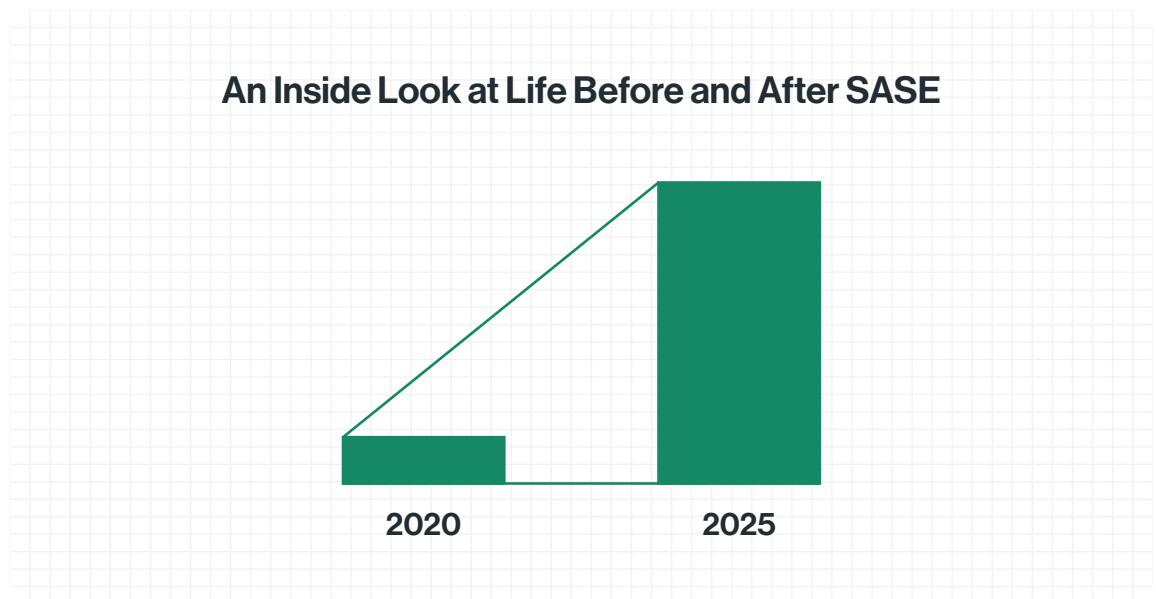# CATO
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## ENTELEGENT
### SOLUTIONS

An Inside Look:

# Life Before & After Deploying a **SASE Service**

In 2020, 10% of all enterprises adopted a SASE convergence strategy. By 2025, this percentage will rise to 65%, per Gartner.

**An Inside Look at Life Before and After SASE**

**2020**        **2025**

But what do those numbers actually mean? What does life really look like after SASE? Is it really all that it's cracked up to be?

To find out, we interviewed Ben De Laat, Head of IT Security at BrandLoyalty, who implemented Cato's SASE Cloud, together with IPknowledge's Managing Director Steven de Graaf, a trusted Cato Partner who performed the implementation. We bring their thoughts and insights into this ebook.

To put it shortly, SASE went above and beyond expectations and provided Ben with peace of mind, newfound visibility and a thumbs up from his C-suite. What more can an IT manager ask for?

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Cato. Ready for Whatever's Next
Life Before & After Deploying a SASE Service

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# When Should You Transition to SASE?

Before diving into life after SASE, let's first start out by understanding **when you should consider transitioning to SASE.** While there's no time like the present, there are specific use cases that are more optimal than others for making this change, especially if you need to convince the C-suite to approve the migration. These use cases include:

### When MPLS contracts are up for renewal

MPLS contracts often chain enterprises to certain vendors with expensive services. Having an MPLS contract come up for renewal is a good time to start researching more secure and higher performing alternatives, at lower costs.

### Employees working from offices all over the world

Enterprises that have employees working at multiple, global locations need a solution that will securely connect them all, while providing a frictionless user experience and removing connectivity barriers.

### IT is managing complex networking environments

Intricate and multi-layered networking environments are difficult to manage, govern and secure. This creates frustration for IT and users alike, impedes productivity and can result in security vulnerabilities being overlooked. Enterprises need a simple-to-use alternative that provides optimal and secure connectivity.

