



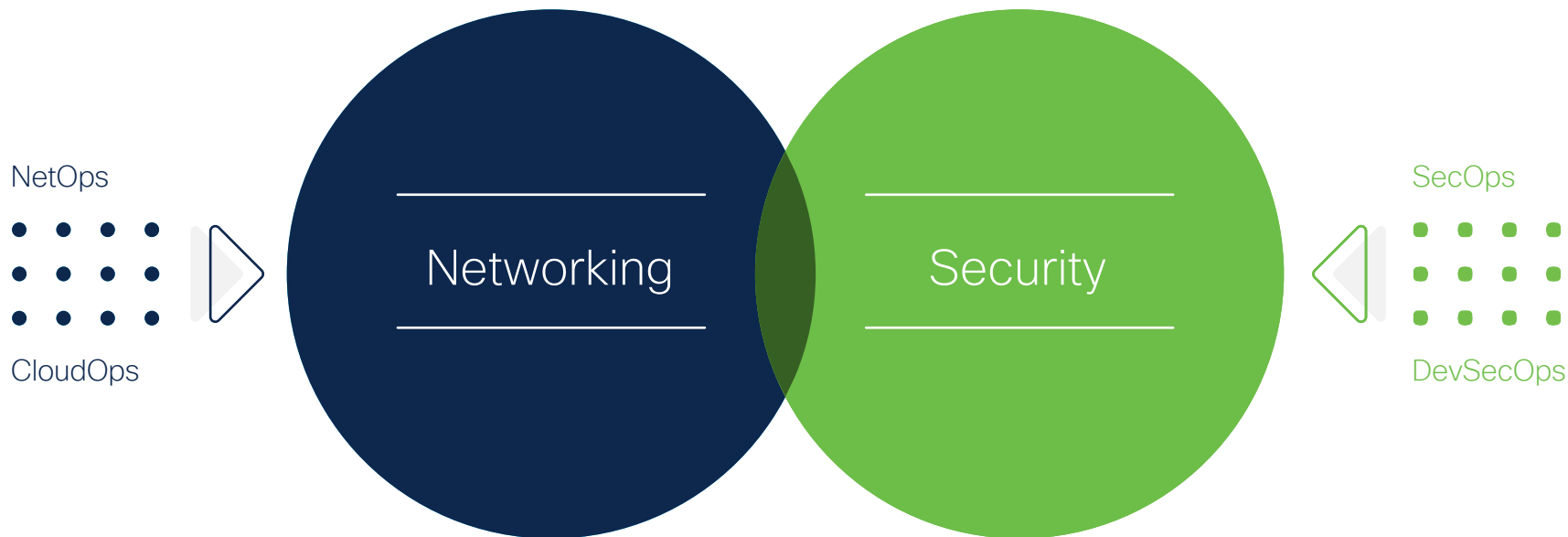
# The three C's approach to building a SASE architecture

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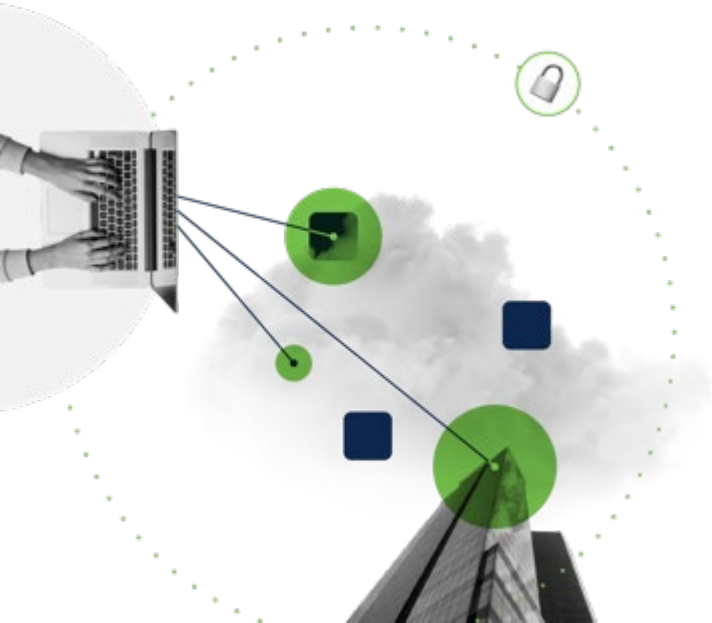


# SASE: Convergence of networking and security in the cloud



## ▶ SASE vision

Combine our best-in-class **networking, security, and observability** into a single subscription service.



