CATO
NETWORKS

A Practical Guide to SASE Migration

Mobile VPN/SDP

Cloud Acceleration

Cloud Security

NGFW UTM

Global Backbone

SD-WAN

The Reasons Behind SASE

The digital business is all about being ready for whatever's next. Ready for developing new products, delivering them rapidly to the market, and responding effectively to sudden changes in business conditions. Historically, IT solved emerging business needs with point products. For example, adding SD-WAN boxes to offload capacity-constrained and expensive MPLS connections to Internet links, or adding firewalls in branches to enable secure direct Internet access. The result of this approach was technological silos, built upon point solutions that were loosely integrated and separately managed.

Ultimately, IT needs to provide consistent performance and strong security in a cost-effective way, to all business resources worldwide. This is an architectural challenge – not a functional problem – that requires the elimination of IT silos and "point solution patches" to address new business requirements. The realization that IT architecture must evolve is driving the Secure Access Service Edge (SASE).

SASE is a new category defined by Gartner analysts, Neil McDonald (security analyst) and Joe Skorupa (networking analyst). It delivers an architectural transformation of enterprise networking and security that enables IT to provide a converged, agile and adaptable service to the digital business.

The Value of SASE

SASE creates a holistic platform that connects all edges to the networking and security capabilities an enterprise requires. This lowers the cost, complexity and risk of supporting the business in a dynamic environment. Here are some of the key benefits a SASE platform provides:

Agility

With SASE, IT can deliver optimized networking and strong security to all locations, applications and users, regardless of where they are. Provisioning of new resources and capabilities is fast and simple. All that's needed is to deploy the right edge client, connect to the SASE platform, and corporate policies drive the network and security experience.

Collaboration

IT can leverage the convergence of network and security to manage all features and policies in a single interface, using a common terminology and gaining deep visibility into network and security events. Cross team collaboration improves the overall service delivery to the business that often involves a combination of availability, performance and security requirements.

Efficiency

With SASE, IT is relieved of the grunt work of maintaining on premises infrastructure. Physical topology, redundancy, scaling, sizing and upgrading is dramatically reduced. IT can now deliver better service to the enterprise, while focusing precious resources and skills on core business issues, rather than generic infrastructure maintenance.

Cost Reduction

The simplification of the network and security stack, together with the consolidation of multiple point products, enables both vendors and customers to reduce the overall cost of keeping the infrastructure running.

> " Customer demands for simplicity, scalability, flexibility, low latency and pervasive security force convergence of the WAN edge and network security markets.

Market Trends: How to Win as WAN Edge and Security Converge Into the Secure Access Service Edge, 2019 | **Gartner**

What is the Best Time to Migrate to SASE?

Migrating to SASE is a long-term project that requires thorough planning, so the sooner you start the better. The ideal time for actual migration would be before digital transformation; still, even during and after transformation, SASE delivers great value. SASE improves IT's ability to support business needs, delivering high throughput connectivity and easily managed and unified network security.

4 Signs it's Time to Start Planning Your SASE Migration Now

1/ Lack of Agility

Your current network isn't flexible enough to adapt to business changes and future initiatives, such as supporting new cloud workloads, addressing the growing mobile workforce, and fostering quick branch expansions.

2/ Cumbersome Security

You're getting overwhelmed by the heavily fragmented security solutions, and find yourself having to install, manage and maintain more and more products in order to secure new and existing sites, applications, data and users.

3/ Poor Performance

Your employees are complaining about poor business application performance that affects their productivity. This is especially apparent with latency-sensitive applications, such as voice and video, and the situation only worsens for remote workers.

4/ Limited Visibility

You don't have full visibility into your network, making it hard to control and manage application performance and security. Imagine having to figure out which QoS configuration needs to be adjusted without being able to see the root cause of a voice quality problem.

There can be several other signs that indicate the need to start planning a SASE migration. In a nutshell, if your network can't support business needs and growth plans, it's a clear indicator to start your journey to SASE.

Finding the Budget for SASE Migration

Most SASE vendors support a gradual migration process, during which a SASE platform can co-exist with legacy networks and security products – until they're fully retired. This ultimately means you can allocate already available budget for your SASE migration, rather than trying to find new budget resources.