### A remote or hybrid workforce

Following the pandemic and lockdowns, enterprises need a secure and robust environment that supports work from home (WFH) while delivering the same network and security capabilities as the office. This requires a scalable, secure solution that connects all employees, without backhauling, based on least-privileged access.

> "
> **Before we moved to SASE we had an ending MPLS contract, 16 global offices and a remote workforce. It was a complex environment and we were looking for a way to simplify our connectivity, increase usability and provide everyone with the same capabilities."**
>
> **Ben De Laat**
> Head of IT Security, BrandLoyalty

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# Considerations When Migrating to SASE

While the operational transition to SASE can take place in a manner of weeks, the broader success of a SASE implementation is dependent on various additional factors. Preparing a well thought out migration plan can help convince the board, monitor the transition and track success. We recommend building a migration plan that addresses three main considerations:

| The strategic business value | The technological value | The financial value |

Let's take a look at each consideration:

### The Strategic Business Value SASE Delivers to an Organization

Networking and network security are business enablers for the organization. They should support enterprise employees as they focus on their core responsibilities - development, sales, finance, etc. But legacy solutions often turn employees into network and security warriors, requiring them to fight firewalls and intrusion prevention systems and disarm connectivity issues.

SASE lets employees put down their capes and weapons. By becoming a portal for their daily work and ensuring their network never goes down on them, SASE frees employees to focus on what they were hired to do.

To achieve this business value from SASE, it's important for the SASE transition plan to address how the solution will function for all company users. This includes colleagues working in different global locations, colleagues working from home, at an airport or hotel, etc.

> **Our employees all have their jobs. Their job is not to fight firewalls, intrusion prevention systems or connectivity issues. They get paid to sell programs or administer the payroll. The solution they are provided with should be a portal into their daily work without all the hassle and hoops."**
>
> **Ben De Laat**
> Head of IT Security, BrandLoyalty

### The Technological Value SASE Delivers to the Organization

SASE displaces a large number of point solutions including MPLS, SD-WAN, IP-VPN, WAN Optimization, Next-Generation Firewalls, Secure Web Gateways, Intrusion Prevention, Cloud Access Security Broker, Data Loss Prevention, VPN, Zero Trust Network Access, and more.

These point products are all replaced with SASE - a single, converged, cloud-native architecture that provides all capabilities, minus the management and integration hassle. In addition, SASE's network infrastructure, in the form of global PoPs (Points of Presence), ensures optimized connectivity from anywhere in the world. Finally, a single software stack provides a robus and holistic security posture that eliminates blind spots and enables identifying and mitigating risks faster.

**To ensure the SASE vendor delivers on the technological promise, it is recommended to understand the specific SASE architecture provided by your proposed vendor.** SASE offerings often can and do differ from each other. In addition, request to see proof of success from the get-go and start with a proof of concept (POC) that's quick and easy to valdiate and is based on the organization's most pressing uses-cases (this should usually take days or weeks, not months.) By following these steps, you can find the SASE solution that has the right architecture, not the best marketing.

> **Telcos often duck tape point solutions together, leaving gaps that make synchronization and orchestration difficult and affect the end user experience."**
>
> **Steven de Graaf**
> Managing Director, IPknowledge

### The Financial Value SASE Delivers to an Organization

What is the ROI of SASE? According to Ben De Laat, Head of IT Security at BrandLoyalty, there were two types of financial savings the organization enjoyed after implementing SASE.

**Annual costs** - After transitioning to SASE, the annual costs of networking and security were lower than before.

**Strategic costs** - By transitioning to SASE, IT and security teams can deliver a high-quality user experience, which positively impacts the business's expenses across the board. In addition, IT and IS teams are freed up to focus on more strategic business initiatives, which turns them into a revenue driving center, instead of a traditional cost-center.

According to a Total Economic Index (TEI) study commissioned by Cato Networks from Forrester Consulting, a composite organization can enjoy the following ROI, thanks to Cato SASE Cloud:

- 246% ROI
- $4.33 million NPV
- Payback in less than 6 months
- $3.8 million saved on reduced operation and maintenance
- Almost $44,000 saved on reduced time to configure Cato on new sites
- $2.2 million saved by retiring systems that Cato replaces
- Reduced time and transit cost
- Security consistency

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# What Changes in the Organization After SASE?

