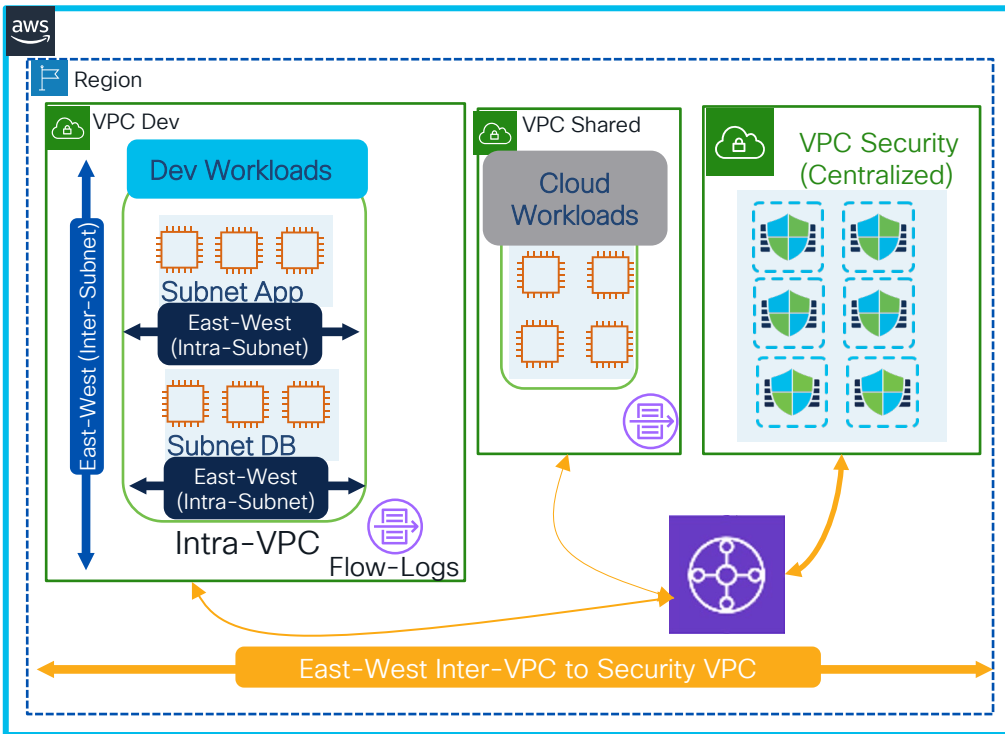


## Service Graph PBR and Firewall Insertion Protection

- Full visibility of flows
  - FW inserted in datapath with service graph
  - Intra and inter EPG/ESG
- Flexible level of workload protection
  - Intra EPG/ESG (fine-grained intra-app)
  - Inter EPG/ESG (reasonable inter-app)
- Allows policy triple-management
  - CSW owned-policies
  - FMC owned-policies
  - ACI owned-policies
- Convenient for network (ACI) and firewall engineers

# East-West Microsegmentation

## Centralized VPC Insertion with AWS

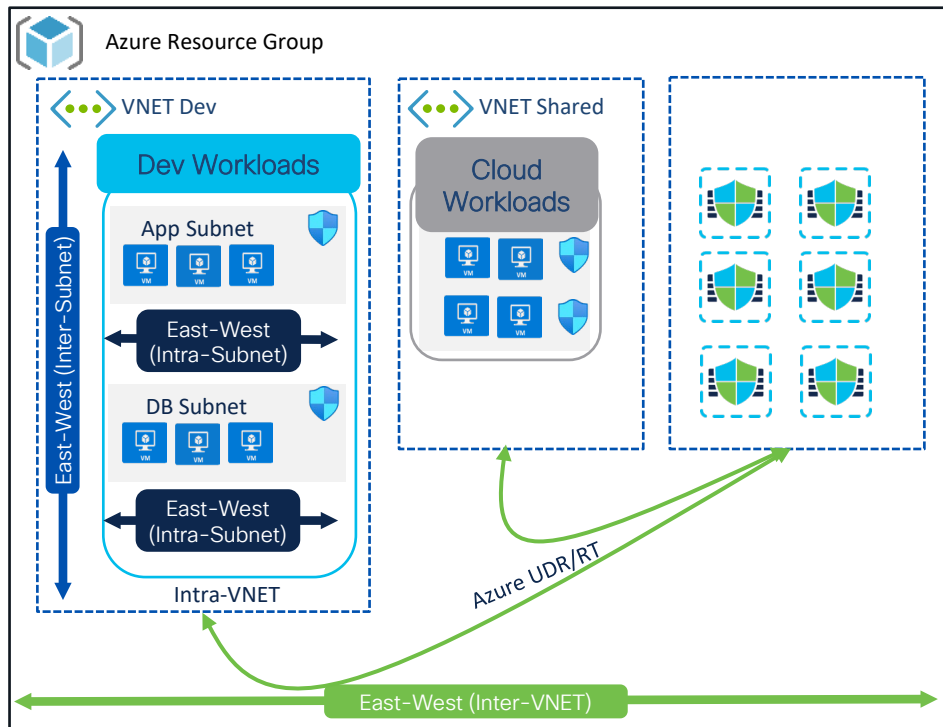


## Centralized East-West VPC Inspection

- Reasonable segmentation
- Full visibility of flows
  - Ingestion of flow-logs and NSEL
  - Intra and Inter-subnet flows
- Cloud context
  - Labels
    - Instances and NICs
    - Autoscaling
    - Region/Account
  - Template/Golden Image
- Protection at the network level
  - Inter-Subnet (App-App and External-App)
  - Inter-VPC (App-App and External-App)
- Suitable for network/firewall engineers

# East-West Microsegmentation

## Centralized VNET Insertion with Azure

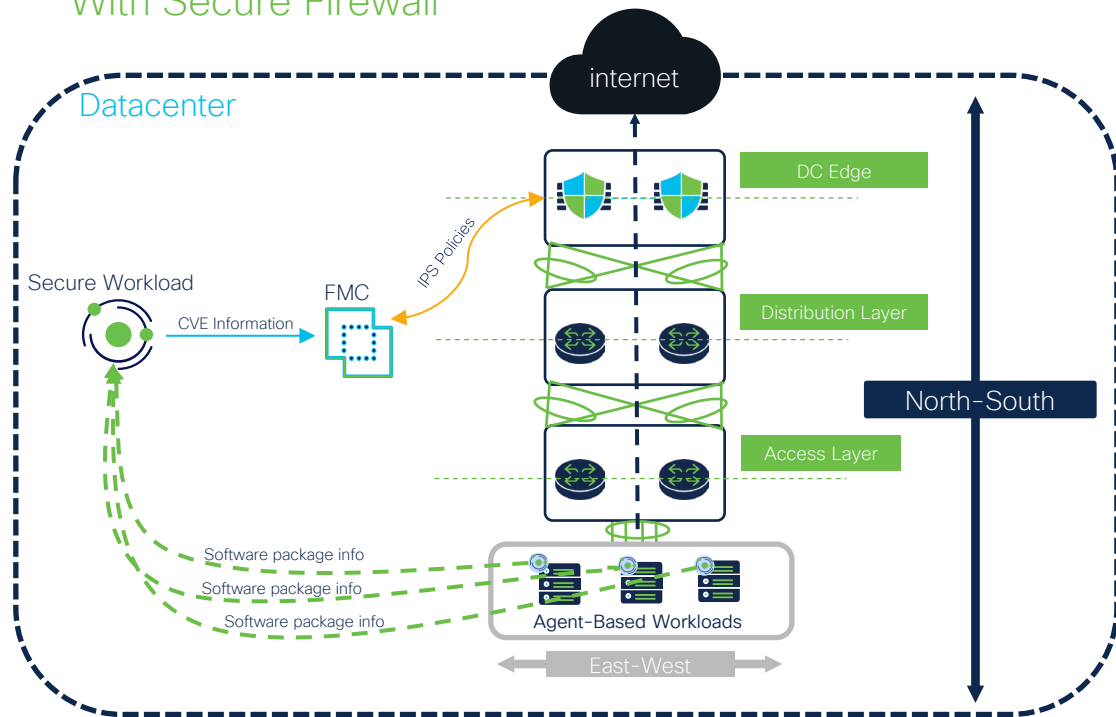


## Centralized East-West VNet Inspection

- Acceptable for fine-grained segmentation
- Full visibility of flows
  - NSG flow-logs and NSEL
  - Intra and Inter-subnet flows
- Cloud context
  - Labels
  - VMs and NICs
  - Scale-Sets
  - Subscriptions
  - Template/Golden Image
- Protection at the network level
  - Intra-subnet (App-App)
  - Inter-subnet (App-App and External-App)
  - Inter-VNET (App-App and External-App)
- Suitable for network/firewall engineers

# North-South Virtual Patch

With Secure Firewall



## L7 Virtual Patch Inspection

- Quickly identify vulnerable workloads
- Vulnerability information export done by Secure Workload to FMC
- Run Firepower Recommendations to get IPS signature
- Apply IPS policy to interested traffic flows
- Configure the compensating control to mitigate risk while patching schedule is done
- De-risk end-of-life applications without patching support

# Cisco ISE

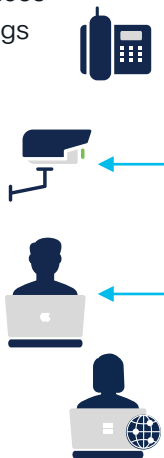
# ISE Provides Zero Trust for the Workplace

## Enterprise

## Security

### Endpoints

- Users
- Devices
- Things



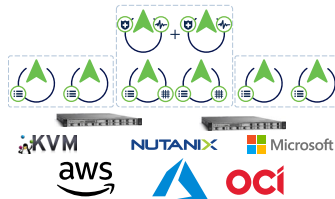
### Network Devices

- Switches
- WLCs / APs
- VPN



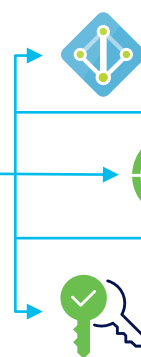
### Cisco ISE

- Shared or Distributed
- VM/Appliance/Cloud
- Up to 2M Endpoints
- RADIUS and TACACS