> " SASE adoption will be driven by network and network security equipment refresh cycles and associated MPLS offload projects. However, other use cases will drive earlier adoption.
>
> *Market Trends: How to Win as WAN Edge and Security Converge Into the Secure Access Service Edge*
> *By: Joe Skorupa, Neil MacDonald* | **Gartner**

3 Compelling Events That Can Fund Your SASE Migration

When considering both current and upcoming spend on your existing legacy network, you'll realize that the budget for SASE already exists around these key events:

1/ MPLS Contract Renewal

MPLS services are expensive, and even more so when bandwidth must be added. A SASE offering, which includes a global private backbone and natively integrated SD-WAN, can augment and ultimately replace MPLS altogether. SD-WAN aggregates multiple high capacity Internet links, providing a significant last-mile bandwidth increase over MPLS with built-in redundancy. Leveraging the private backbone for the middle-mile guarantees network performance and availability to any enterprise, regardless of size and geographical distribution.

2/ Security Appliance Refresh

IT is expected to continuously maintain a strong security posture across the enterprise. Today, most network security spend is related to purchasing security appliances, such as NGFW, UTM and IPS. As existing network security appliances reach their end-of-life, you can use their refresh budget for migrating your network security to SASE. Since SASE delivers all network security needs from a cloud service, you'll no longer have to worry about appliance life-cycle management.

3/ Budgeted Business Initiatives

Business initiatives such as cloud migration, regulatory compliance and M&A integration all come with a budget. Take an M&A integration project for instance: The intended budget for aligning the different networks and security stacks into a single SASE platform, can be rerouted to your SASE migration. Don't be concerned about the extent of the migration project. The right SASE vendor will facilitate your needs with a gradual plan, catered to your budget and based on the pace of your business transformation.

How to Best Plan your SASE Journey

Enterprises too often underestimate the impact a network has on driving a business to be more efficient, competitive and secure. The business value SASE promises to deliver is so impactful that the market is bound to see a battle among SASE-wannabe vendors. This is why careful planning, including searching for the right vendor, is essential for a successful migration.

3 Practical Tips for a Successful Migration

1/ Eliminate SASE Wannabe Vendors

Listing the available and relevant SASE vendors can be simple if you remain focused on what is and what isn't SASE (see more on this below). This will immediately reduce the list to just a few valid vendors, saving you the time and effort associated with background research and screening processes.

A real SASE vendor will include the following architectural capabilities as part of its offering:

- **Convergence:** SASE delivers multiple, distinct network and security services, including SD-WAN, SWG, CASB, SDP/ZTNA, DNS protection and FWaaS, all from a single, unified software stack with single-pass-processing. Packets need to be decrypted only once for all inspection and routing operations, guaranteeing optimal performance and efficiency.

- **Cloud-native Architecture:** The SASE architecture leverages key cloud capabilities including elasticity, adaptability, self-healing and self-maintenance. This provides a platform that is highly efficient, always available, and easily adapts to emerging business requirements.

- **Support for All Edges:** SASE creates one network for all company resources; datacenters, branch offices, cloud resources and remote users. For example, SD-WAN appliances support physical edges, while mobile clients and clientless browser access connect users on the go.

- **Globally Distributed:** To ensure the full networking and security capabilities are available everywhere, and deliver the best possible experience to all edges, SASE PoPs must be globally distributed, expanding their footprint to deliver a low-latency service to enterprise edges.

2/ Make Sure Your SASE Doesn't Require Additional Products

Verify that your vendor of choice can replace point products like MPLS, SD-WAN, NGFW, UTM, SWG and VPN with its SASE platform. Pay special attention to security players that claim to have a SASE offering but, in reality, will refer you to a different vendor to buy SD-WAN alongside their SASE. And, beware of networking players offering another vendor's security solution. A true SASE platform delivers SD-WAN and network security that are natively integrated.