We've achieved milestone #1 - deciding on the SASE transition and milestone #2, building a SASE transition plan. Once we have migrated to SASE, what can IT leaders, security professionals and business leaders expect to gain?

### Newfound Network Visibility

Once an organization plugs into SASE, it can expect to gain visibility into their traffic and systems, perhaps even to new traffic they didn't know was there due to SASE's end-to-end deep packet inspection, management and insight into all data streams! Just like the James Webb Telescope gave us more detailed pictures of the same universe as the Hubble, so does SASE provide a more intricate view of the network and all traffic. This total visibility is incredibly difficult to achieve by duct-taping security point solutions, leading to gaps in visibility, and increased risk of vulnerability.This newfound visibility improves security posture, enables operational monitoring, and more (see below).

> **Almost overnight within implementing the Cato solution we had one overview with all our network rules. It became such a breeze to review, discover what isn't working and find a solution."**
>
> **Ben De Laat**
> Head of IT Security, BrandLoyalty

### An Optimal Security Posture

With SASE, tech, IT and security teams are equipped with insights and information about which systems are being used internally. This knowledge can help remediate any blindspots that may have generated invisible vulnerabilities. It also helps eliminate shadow IT while providing better and secure alternatives that can be easily accessed through SASE. Closing these gaps provides an optimal security posture, minimizes risk and provides security hygiene.

### Better IT Services for the Business and Users

SASE provides a seamless, unified solution that replaces point solutions like firewalls, VPNs and SWGs that were previously assembled together with duct tape. This solid and robust architecture makes IT's lives simpler and less worrisome, since they know they have a solution they can always rely on, just like they rely on running water or electricity.

As such, they are able to identify traffic flows, monitor operational activity like latency and packet loss and check for any abnormalities. With this information they can optimize line provisioning and ensure all users are provided with the services they need. Now, IT is free to serve the business by performing other initiatives.

Spotlight:

## The Etymology of the Cato Socket

Connecting to Cato's SASE cloud is simple:
it only requires plugging in a Cato Socket, which is a lightweight edge SD-WAN device. (Say good-bye to the stack of legacy hardware that cluttered your office beforehand.)

This zero-touch provisioning can be set up in mere minutes, in order to connect to the Cato SASE Cloud. In fact, the name "Cato Socket" was chosen to exemplify that networking and security can be as easily consumed as electricity!

### Seamless Remote Work Achievement Unlocked

SASE supports remote connectivity that is truly secure and high-performance. The enterprise no longer needs to connect remote users from VPNs and limit the applications they can access or rely on in secure local network configuration. With SASE, user traffic is optimally routed over global private backbones that belong to the SASE provider and are not part of the public Internet. From a security point-of-view, all traffic is continuously monitored and protected against threats.

### Optimized Connectivity and Performance

SASE provides connectivity from anywhere that isn't based on expensive and rigid MPLS networks, but rather on SD-WAN architecture.The promise and true value of SASE lies in its optimized performance to all edges, maximized throughput, increased and affordable bandwidth, cloud-native, global, private backbone with multiple internet access links and active-active configuration, and its convergence and ease of management. Result: Improved availability, reliability, an optimized end-user experience.

### Peace of Mind

SASE provides a stellar user experience to all end-users, allowing stakeholders to focus their efforts on business-critical initiatives. For IT and security teams, SASE provides lower operational overhead, automated and frequent patching and a single pane of glass for all metrics. For end users, login is simple and connectivity is optimal. This availability and reliability translates to peace of mind. (Life is too stressful anyways, no need to stress about connectivity and performance).

If you've been nodding your head in agreement at the thought of newfound network visibility, seamless remote work for the entire organization, optimized connectivity and performance, an optimal security posture, and peace of mind, then we'd like to invite you to a demo of Cato Networks' SASE Cloud. Speak to a SASE product expert, and discuss your unique networking and security challenges. From a low-cost MPLS alternative, to providing optimized global connectivity for China-based branches, to secure, zero trust remote access for all users, Cato Networks will map your unique challenges, discuss your existing networking and security architecture, and the ideal architecture to solve current and future challenges. Get in touch with our team, today.