### Identity Services

- Azure/AD/LDAP
- MDM
- SAML/MFA



### Security Services

- Cloud Analytics
- Secure Firewall
- Partners



See It

Secure It

Share It

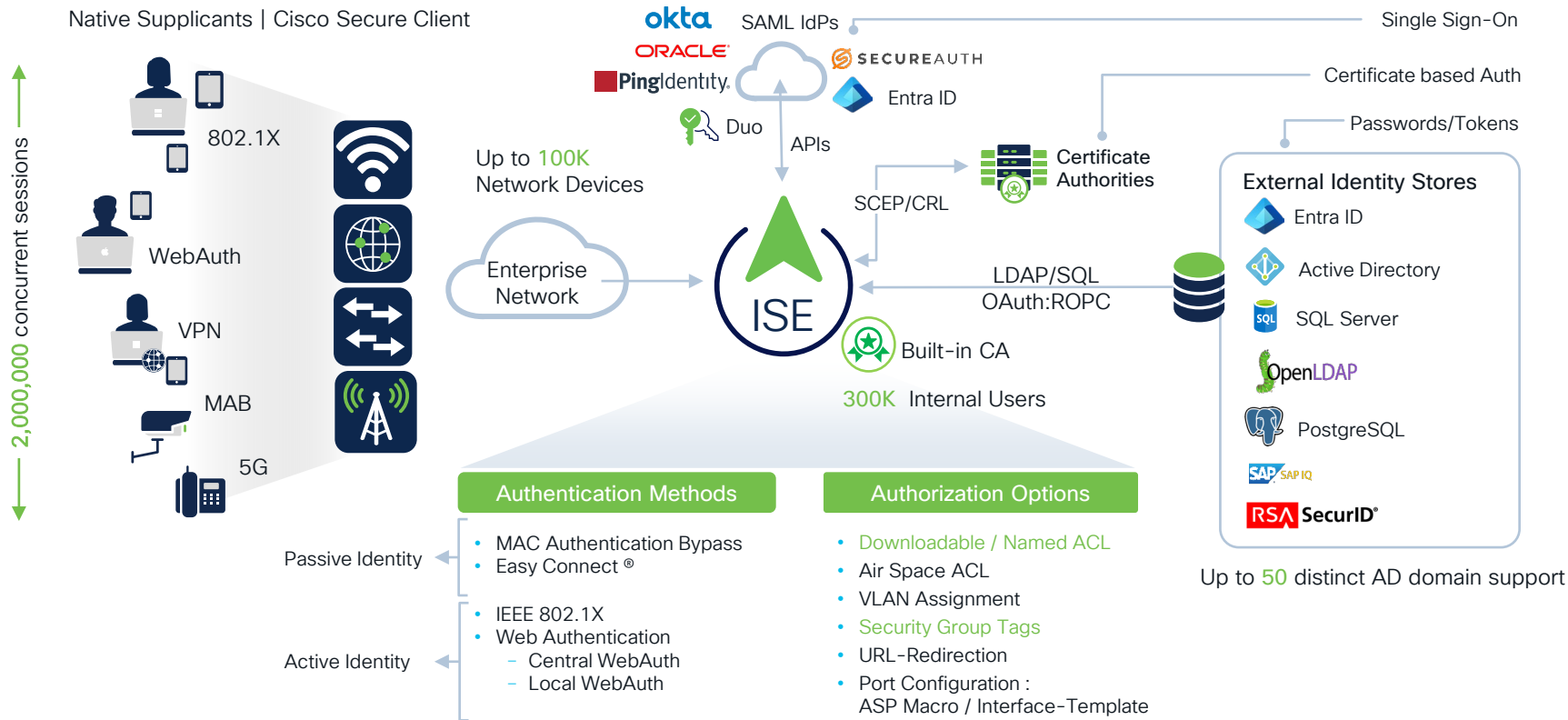


# How Identity Services Engine enforces Zero Trust

- Connecting trusted users and endpoints with trusted resources

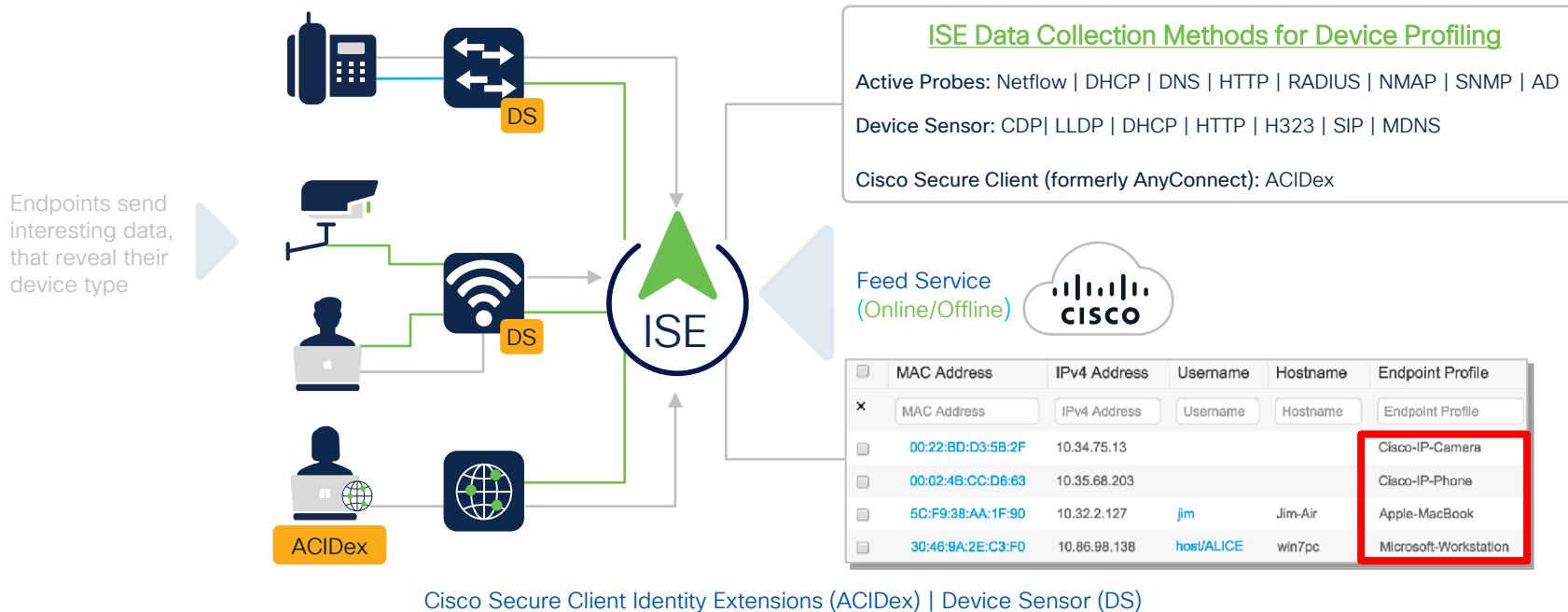


# ISE Secure Access Control Options



# Endpoint Profiling

The profiling service in Cisco ISE identifies the devices that connect to your network



# Profiling Packages and Integrations

## Medical Devices



Hospital



250+ Medical  
device profiles

Pharma-Smart-Device
Philips-Analytical-X-Ray-Device
Philips-CareServant-Device
Philips-Healthcare-PCGI-Device
Philips-Medical-Systems-Device
Philips-Oral-Healthcare-Device
Philips-Patient-Monitoring-Device
Philips-Personal-Health-Device
Philips-Resprionics-Device
Phonak-Communications-Device

## IOT Building & Automation

Library



Siemens-Device
Siemens-Automation-Drives-Device
Siemens-Building-Device
Siemens-Building-Technologies-Device
Siemens-Convergence-Device
Siemens-Digital-Factory-Device
Siemens-Energy-Automation-Device
Siemens-Energy-Management-Device
Siemens-Home-Office-Device
Siemens-Industrial-Automation-Device



Factory



Industrial Devices

# pxGrid



Cisco  
CyberVision

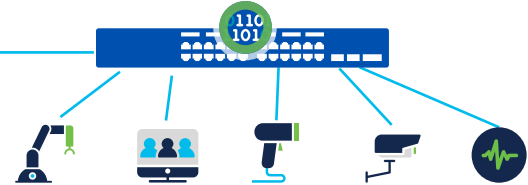


# pxGrid

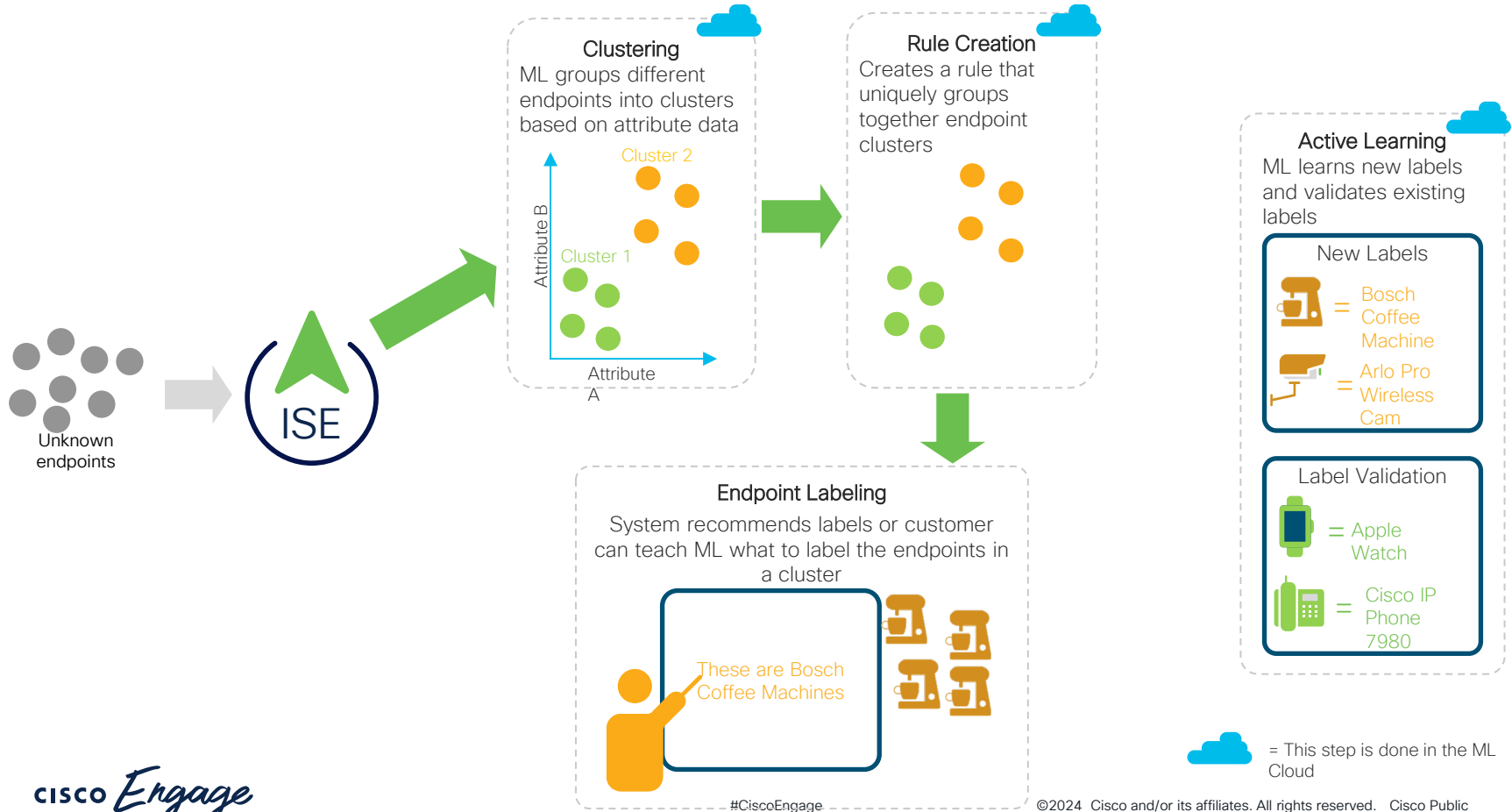


Cisco AI Endpoint Analytics

Profiles IOT devices and sends endpoint labels via pxGrid to ISE for authorization



# Cisco AI Machine Learning Profiling



# Posture & Compliance

 [cisco.com/go/csta](https://cisco.com/go/csta)



**CISCO** Engage

#CiscoEngage

AbsoluteSoftware

SOPHOS

 GLOBO

 IBM Security

 Microsoft

SOTI

tangoe

 Meraki

 XenMobile

 jamf

 SAP

 MobileIron

 Symantec

 airwatch  
by vmware

## MDM Attributes

ActivityType  
AdminAction  
AdminActionUUID  
AnyConnectVersion  
DaysSinceLastCheckin  
DetailedInfo  
DeviceID  
DeviceName  
DeviceType  
DiskEncryption  
EndPointMatchedProfile  
FailureReason  
IdentityGroup  
IMEI  
IpAddress  
JailBroken  
LastCheckInTimeStamp  
MacAddress  
Manufacturer  
MDMCompliantStatus  
MDMFailureReason  
MDMServerName  
MEID  
Model  
OperatingSystem  
PhoneNumber  
PinLock  
PolicyMatched  
RegisterStatus  
SerialNumber  
ServerType  
SessionId  
UDID  
UserName  
UserNotified

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# ISE Capabilities for Zero Trust from Workplace



## Establish Trust

- User/Device Authentication
- MFA thru Integrations
- Profiling
- Posture + Context
- Guest
- BYOD Onboarding



## Enforce Trust-Based Access

- Network based Authorization Policies
- Microsegmentation
- Compliance-based CoA
- Device Administration with TACACS+



## Continuously Verify Trust

- Integrations :
- Threat Detection
  - Behavior Analysis
  - Vulnerability Assessment