In addition, make sure the SASE platform incorporates these capabilities:
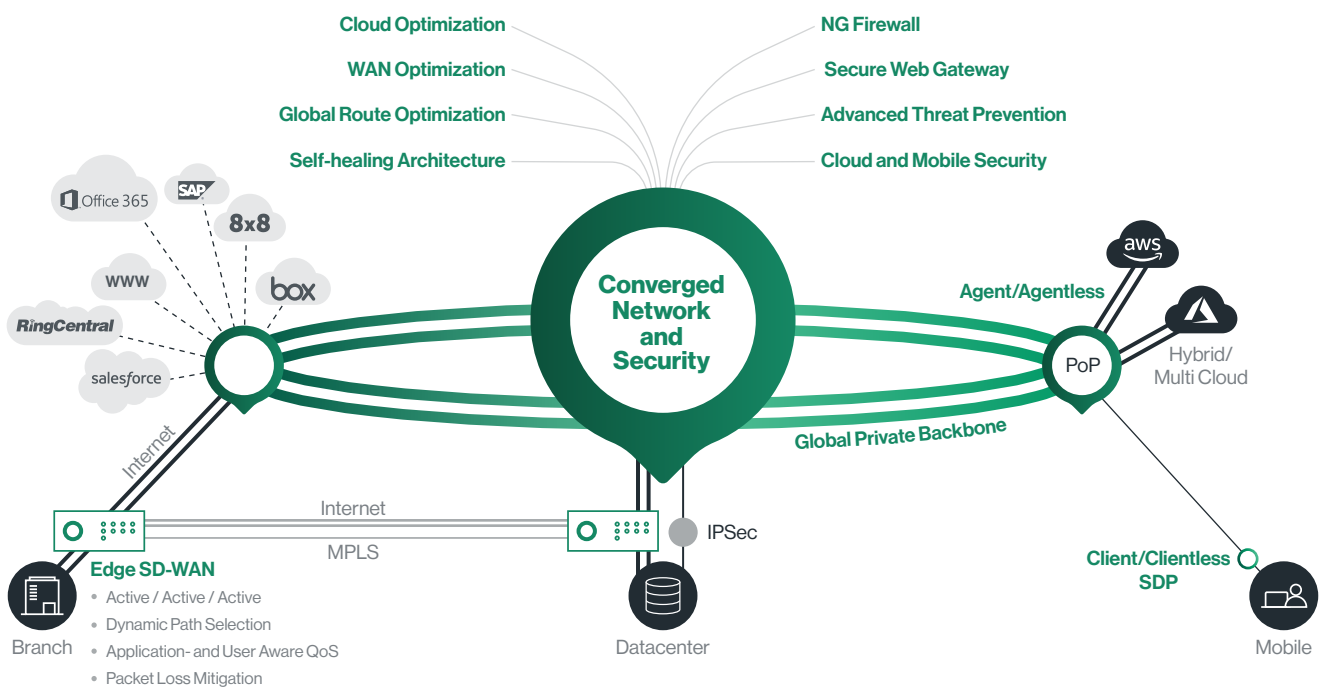
- **Global private backbone** to guarantee network performance and availability to all geographies.

- **Built-in WAN optimization** for maximizing throughput and application performance.

- **Cloud optimization** for connecting cloud resources efficiently and securely.

- **Advanced threat prevention** for protecting against known/unknown network attacks and malware.

- **Flexible management models** for having the option to manage everything (not just analytics or read-only rights) on your own.

3/ Set Up a SASE PoC

A PoC is the ideal way to ensure your vendor of choice will deliver on the promise of SASE. Verify that the PoC covers both SD-WAN and security capabilities, and that all are provided from a single vendor and managed from a single pane of glass. Make sure you're getting a natively converged solution, and not multiple applications and an orchestration layer.

About Cato Networks

Cato is the world's first SASE platform, converging SD-WAN and network security into a global, cloud-native service. Cato optimizes and secures application access for all users and locations. Using Cato, customers easily migrate from MPLS to SD-WAN, optimize global connectivity to on-premises and cloud applications, enable secure branch Internet access everywhere, and seamlessly integrate cloud datacenters and mobile users into the network with a zero trust architecture. Using Cato, customers easily migrate from MPLS to SD-WAN, optimize connectivity to on-premises and cloud applications, enable secure branch Internet access everywhere, and seamlessly integrate cloud datacenters and mobile users into the network with a zero-trust architecture. With Cato, the network, and your business, are ready for whatever's next.

Cato. The Network for Whatever's Next.

Cato Cloud

Global Private Backbone

Edge SD-WAN

Security as a Service

Cloud Datacenter Integration

Cloud Application Acceleration

Mobile Access Optimization

Cato Management Application

Managed Services

Managed Threat Detection and Response (MDR)