**Secure access** to any application, over any network, anywhere users work.

# Cisco's three Cs for SASE

## Connect



Deliver secure, seamless connections to applications anywhere

## Control



Establish zero trust access and secure with leading threat protection

## Converge



Integrate cloud-delivered networking and security

# Components of Cisco's SASE architecture

## Connect

### SD-WAN

Powered by  
Viptela & Meraki

### Remote access

AnyConnect, Duo

## Converge

Available as a single offer  
Integrated solutions

## Control

### Cloud security

Umbrella: SWG, firewall,  
DNS security, CASB

### Zero trust network access

Duo

Observability: ThousandEyes

# Make the SASE Journey with trusted CX partnership



## Ready!

### WAN network assessment

- WAN Quality of Service assessment
- Routing Protocol Assessment
- Network requirement assessment for SaaS & Latency sensitive applications (Office365, Teams / Webex)

### Security Assessment

- Security infrastructure and configuration assessment (WAN security, IPSec and DMVPN, Firewall rules, Intrusion Protection)
- Security Architecture Review(Internet, DMZ, WAN)



## Set!

### Implementation Services

- Connect and secure and segment the access
- Optimize routing performance
- Deliver best app experience
- Controlled access to cloud resources
- Adopt zero trust network access
- Solution Testing
- Increase visibility with Dashboards



## Go!

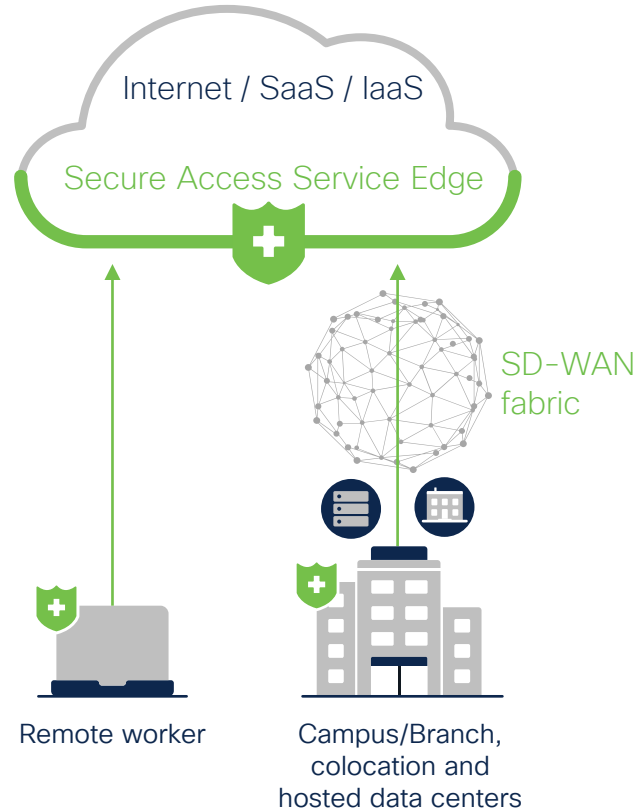
### Proactive Support for Day 2

- Operational Insights Review
- Change Window Support
- Priority Case Management
- Expert Review Workshops
- Expert Incident Review
- Accelerators
- Ask the Experts

# Major SASE use cases

## Secure remote worker

- Seamless connection to apps and data everywhere
- Secure access to internet and cloud apps
- Authenticate users and ensure device health
- Deliver the best connectivity and application experience for every remote worker



## Secure edge

- Streamline connectivity to apps across office locations
- Provision SD-WAN fabric across thousands of users and locations
- Secure access to apps and direct internet access
- Identify and resolve issues across ISPs, SaaS, public and private apps

# Key challenges: Secure remote worker

- ▶ Hard to protect remote workers without impacting the user experience. Users often bypass VPN, left unprotected
- ▶ Difficult to verify the identity of users and health of device before granting access
- ▶ No way to easily identify the source of performance problems between workers and apps





# Use case: Secure remote worker

What Cisco delivers with Meraki Teleworker, Umbrella, AnyConnect, Duo, and ThousandEyes



## Connect

- Secure direct internet traffic to the web and SaaS apps
- Access frequently used internal apps without logging into the VPN
- Use VPN to securely access all internal apps