## Respond to Change in Trust

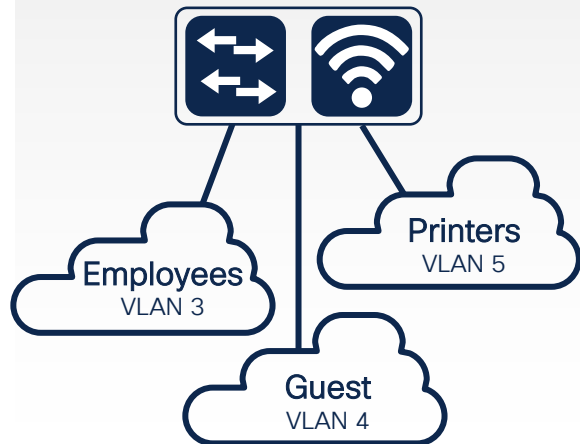
- RADIUS Change of Authorization (CoA)
- Adaptive Network Control (ANC)

# ISE Segmentation Options

Beyond RADIUS Access-Accept / Access-Reject

## VLANs

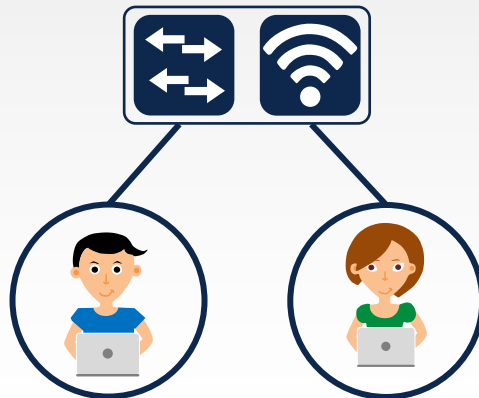
Dynamic VLAN Assignments



Per port / Per Domain / Per MAC

## ACLs: DL, Named, DNS

Downloadable ACL (Wired) or  
Named ACL (Wired + Wireless)



**Employee**  
permit ip any any

**Contractor**  
deny ip host <critical>  
permit ip any any

## Security Group Tags

Cisco Group-Based Policy



16-bit SGT assignment and  
SGT based Access Control

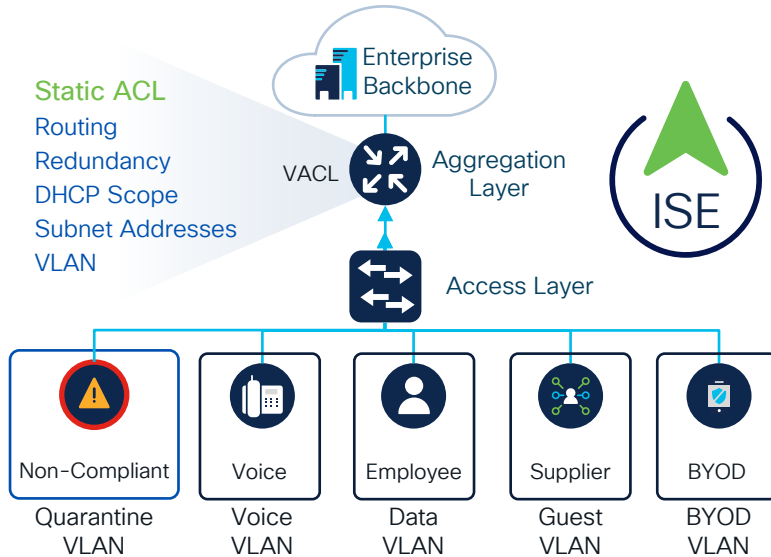


# Can You See the Business Intent Here?

```
access-list 102 permit tcp 131.249.33.123 0.0.0.127 lt 4765 71.219.207.89 0.255.255.255 eq 606
access-list 102 deny tcp 112.174.162.193 0.255.255.255 gt 368 4.151.192.136 0.0.0.255 gt 4005
access-list 102 permit ip 189.71.213.162 0.0.0.127 gt 2282 74.67.181.47 0.0.0.127 eq 199
access-list 102 deny udp 130.237.66.56 255.255.255.255 lt 3943 141.68.48.108 0.0.0.255 gt 3782
access-list 102 deny ip 193.250.210.122 0.0.1.255 lt 2297 130.113.139.130 0.255.255.255 gt 526
access-list 102 permit ip 178.97.113.59 255.255.255.255 gt 178 111.184.163.103 255.255.255.255 gt 959
access-list 102 deny ip 164.149.136.73 0.0.0.127 gt 1624 163.41.181.145 0.0.0.255 eq 810
access-list 102 permit icmp 207.221.157.104 0.0.0.255 eq 1979 99.78.135.112 0.255.255.255 gt 3231
access-list 102 permit tcp 100.126.4.49 0.255.255.255 lt 1449 28.237.88.171 0.0.0.127 lt 3679
access-list 102 deny icmp 157.219.157.249 255.255.255.255 gt 1354 60.126.167.112 0.0.31.255 gt 1025
access-list 102 deny icmp 76.176.66.41 0.255.255.255 lt 278 169.48.105.37 0.0.1.255 gt 968
access-list 102 permit ip 8.88.141.113 0.0.0.127 lt 2437 105.145.196.67 0.0.1.255 lt 4167
access-list 102 permit udp 60.242.95.62 0.0.31.255 eq 3181 33.191.71.166 255.255.255.255 lt 2422
access-list 102 permit icmp 186.246.40.245 0.255.255.255 eq 3508 191.139.67.54 0.0.1.255 eq 1479
access-list 102 permit ip 209.111.254.187 0.0.1.255 gt 4640 93.99.173.34 255.255.255.255 gt 28
access-list 102 permit ip 184.232.88.41 0.0.31.255 lt 2247 186.33.104.31 255.255.255.255 lt 4481
access-list 102 deny ip 106.79.247.50 0.0.31.255 gt 1441 96.62.207.209 0.0.0.255 gt 631
access-list 102 permit ip 39.136.60.170 0.0.1.255 eq 4647 96.129.185.116 255.255.255.255 lt 3663
access-list 102 permit tcp 30.175.189.93 0.0.31.255 gt 228 48.33.30.91 0.0.0.255 gt 1388
access-list 102 permit ip 167.100.52.185 0.0.1.255 lt 4379 254.202.200.26 255.255.255.255 gt 4652
access-list 102 permit udp 172.16.184.148 0.255.255.255 gt 4163 124.38.159.247 0.0.0.127 lt 3851
access-list 102 deny icmp 206.107.73.252 0.255.255.255 lt 2465 171.213.183.230 0.0.31.255 gt 1392
access-list 102 permit ip 96.174.38.79 0.255.255.255 eq 1917 1.156.181.180 0.0.31.255 eq 1861
access-list 102 deny icmp 236.123.67.53 0.0.31.255 gt 1181 31.115.75.19 0.0.1.255 gt 2794
access-list 102 deny udp 14.45.208.20 0.0.0.255 lt 419 161.24.159.166 0.0.0.255 lt 2748
access-list 102 permit udp 252.40.175.155 0.0.31.255 lt 4548 87.112.10.20 0.0.1.255 gt 356
access-list 102 deny tcp 124.102.192.59 0.0.0.255 eq 2169 153.233.253.100 0.255.255.255 gt 327
access-list 102 permit icmp 68.14.62.179 255.255.255.255 lt 2985 235.228.242.243 255.255.255.255 lt 2286
access-list 102 deny tcp 91.198.213.34 0.0.0.255 eq 1274 206.136.32.135 0.255.255.255 eq 4191
access-list 102 deny udp 76.150.135.234 255.255.255.255 lt 3573 15.233.106.211 255.255.255.255 eq 3721
access-list 102 permit tcp 126.97.113.32 0.0.1.255 eq 4644 2.216.105.40 0.0.31.255 eq 3716
access-list 102 permit icmp 147.31.93.130 0.0.0.255 gt 968 154.44.194.206 255.255.255.255 eq 4533
access-list 102 deny tcp 154.57.128.91 0.0.0.255 lt 1290 106.233.205.111 0.0.31.255 gt 539
access-list 102 deny ip 9.148.176.48 0.0.1.255 eq 1310 64.61.88.73 0.0.1.255 lt 4570
```

# Group Based Policy Simplifies Segmentation

## Traditional Segmentation

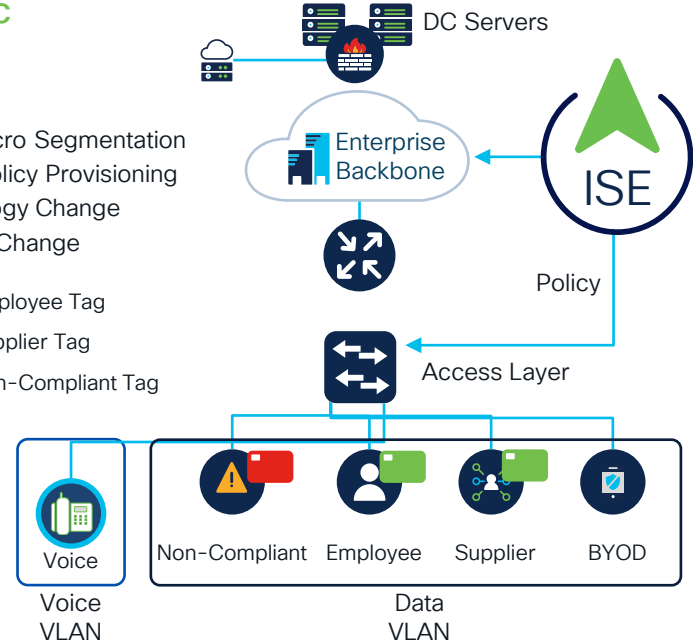


Security Policy based on Topology  
High cost and complex maintenance

## TrustSec

Micro/Macro Segmentation  
Central Policy Provisioning  
No Topology Change  
No VLAN Change

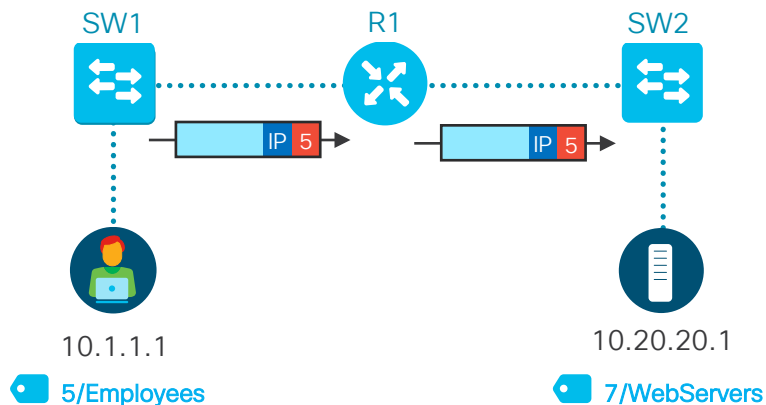
- Employee Tag
- Supplier Tag
- Non-Compliant Tag



Use existing topology and automate  
security policy to reduce OpEx

# TrustSec Propagation

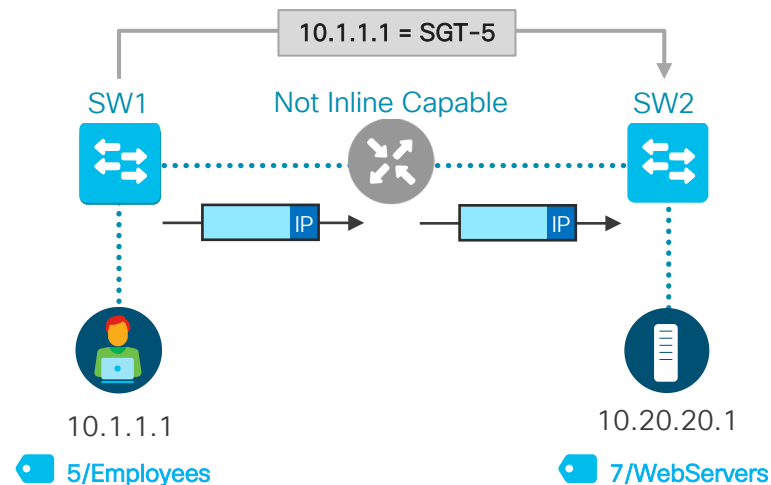
## DATA PLANE PROPAGATION (INLINE TAGGING)



SGT carried inline in the data traffic. Methods include, SGT over:



## CONTROL PLANE PROPAGATION (SXP)



IP-to-SGT data shared over control protocol. No SGT in the data plane. Methods include, IP-to-SGT exchange over:



# ISE Policy Matrix (SGACL)

- Centralized policy for switches, routers, WLCs and APs

Production Matrix

Populated cells: 62

Tools: Edit, Add, Clear, Deploy, Monitor All - Off, Import, Export, View, Show: All

Source	Billing_Systems 29/001D	Bldg_Mgmt_Sys 30/001E	CUCM_Servers 26/001A	Contractors 5/0005	Corp_Portal 8/0008	Dev_Sys 12/000C	Developers 15/000F	Doctors 9/0009	Edu_Adm 19/0013	Employees 4/0004	Net_Svcs 10/000A	PCL_Servers 7/0007	POS_Systems 23/0017	Prod_Sys 11/000B	Quarantined 255/00FF	Remediation_Svr 32/0020	Test_Servers 13/0000	Unknown ?
Auditors 3/0003	Anti_Malwar	Deny IP			Web_SGACL					Deny IP		Web_SGACL						
Developers 15/000F					Permit IP						Deny IP							
Employees 4/0004		Deny IP	Jabber_Sig_	Intra_Ja						Jabber	Permit IP	Deny IP		Permit IP	Deny IP		Deny IP	
IoT_Devices 6/0006		Permit IP								IP		Deny IP						
POS_Systems 23/0017	Deny IP	Deny IP	Deny IP	Deny IP						IP	Deny IP	Permit IP	Deny IP	Deny IP	Deny IP		Deny IP	
Quarantined 255/00FF	Deny IP	Deny IP	Deny IP	Deny IP						IP	Deny IP	Deny IP	Deny IP	Deny IP	Deny IP	Permit IP	Deny IP	Deny IP
Default	Enabled	SGACLs : Permit IP																

```
permit tcp dst eq 6970 log
permit tcp dst eq 6972 log
permit tcp dst eq 3804 log
permit tcp dst eq 8443 log
permit tcp dst eq 8191 log
permit tcp dst eq 5222 log
permit tcp dst eq 37200 log
permit tcp dst eq 443 log
permit tcp dst eq 2748 log
permit tcp dst eq 5060 log
permit tcp dst eq 5061 log
permit tcp dst range 30000 39999 log
permit udp dst range 5070 6070 log
deny ip log
```

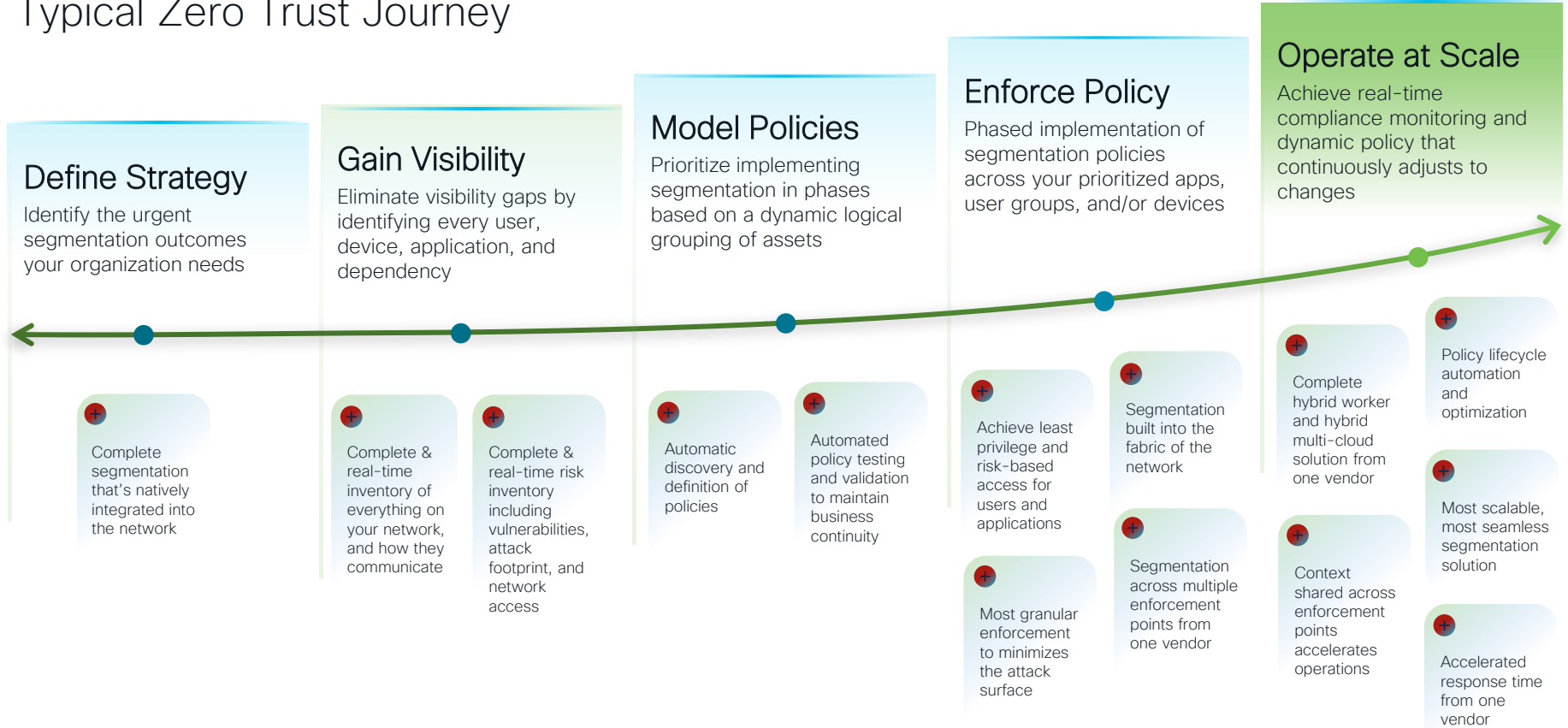
# Segmentation Strategy and Architectures

# Network Segmentation Project Prioritization



# Segmentation is a Continuous Process

## Typical Zero Trust Journey



# How Can We Ease Segmentation Policy Lifecycle Management?

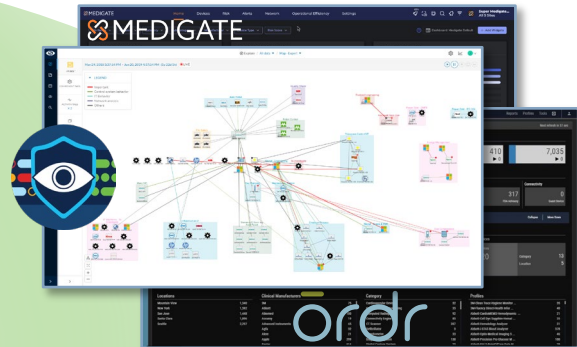
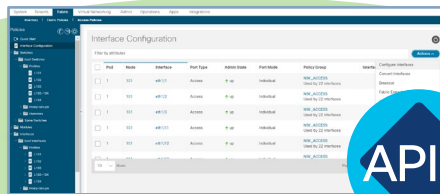
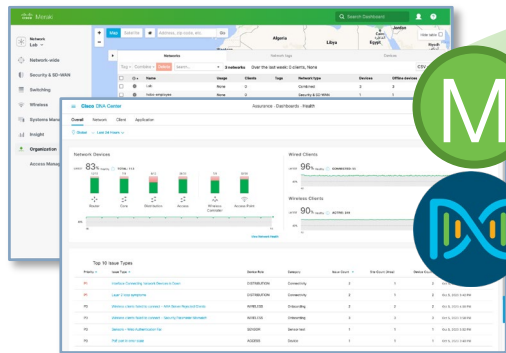


# ISE is the Core of Cisco's Cross-Domain Policy

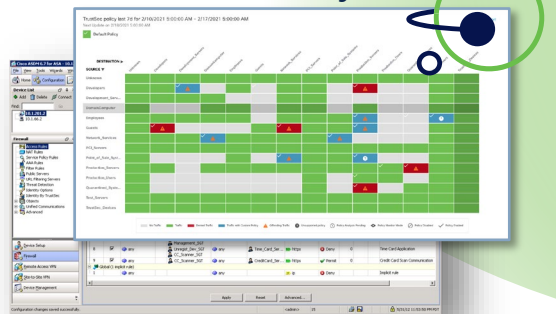
Data Center

Campus

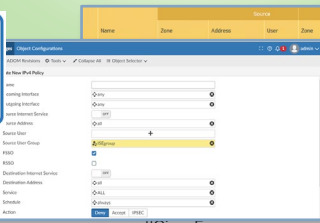
IoT



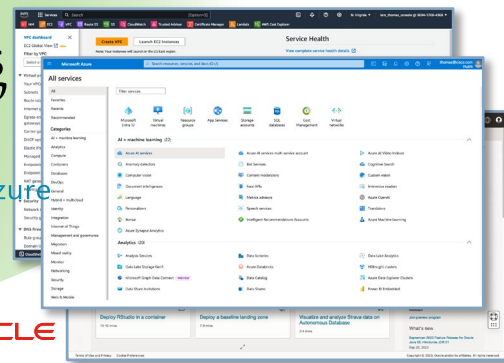
Security



Competitors



Cloud Providers



cisco Engage

#CiscoEngage

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# ISE Unifies the Cisco Segmentation Strategy



Catalyst

SDA



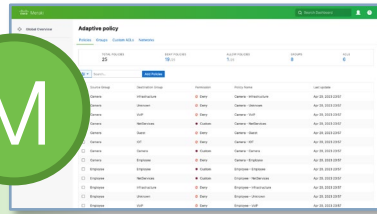
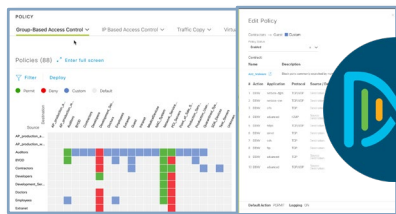
TrustSec



Adaptive Policy



Meraki



CISCO Engage



# Group-based Policy Sync with Meraki dashboard

ISE 3.2p1+



Meraki Adaptive policy dashboard screenshot showing a table of policies.

Source Group	Destination Group	Permission	Policy Name	Last update
Camera	Infrastructure	Deny	Camera - Infrastructure	Apr 20, 2023 23:57
Camera	Unknown	Deny	Camera - Unknown	Apr 20, 2023 23:57
Camera	VoIP	Deny	Camera - VoIP	Apr 20, 2023 23:57
Camera	NetServices	Custom	Camera - NetServices	
Camera	Guest	Deny	Camera - Guest	
Camera	IOT	Deny	Camera - IOT	
Camera	Camera	Custom	Camera - Camera	
Camera	Employee	Deny	Camera - Employee	
Employee	Employee	Custom	Employee - Employee	
Employee	NetServices	Custom	Employee - NetServices	
Employee	Infrastructure	Deny	Employee - Infrastructure	
Employee	Unknown	Deny	Employee - Unknown	
Employee	VoIP	Deny	Employee - VoIP	

Cisco ISE Work Centers - TrustSec Sync Status screenshot.