> **From an end user perspective, the only thing that really changed is simplification."**
>
> **Ben De Laat**
> Head of IT Security, BrandLoyalty

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# About Cato Networks

Cato provides the world's leading single-vendor SASE platform, converging Cato SD-WAN and a cloud-native security service edge, Cato SSE 360, into a global cloud service. Cato SASE Cloud optimizes and secures application access for all users and locations everywhere. Using Cato, customers easily replace costly and rigid legacy MPLS with modern network architecture based on SD-WAN, secure and optimize a hybrid workforce working from anywhere, and enable seamless cloud migration. Cato enforces granular access policies, protects users against threats, and prevents sensitive data loss, all easily managed from a single pane of glass. With Cato your business is ready for whatever's next.



## Cato SASE Cloud with SSE 360
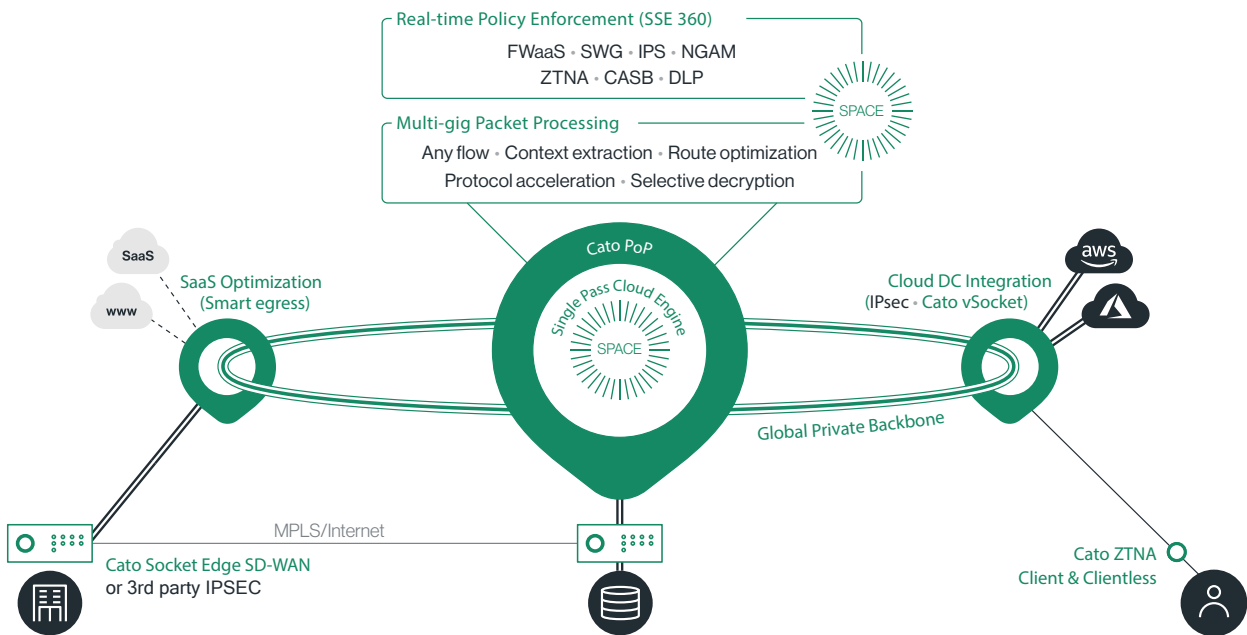
# For more details, please contact us

## Cato SASE Cloud

SSE 360

Secure Remote Access

Edge SD-WAN

Global Private Backbone

Multi-cloud / Hybrid-cloud

SaaS Optimization

Cato Management Application

## Use Cases

MPLS Migration to SD-WAN

Secure Remote Access

Secure Branch Internet Access

Optimized Global Connectivity

Secure Hybrid-cloud and Multi-cloud

Work From Home

# Cato. Ready for Whatever's Next.

SASE, SSE, ZTNA, SD-WAN: Your journey, your way.

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