## Control

- Enforce security and access policies consistently across remote locations
- Verify the identity of users and health of devices before connecting to apps

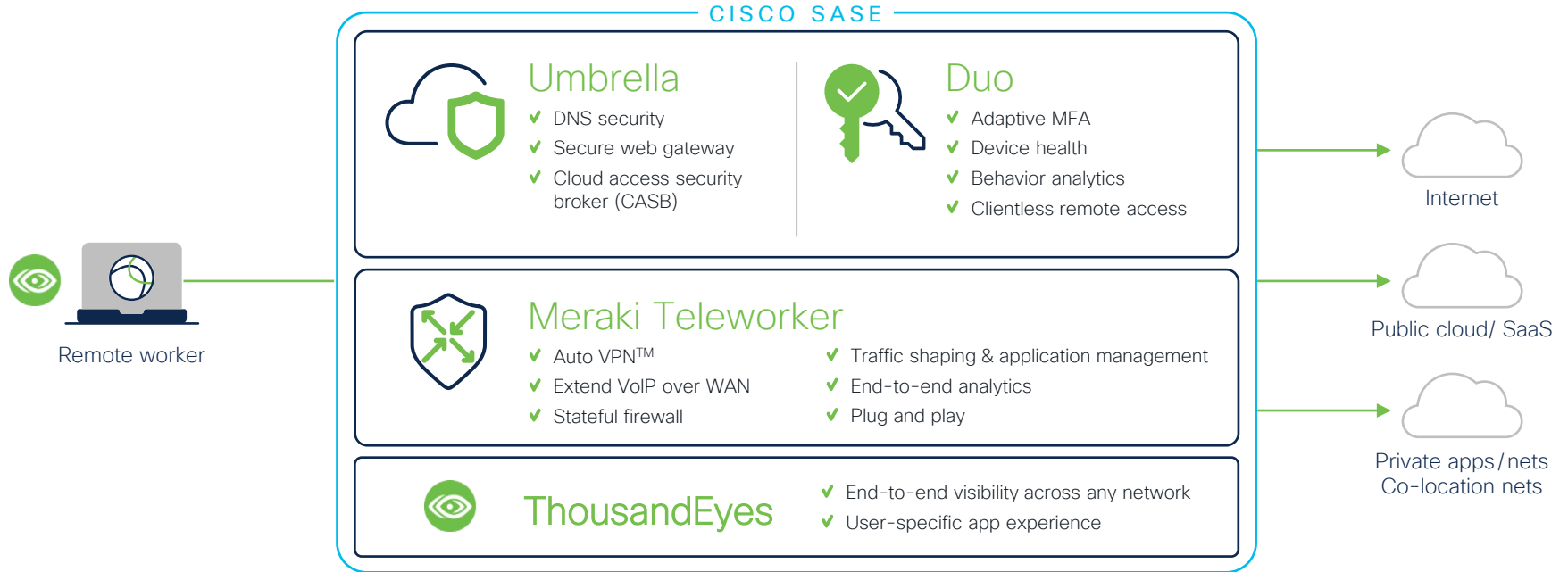


## Converge

- Observability to gain actionable insights from every user, to any app, over any network
- Comes built-in with the broadest and most integrated security platform
- Integrated with the most widely deployed endpoint agent: 150M devices

# Use case: Secure remote worker

How it works



# Customer Case Study: BPO company in the Philippines

## Challenge

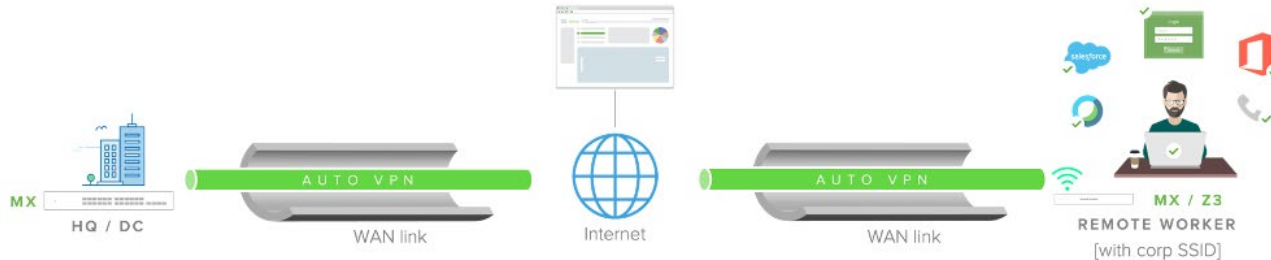
- Work-from-home (WFH) due to COVID-19 pandemic
- Requires a remote work solution that is secure and reliable
- Lack of visibility and tools for IT team to support remote workers