Sync Status Summary:

- ISE TO MERAKI SYNC: 4 Egress Policies, 11 ACLs, 11 SGTs
- ORGANIZATIONS: 32 Total to sync, 0 Failed to sync, 0 Partially synced

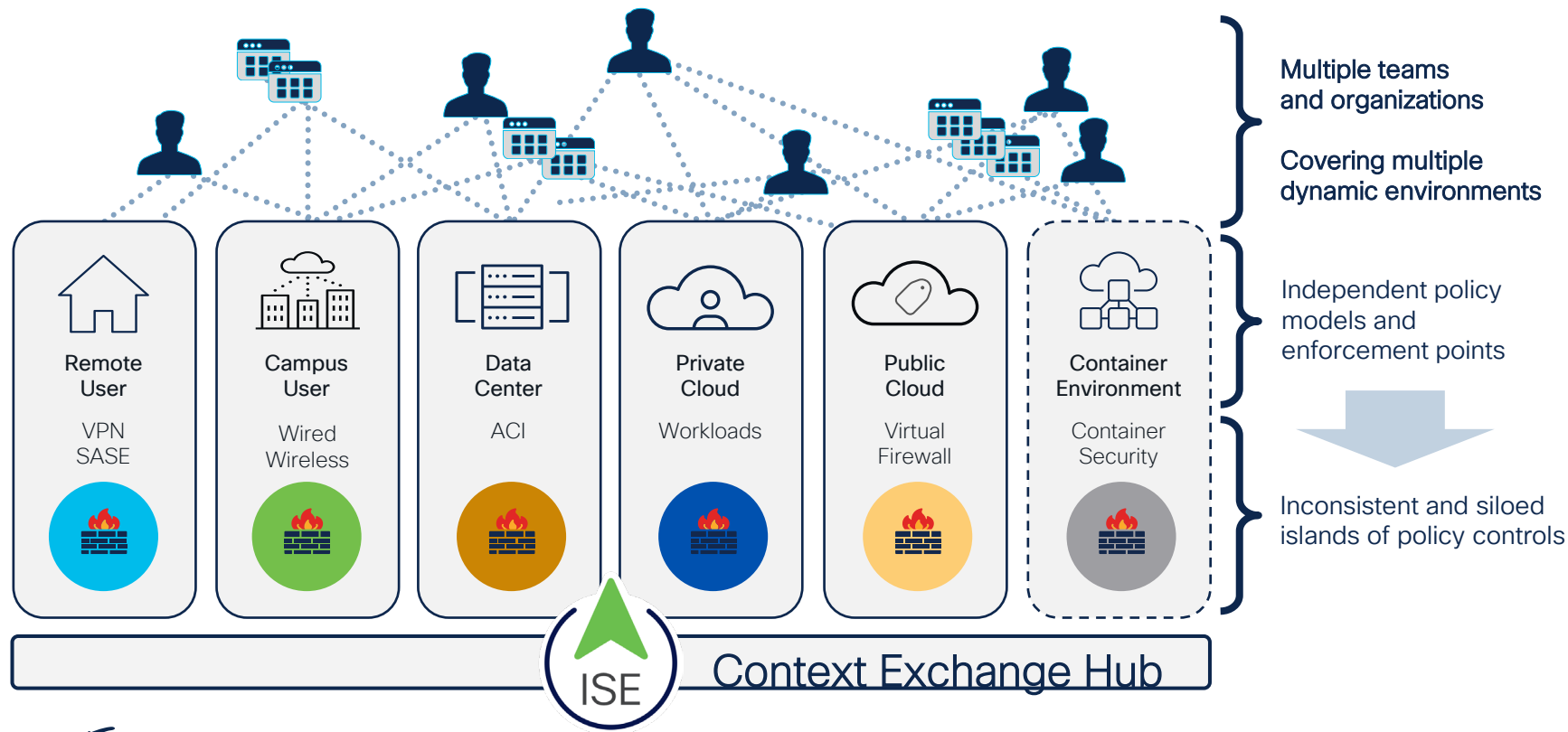
SGTs list (6):

Tag Number	SGTs Name	Description	Matches	Last Update	Status
1	Unknown	Unknown Security Group	All	Oct 21, 2020 03:51 AM	Fully Sync
2	TrustSec_Devices	TrustSec Devices Security Group	None	Oct 21, 2020 03:51 AM	Partially Sync
3	Network_Services	Network Services Security Group	Partially	Oct 21, 2020 03:51 AM	Partially Sync
4	Network_Services	Network Services Security Group	None	Oct 21, 2020 03:51 AM	Sync Pending
5	Network_Services	Network Services Security Group	None	Oct 21, 2020 03:51 AM	Failed
6	Network_Services	Network Services Security Group	Deleted from ISE	Oct 21, 2020 03:51 AM	Failed

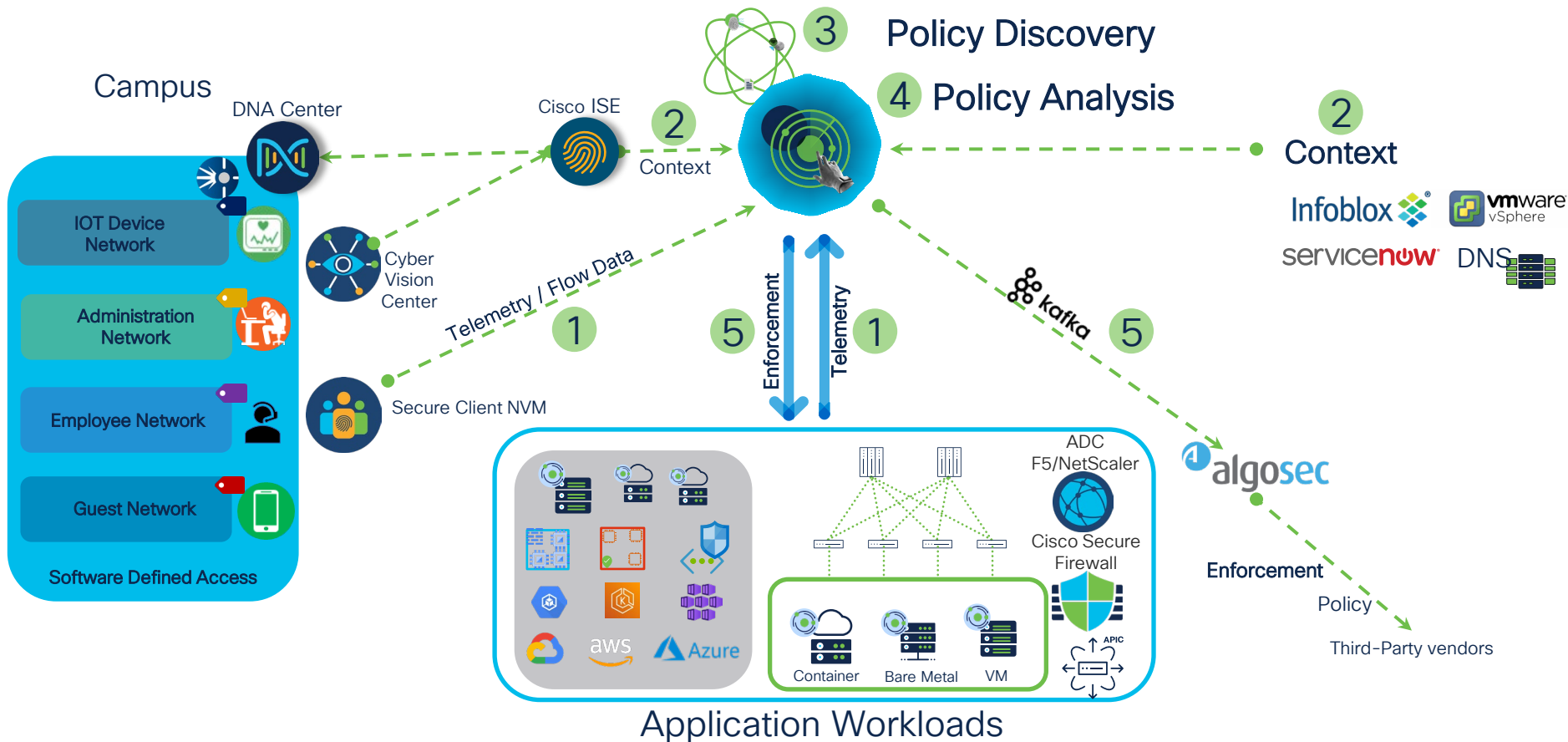
Sync limited to 60 SGTs per org (based on Meraki constraints)

# Common Policy with Security Group Tags (SGTs)

## The common language across network industry products

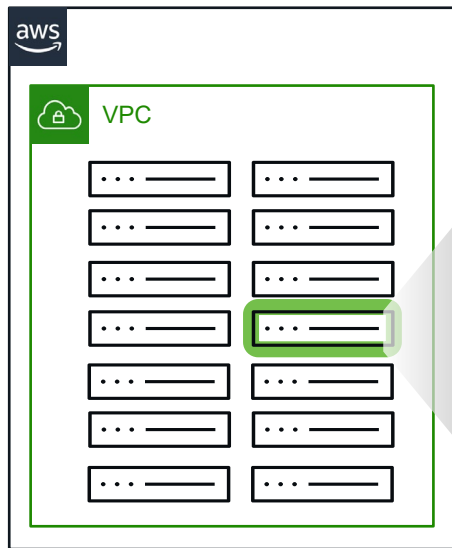


# Harmonize your Zero Trust Segmentation Policy



# Classifying Cloud Workloads

ISE 3.4P1



## Workload Attributes

VPC

Created

State

Name

Application

Version

Owner

OS

IP

Service

Stage

...

## ISE Dictionary

Name

Application

IP

Service

Stage



Classification Policy



Primary SGT

Secondary SGT

SXP: SGT-to-IP

# ISE Workload Classification Rules

## Add Classification Rule

### RULE SETTINGS

Rule Name\*

Classify-PCI

Status



Enabled



Disabled

### AUTHORIZATION CONFIGURATION

Primary SGT\*

PCI\_Servers

Secondary SGTs (Optional)

Production\_Servers X

### RULE CONFIGURATION ⓘ



Source	In	AWS1
AWS - Owner	Contains	Label Joff
+ Add AND/OR Statement + Add Condition		
Source	Equals	APIC_from_ISE_P1
EPG	Equals	Demo-ClientEPG
+ Add AND/OR Statement + Add Condition		

+ Add AND/OR Statement

+ Add Condition



Primary SGT

- pxGrid Session Topic as 'Security Group'
- SXP IP-SGT Mapping



Secondary SGT

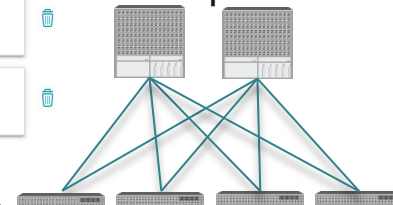
pxGrid Session Topic as ordered array named 'Secondary Security Groups'

Assign Primary & Secondary SGTs

Classification Conditions

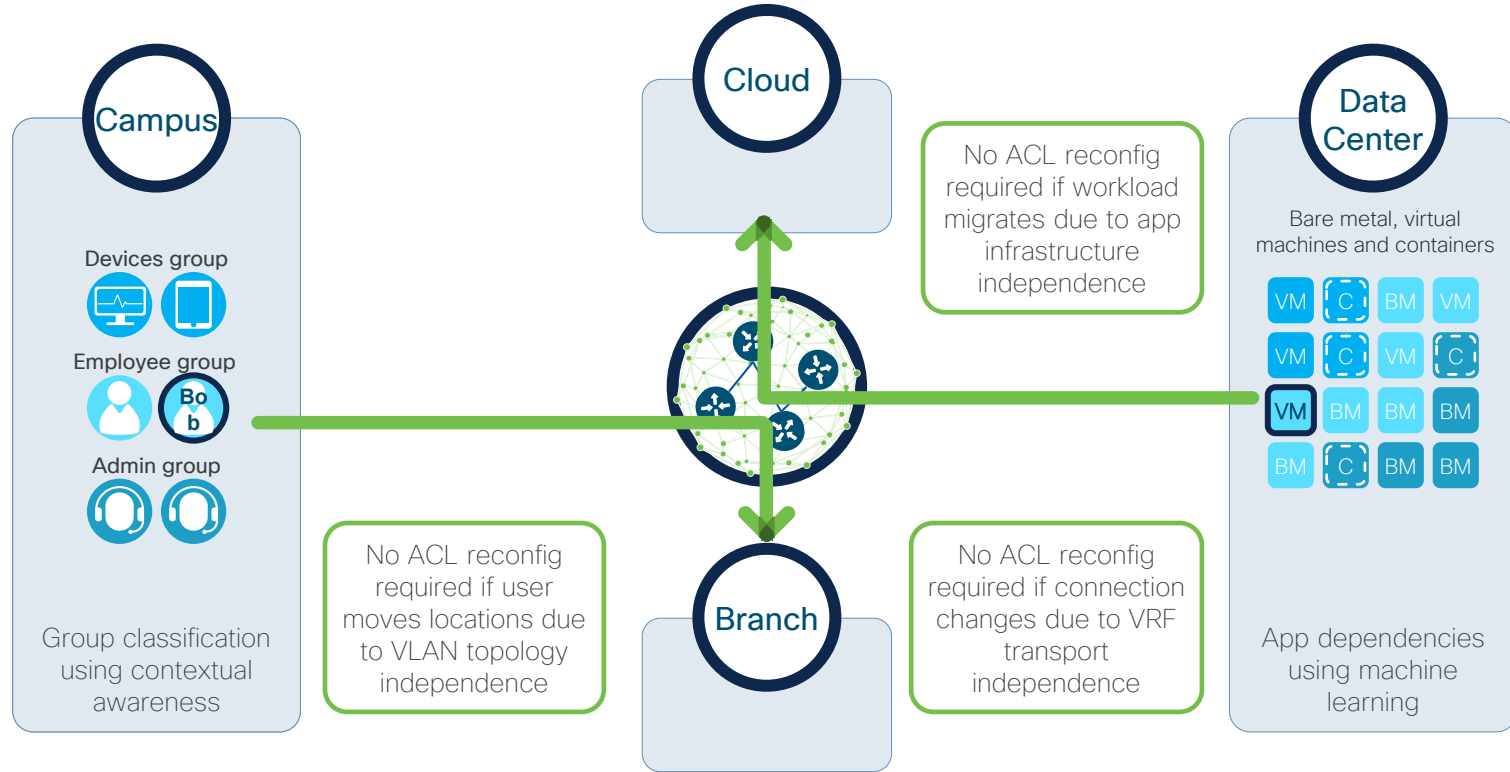


ACI Optional



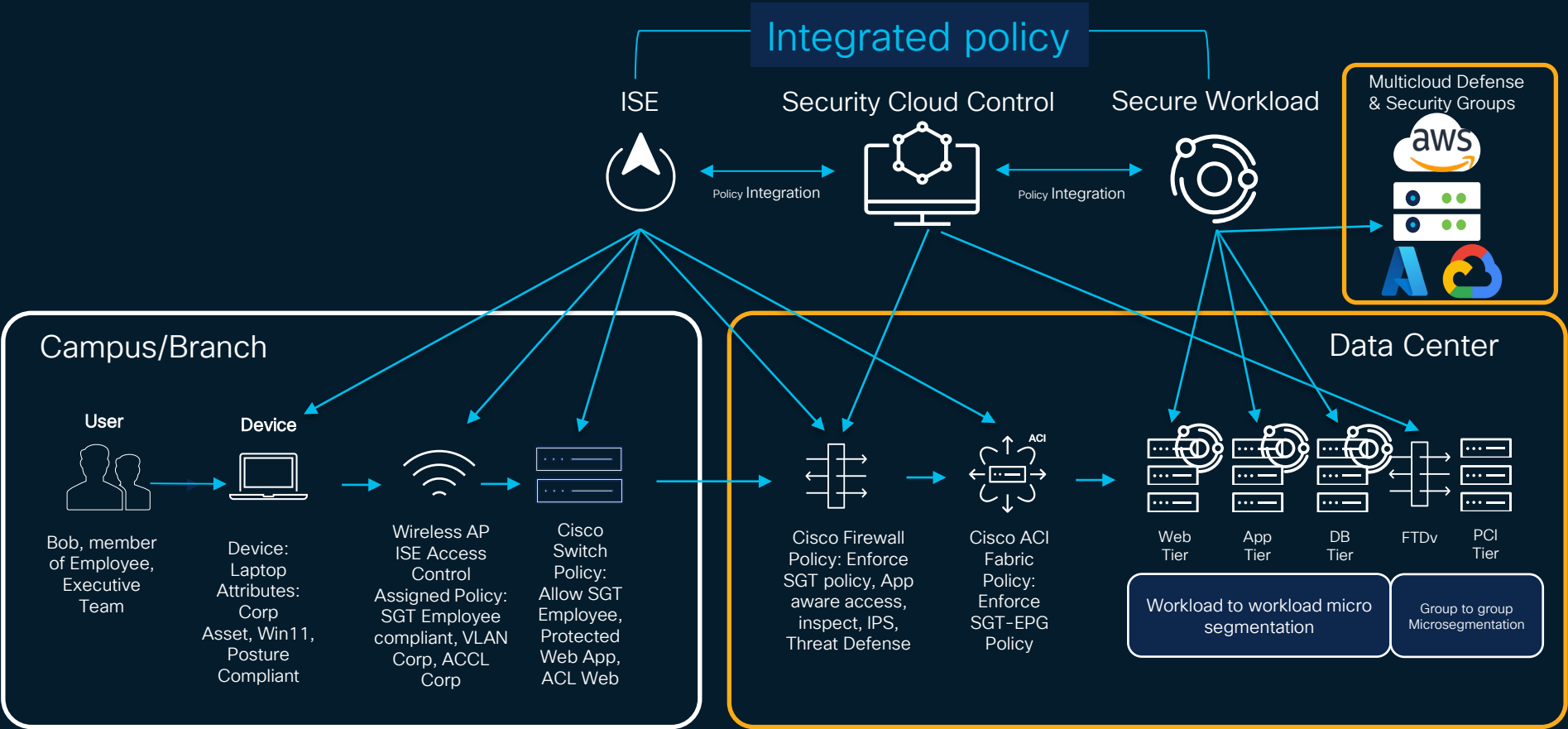
Primary SGT derived from EPG/ESG

# Zero-trust access follows user & app anywhere





# Cisco End-to-End Zero Trust Segmentation (ZTS)



# Cisco XDR and Zero Trust

Combining threat and trust centric security with the power of integrations and the simplicity of operations



More cross-team  
use cases simplified  
with visibility  
and automation

## Cisco Security



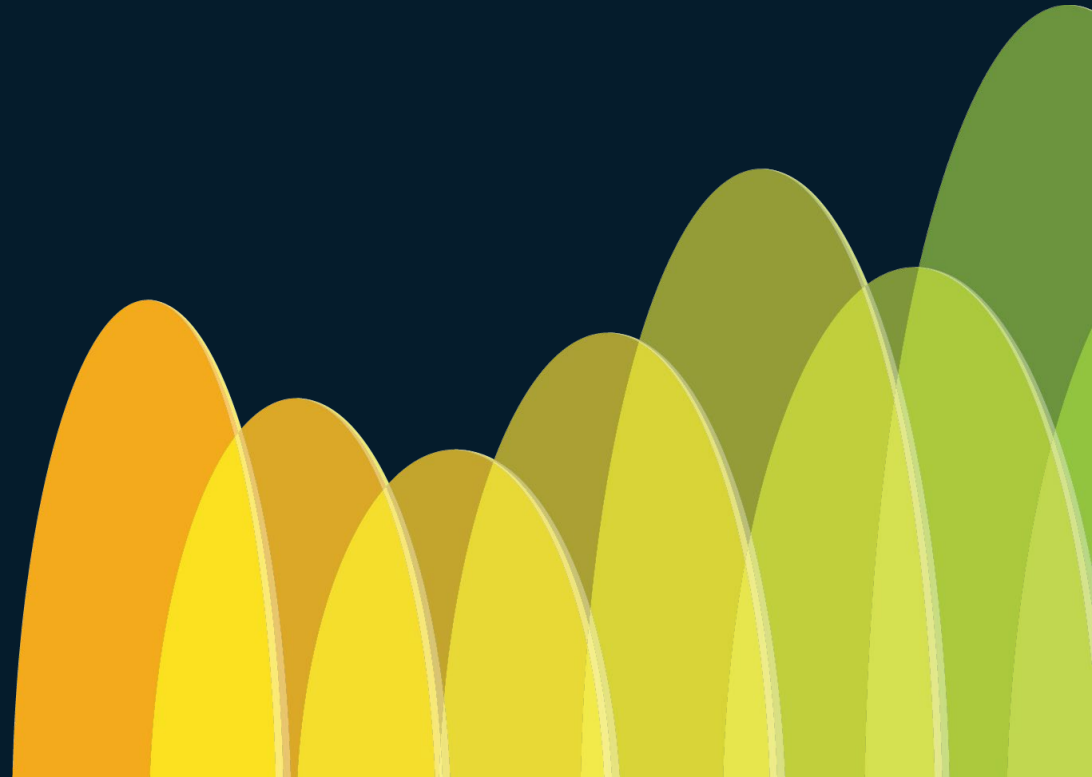
## Cisco XDR

More integrated  
products across  
partner ecosystem  
and beyond



Your infrastructure

# Zero Trust Strategy





**TALOS THREAT INTELLIGENCE**

Actionable threat intelligence

Collective responses

Comprehensive visibility

Signal identification

Threat research & analysis

**XDR SECURITY OPERATIONS TOOLSET**

**SERVICES**



Custom threat research on demand



Implement and manage



Incident response retainer



Managed detection & response



Strategy & assessment

Kenna | Secure Analytics | Secure XDR Secure Client | Talos Incident Response

**CAPABILITIES**



Network detection & response



Device discovery & insights



Endpoint detection & response



Open API platform & 3rd party native integrations



Risk-based vulnerability management



Security analytics



Security orchestration, automation & response



Threat visibility, incident response & threat hunting

**ZERO TRUST**

**SASE**

**User/Device Security**

**SASE/REMOTE WORKER:** Cisco Secure Client (AnyConnect) | Umbrella | Secure Endpoint | Meraki Systems Manager | Duo | Secure E-mail | ThousandEyes



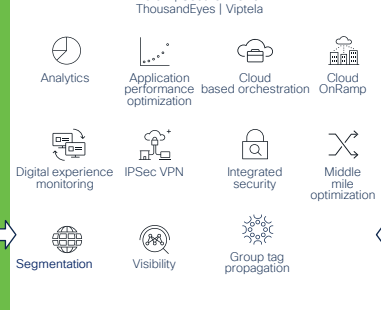
**Cloud Edge Network**

**SASE/Security Service Edge**  
Duo | Secure Connect | Umbrella



**On-Premises Network**

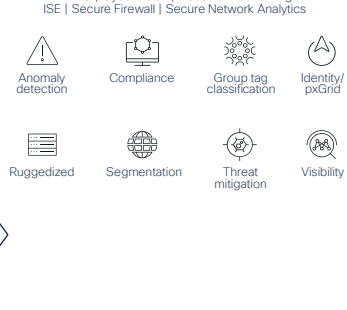
**SASE/SDWAN**  
Meraki | Secure Firewall  
ThousandEyes | Viptela



**In the Office/Managed Location**  
Catalyst | DNAC | ISE | Meraki | Secure Firewall  
Secure Network Analytics | Web Appliance



**Industrial Threat Defense**  
DNAC | CyberVision | Industrial Networking  
ISE | Secure Firewall | Secure Network Analytics



**Workload, Application, and Data Security**

**HYBRID MULTI-CLOUD:** ACI | Cloud Insights | Panoptica | Radware | Secure Application | Secure Endpoint | Secure Firewall | Secure Cloud Analytics | Secure Workload



**TALOS THREAT INTELLIGENCE**



Actionable threat intelligence



Collective responses



Comprehensive visibility



Signal identification



Threat research & analysis

**XDR SECURITY  
OPERATIONS TOOLSET**



Cisco Vulnerability Management



Cisco Attack Surface Management



Cisco Secure XDR



Talos Incident Response

**ZERO TRUST**

**SASE**

**User and Device Security: SASE/REMOTEWORKER:**



Cisco Secure Client



Cisco Umbrella



Cisco Secure Endpoint



Cisco Meraki Mobile Device Management



Cisco Duo Multi-Factor Authentication



ThousandEyes



Cisco Secure Email Threat Defense

**Network and Cloud Security:**

**Cloud Edge Network**

**SASE/Security Service Edge**



Cisco+ Secure Connect



Cisco Duo Network Gateway



Cisco Umbrella

**On-Premises Network**

**SASE/SDWAN**



Meraki



Cisco Secure Firewall



ThousandEyes



Viptela

**In the Office/Managed Location**



Cisco Catalyst



Cisco Routers



Cisco Secure Firewall



Cisco Secure Web Appliance



Cisco DNA Center



Cisco Identity Services Engine



Cisco Secure Network Analytics

**Industrial Threat Defense**



Cisco Cyber Vision



Cisco Industrial Router



Cisco Secure Firewall



Cisco DNA Center



Cisco Identity Services Engine



Cisco Secure Network Analytics

**Application and Data Security: HYBRID MULTI-CLOUD**



Cisco ACI



Cisco Secure Cloud Insights



Cisco Secure Application



Cisco Secure DDoS & WAF



Cisco Secure Endpoint



Cisco Secure Firewall



Cisco Secure Cloud Analytics



Cisco AppDynamics



Cisco Secure Application Cloud (Panoptica)