## Solution

- Cisco Meraki Teleworker Gateway
- Cisco Meraki MX Security Appliance

## Result

- Office-like experience for agents working remotely from home
- Increased work productivity with reduced office commute
- Secure access to corporate resources
- Empowers IT team with remote visibility, troubleshooting and management capabilities



# Key challenges: Secure edge

- ▶ Complexity when connecting users anywhere to applications resulting in inconsistent performance and poor user experience
- ▶ Difficult to identify and take action on performance issues
- ▶ Hard to consistently secure access to data, applications, and the internet



# Use case: Secure edge

What Cisco delivers with SD-WAN Powered by Viptela and Meraki, Umbrella, Duo, and ThousandEyes

## Connect



- Optimized multicloud access for secure, consistent application performance
- Cloud-delivered WAN architecture connecting users to applications in multicloud environments through a single fabric with zero-touch provisioning, intelligent path selection, and automated cloud onramp

## Control



- Cloud-delivered service that delivers secure, reliable, fast access to the internet
- Zero trust access to all applications, on-premises or cloud based

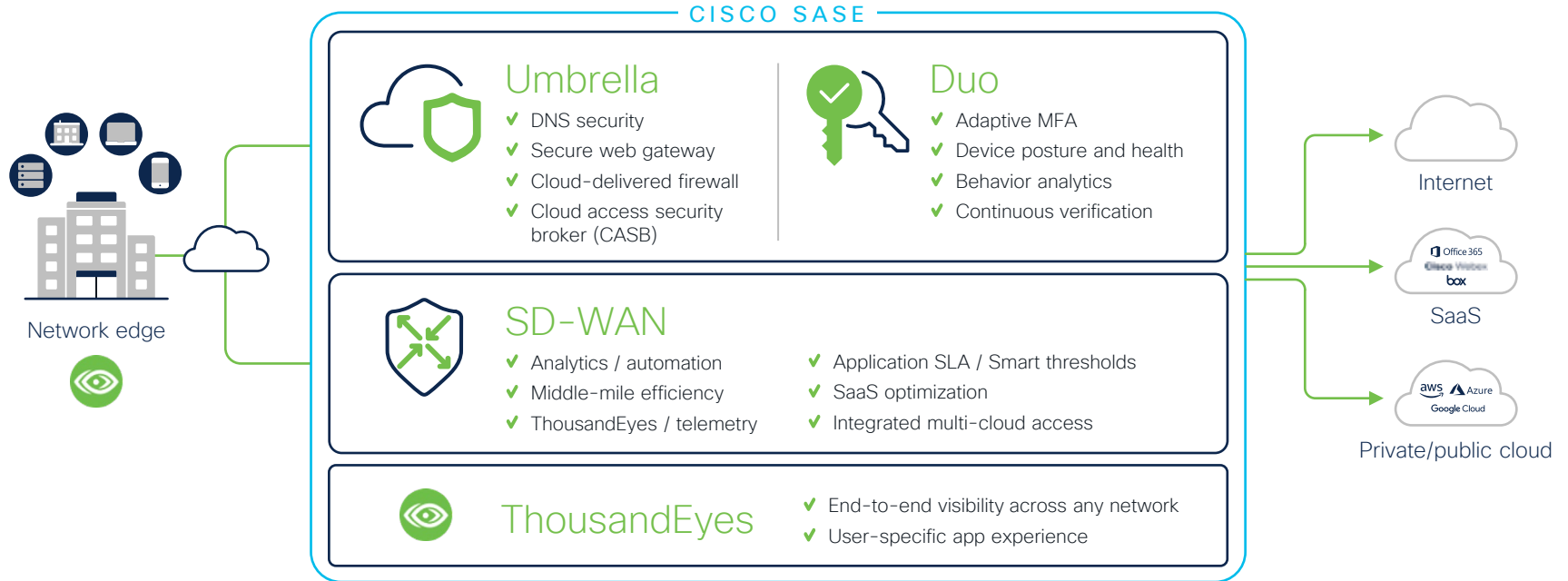
## Converge



- Observability to gain actionable insights from every user, to any app, over any network
- Simplify consumption and speed up deployment with the integration of networking and security
- Common cloud-delivered security policy enforced consistently, everywhere