Cisco Secure Workload

## Establish Trust



## Enforce Trust-Based Access



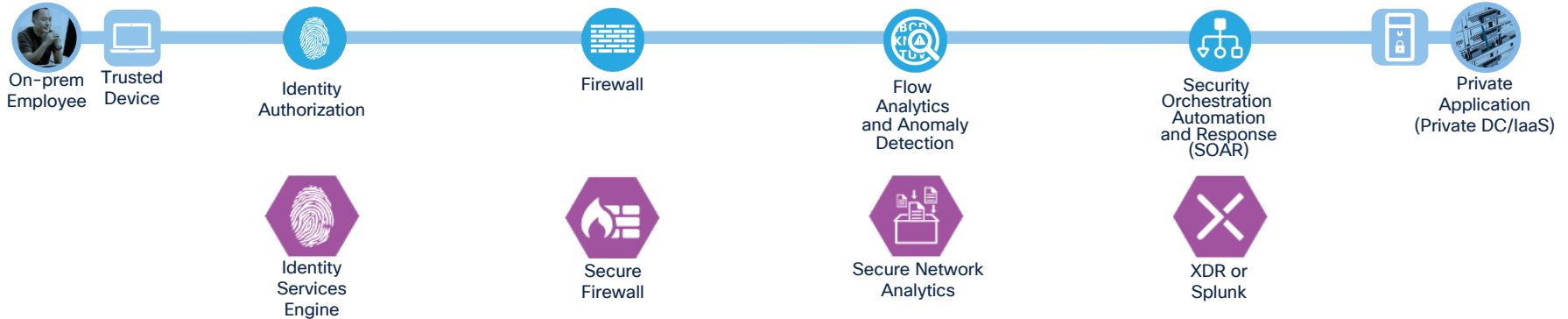
## Continuously Verify Trust



## Respond to Change in Trust



# On-prem Employee with Trusted Device: Accessing Private Application (Private DC/IaaS)



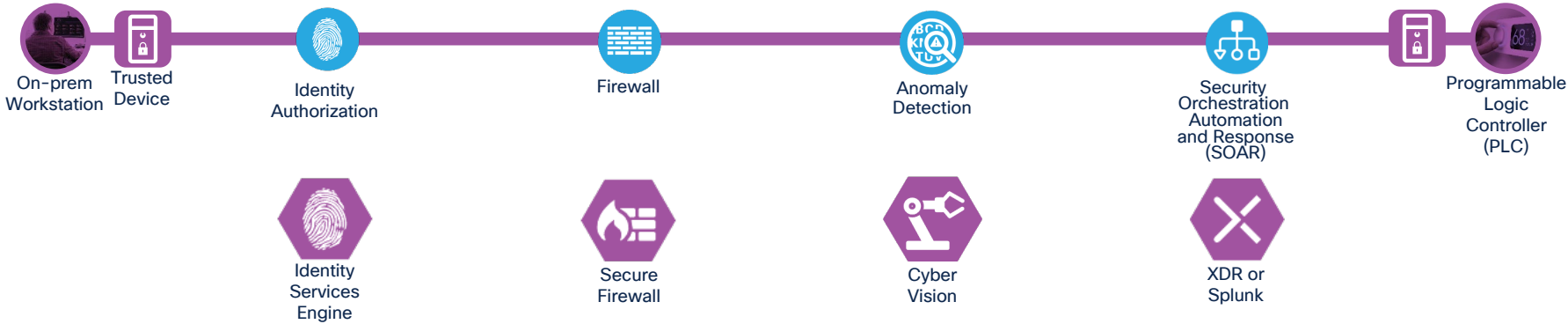
Applications:  
API Calls to Internet





# Industrial Security:

## On-prem Workstation (Trusted Device) to Programmable Logic Controller



# SAFE CVD: Cisco Zero Trust Architecture Guide

## ZT capabilities guidelines

**cisco** Secure

## Cisco Zero Trust Architecture Guide Deck

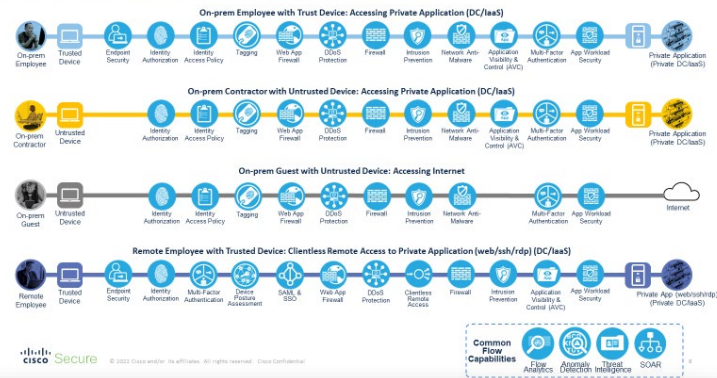
Solution Architecture Team – SAFE CVDs  
July 5, 2022

<https://cisco.com/go/safe>

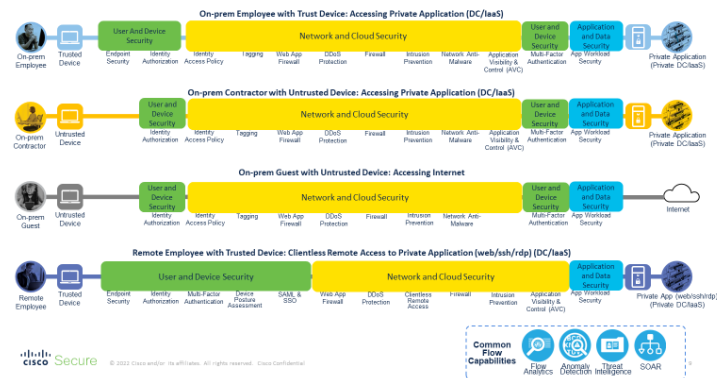
**cisco** Engage

#CiscoEngage

### Zero Trust Business Flows with Security Capabilities



### Zero Trust Business Flows with Cisco Zero Trust Principles

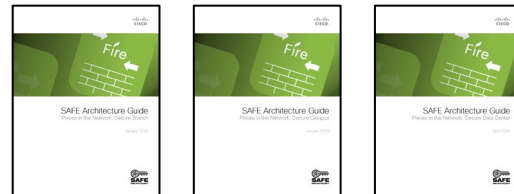


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# Common Ways to Leverage SAFE

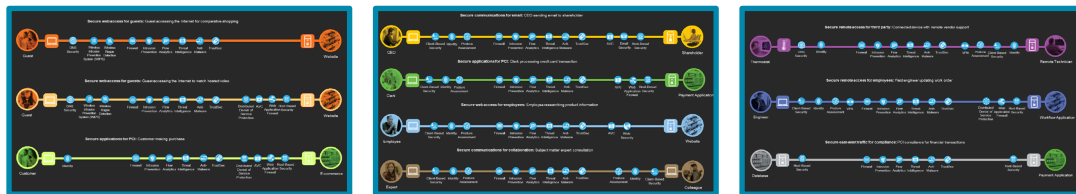
## Reference Architectures

Documented reference materials that provide validated solutions for common architectures and solution needs.



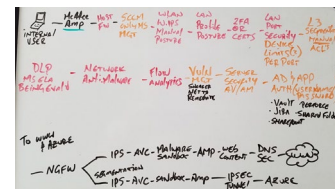
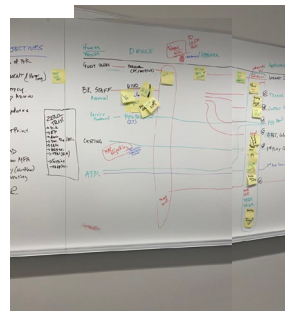
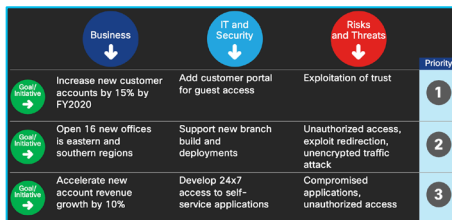
## Architecture Workshops

A lightweight process of identifying customer needs and possible missing capabilities to help select the most appropriate solutions.



## Risk Workshops

Focused on capabilities rather than product; solutions are co-developed with customers to build and prioritize the right product solutions.



# Typical SAFE Workshop Meeting Flow & Audience

## Proposal

SAFE Proposal Meeting(s) (30 Min) – Virtual or Onsite: CxO or BDM, Networking & Security

## Discovery

SAFE Discovery: Business (60–90 Min) – Onsite: CxO or BDM, Networking & Security

SAFE Discovery: Domains (60 Min) – Onsite: Networking & Security, Compliance (Optional)

SAFE Discovery: Security (60 Min) – Onsite: Networking & Security

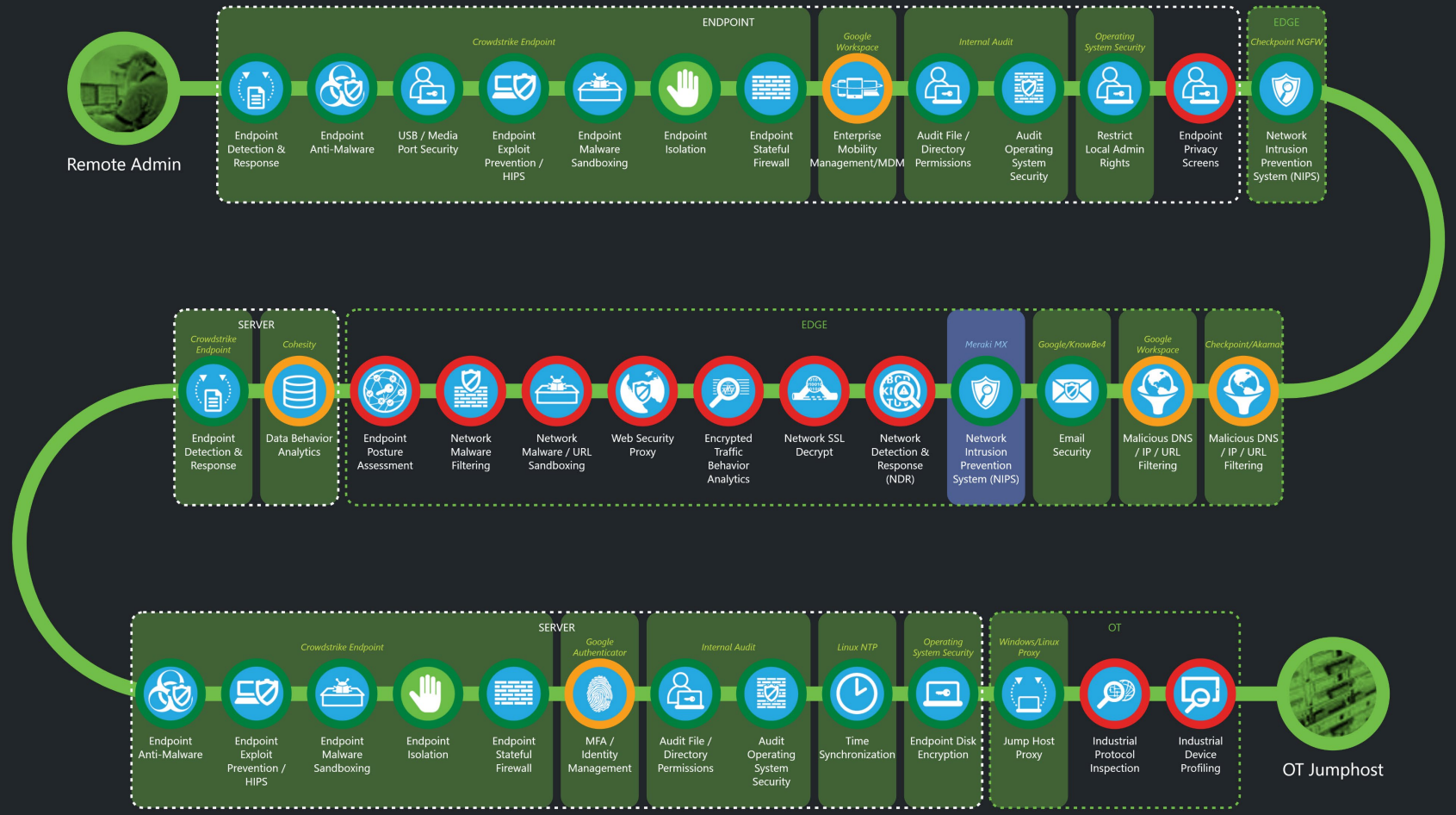
## Report

SAFE Report Read-Out (60 Min) – Onsite: CxO or BDM, Networking & Security



Diagram #3  
Remote  
Admin to  
OT  
Jumphost  
(Gap Analysis)