# Use case: Secure edge

## How it works



# Customer Case Study: Large Bank in Philippines

## Challenge

- Transform to a digital-ready network
- Network outages
- Improve compliance and security for all locations (from manual to automated configurations)
- Improve application visibility & performance
- Improve cloud application performance (O365)
- Address both NetOps and SecOps requirements and strategy

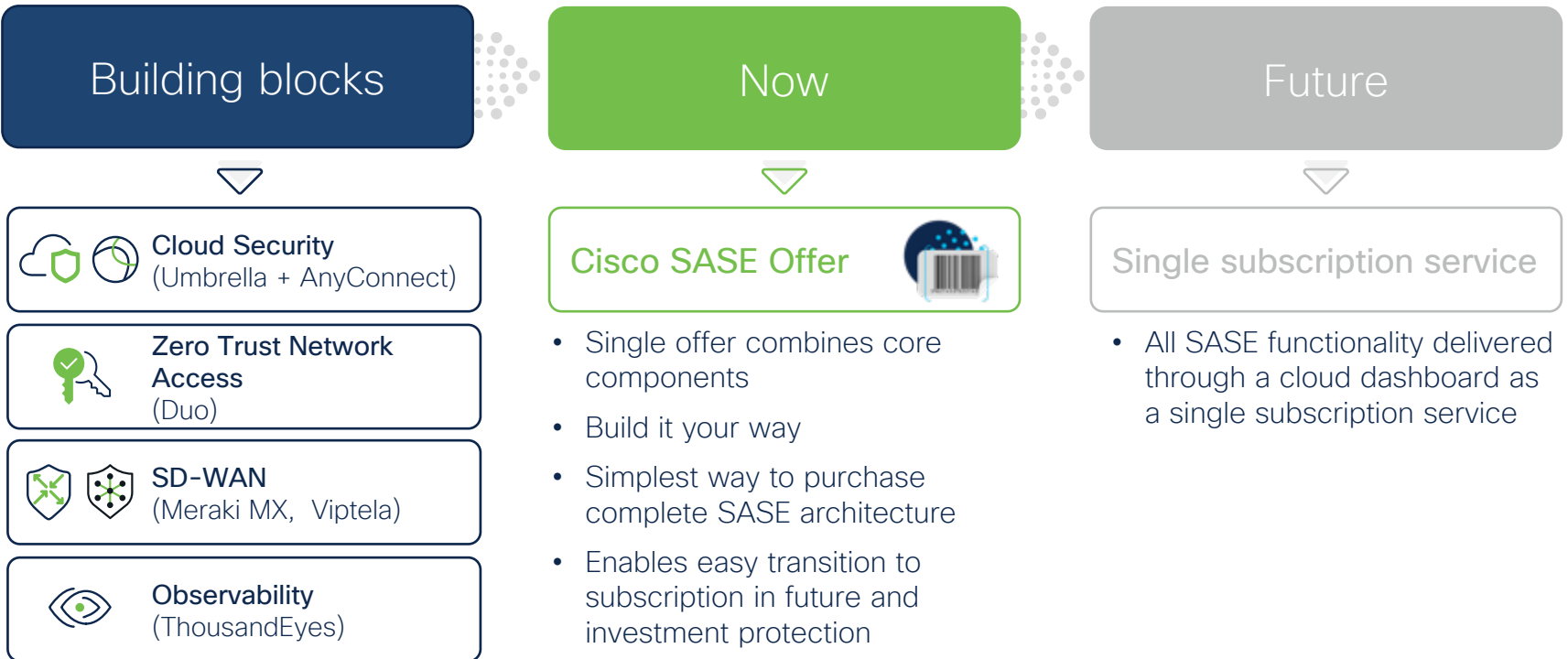
## Solution

- Cisco SD-WAN powered by Viptela
- Cisco Umbrella

## Results

- Improved site availability and reduced downtime
- Better bandwidth utilization with Active-Active links
- Improved security through network segmentation
- Operational efficiency using automation
- Improved Quality of Experience (SLA)

# Customer Journey to SASE





# Key takeaways

- ✓ Visit our solution expo to learn more about Cisco SASE solution.
- ✓ Cisco has all the building blocks you need to build a SASE architecture in one single offer.
- ✓ Partner with Cisco Customer Experience team on your SASE journey.



Thank you