-  Solution Success
-  Challenges / Deficiencies
-  Not deployed or successful



# SAFE Risk Report Deliverable Summary

- **Risk Prioritized, Vendor-Agnostic Gap Analysis** based on each place of the network and architecture
- **Risk, Gap and Final-State Flow Diagrams** based on Risk Score and/or Cisco Best Practice Security Designs (SSE, XDR, Zero Trust)
- **Cisco Recommendations**
  - Stop-Gap
  - Short-Term Projects
  - Long-Term Projects
  - Integration Opportunities
  - Consolidation Opportunities



# CISCO *Live!*

June 8 – 12  
San Diego

- Visit the Cisco Showcase for related demos
- Book your one-on-one Meet the Engineer meeting
- Attend the interactive education with DevNet, Capture the Flag, and Walk-in Labs
- Visit the On-Demand Library for more sessions at [www.CiscoLive.com/on-demand](https://www.CiscoLive.com/on-demand)



The bridge to possible

# OT Segmentation

Cisco Tech Day Colorado

Andrew Usankin & Ambika Harit, Industrial IoT

CISCO *Engage*

#CiscoEngage



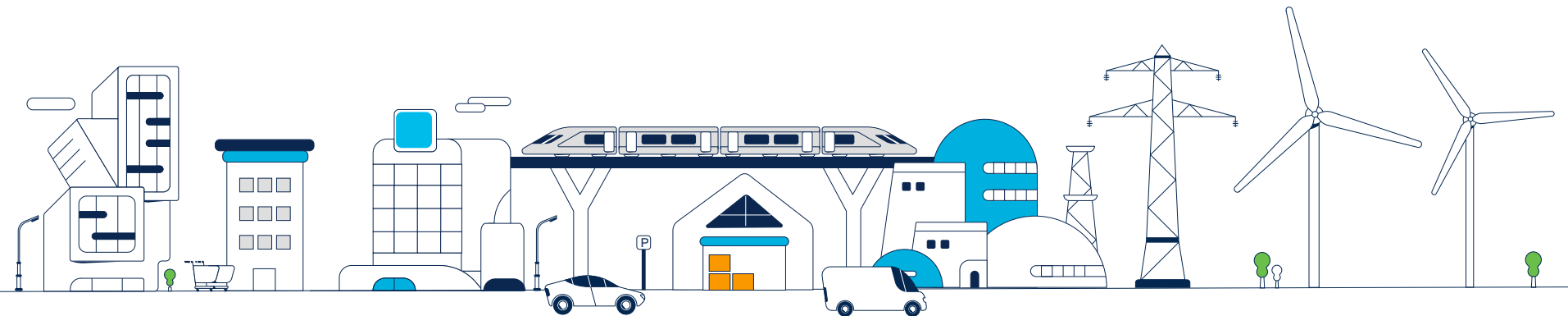




# Agenda

- Introduction
- Importance of Visibility
- Enlist your Network
- Demo

# Securing industrial operations starts with OT visibility



Identify OT assets and their communications



Spot vulnerabilities to patch or protect



Segment networks with access policies



Detect bypass or leaks in the IDMZ



Drive compliance and governance

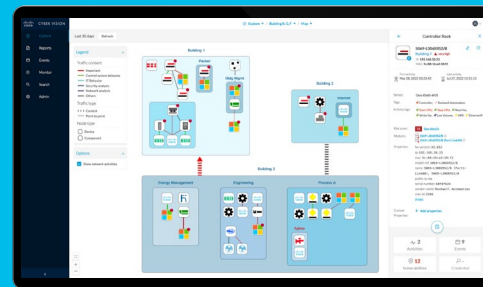
Visibility helps drive IT/OT collaboration to secure industrial operations

# Enlist your network to gain OT visibility at scale

## Cisco Cyber Vision

- ✓ Visibility sensor is a software feature running in switches and routers
- ✓ No additional hardware needed
- ✓ No need for an out-of-band collection network
- ✓ Sends metadata to monitoring console (only ~5% extra traffic)
- ✓ Active discovery requests see pass NAT and firewall boundaries
- ✓ Centralized deployment and management
- ✓ No impact on network performance

### Cyber Vision Center



### Metadata

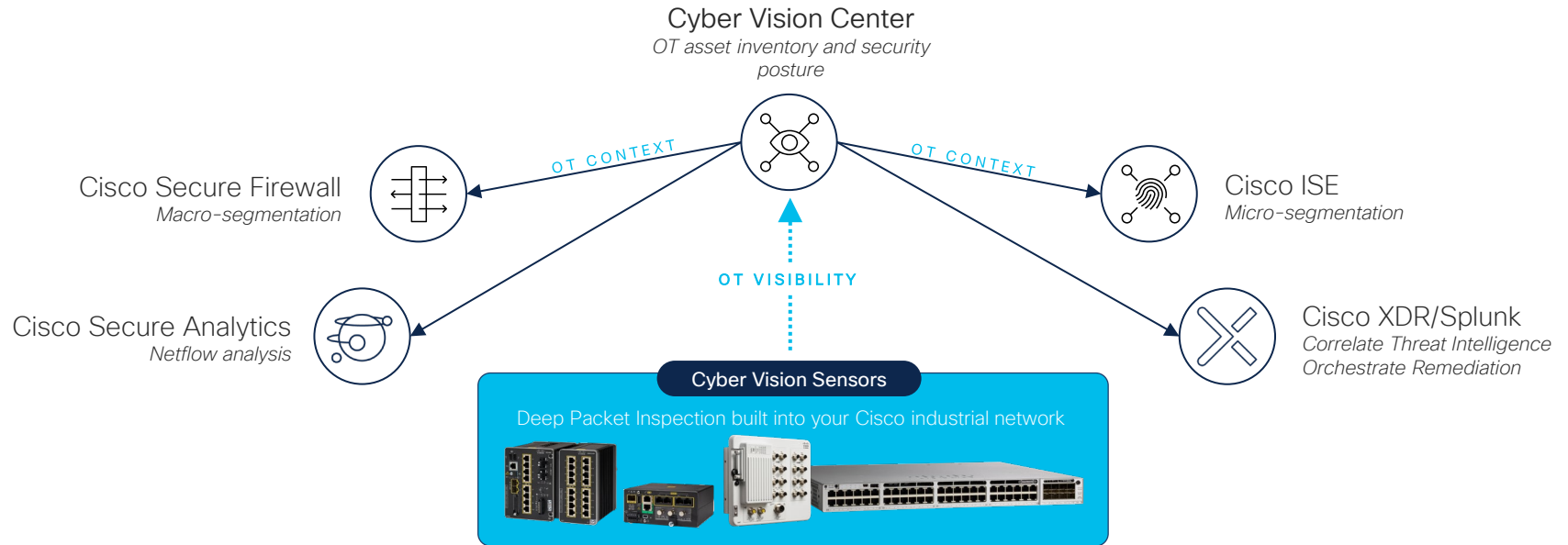
1 0 0 1  
0 0 1  
0 0 1  
1 0

### Cyber Vision Sensors



Deep Packet Inspection & Active Discovery  
**built into your network infrastructure**

# Extend IT security to your industrial settings



The broadest OT security solution on the market · Powered by Talos Threat Intelligence

# Demo 2



CYBER VISION

Explore

Reports

Events

Monitor

Search

Admin

2. Utilities

My profile

Describe Utilities

Active b

ACTIVITY

Protocols

DR

IEB

ME

GROU

Enter

Stem

Device

WAGO

Wago 192.168.1.17

Secondary substation

IP: 192.168.1.17

MAC: 00:1e:42:31:9c:1e (+ 1 other)

Edit

First activity

Nov 17, 2022 11:34:15 AM

Last activity

Feb 27, 2025 7:50:01 AM

Tags

Controller, OPC server, Web Server

Activity tags

Unestablished, Insecure, Read Var, Ping, Remote access, ...9+

5 Activities

2 Events

Vulnerability

Credential

102 Variables

External Comm.

Basics

Risk score

Security

Activity

Automation

Mini Map

Activities

External Communications

LEGEND

Important

Control system behavior

IT Behavior

Security analysis

Network analysis

Others

Node type

Device

Component

With external communications

To be investigated

Edge Intelligence

Secondary substation

Control Center Management Stations

XDR

First activity

Feb 23, 2022 6:10:31 AM

Last activity

Feb 27, 2025 7:50:03 AM

Tags

Read Var, Ping, Exception, Low Volume, ARP, ...3+

50 Flows

2 Events

3661497 Packets

591 MB Volume

4

Page for networks you want to monitor.

< 1 > 20 / page

	First activity	Last activity	Tags	Packets	Bytes					
WIN10	59202	-	Wago 192.168.1.17	11740	TCP	Oct 23, 2022 6:10:29 AM	Feb 27, 2025 7:50:03 AM	Low Volume	5	886 B
WIN10	51232	-	Wago 192.168.1.17	6626	TCP	Oct 23, 2022 6:10:29 AM	Feb 27, 2025 7:50:03 AM	Low Volume	6	492 B
WIN10	51235	-	Wago 192.168.1.17	11740	TCP	Oct 23, 2022 6:10:29 AM	Feb 27, 2025 7:50:03 AM	No tags	14	4.04 kB
WIN10	59199	-	Wago 192.168.1.17	6626	TCP	Oct 23, 2022 6:10:29 AM	Feb 27, 2025 7:50:03 AM	Low Volume	8	610 B

< 1 > 20 / page

#CiscoEngage

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# Thank you

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#CiscoEngage

slido

Please download and install the  
Slido app on all computers you  
use



# Audience Q&A

① Start presenting to display the audience questions on this slide.



Time	Cisco Tech Day Colorado Agenda Overview
8:30am	Arrivals, Check-In
9:00am	Welcome/Keynote
10:00am	Breakout Sessions <ul style="list-style-type: none"><li>Digital Resilience with Splunk and Cisco</li><li>Threat Detection Investigation &amp; Response</li><li>Reimagining Work with the New and Improved Webex Suite and Devices</li><li>Network Design Clinic</li></ul>
11:00am	Breakout Sessions <ul style="list-style-type: none"><li>Networking: Expanding Your Toolbox to Building Smarter Networks</li><li>Monitoring Cloud and APIs with ThousandEyes Innovations</li><li>Navigating the Future: Alternatives to expensive virtualization licensing with Cisco compute</li></ul>
12:00pm	Lunch
1:00pm	Breakout Sessions <ul style="list-style-type: none"><li>Advanced Access: Designing Cisco Access Layer Solutions with Wi-Fi 7</li><li>Identity and Secure Access</li><li>Unlocking the Future of Data Centers: Cisco HyperFabric and AI Pods with UCS &amp; Nexus</li><li>Rapid Incidence Response Workshop/CTF</li></ul>
2:00pm	Breakout Sessions <ul style="list-style-type: none"><li>Unleashing the Power of Cisco Campus Fabric: Simplifying Network Automation and Scalability</li><li>Zero Trust Network Segmentation</li><li>Improve the Customer Experience through the Webex Engagement Platform</li></ul>
3:00pm	Wrap Up/Raffle
3:30pm	Close

# What's Next?





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# Thank you

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GO BEYOND

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