Intelligent Last-Mile Management
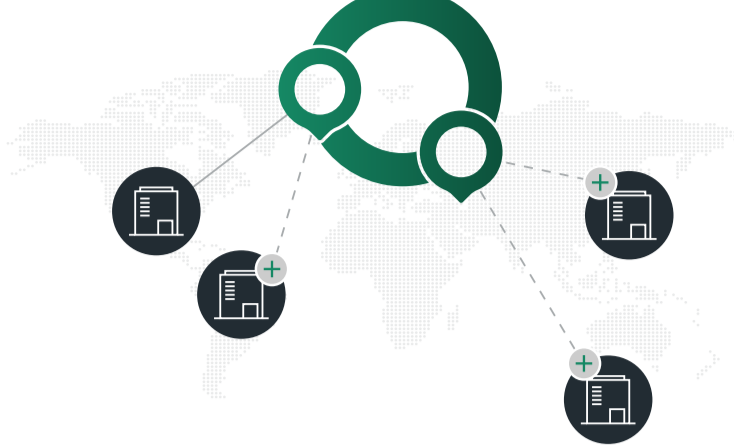
Hands-Free Management

Site Deployment

Appendix

SASE Key Use Cases

Global Expansion

Global expansion is a great sign of growth, but for your IT team it presents the challenge of finding a solution to quickly connect and secure the new branches to the enterprise's network. MPLS is often too expensive and not agile enough to support a fast-moving business. And, being dependent on an MPLS provider, the simplest configuration change requires opening a ticket and waiting for it to be addressed.

With a SASE's global backbone, expansion becomes a painless project for IT and the need for MPLS is eliminated altogether. By using local Internet links to connect to the SASE's cloud, branches and users anywhere enjoy reliable and optimized network without any effort.

Rapid Deployments

In the case of temporary construction sites or pop-up stores, IT is faced with the challenge of connecting and securing new sites within tight time frames. Inconsistent network infrastructure, and the need to purchase and install numerous appliances (such as NGFW, UTM, and IPS/IDS functionality) at all branches, are only some of the issues a typically understaffed IT team needs to handle.

With a built-in security stack, cloud optimization and unified management, SASE enables IT to optimize and secure traffic from all users, sites and datacenters. All that's needed is Internet connectivity and an edge SD-WAN device (provided by the SASE vendor), and your newly deployed sites are instantly connected to the SASE platform and up and running within minutes.

Remote Access for Business Continuity

Supporting a secure and optimized work-from-anywhere environment, is essential for ensuring business continuity, and IT needs to be prepared to enable this at once. This entails controlling and securing remote access to physical datacenters, cloud datacenters and cloud applications, globally and at scale. Legacy WAN architectures and VPN servers were never designed to support continuous connectivity to everyone, everywhere.
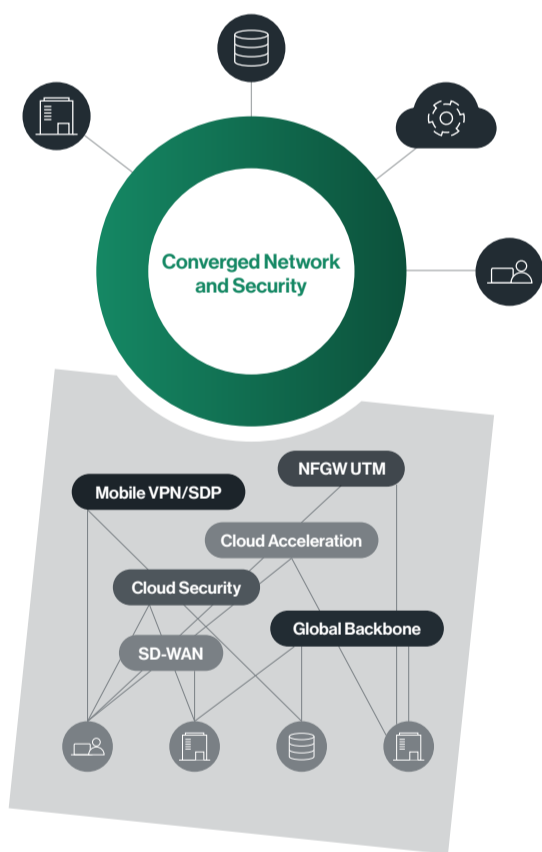
SASE delivers a global remote access solution that solves the critical scaling, performance and security limitations associated with current legacy solutions. The elasticity of the SASE's cloud-native architecture makes it possible to instantly move all users to work remotely, ensuring your business continues operating at all times, even during a global crisis.

Mergers and Acquisitions

Mergers and acquisitions are one of the most stressful events for any IT team with multiple challenges to overcome. Migrating users onto your network includes lengthy, cumbersome processes, where the new company needs to be retrofitted into the acquiring enterprise's operating model, connectivity and security.
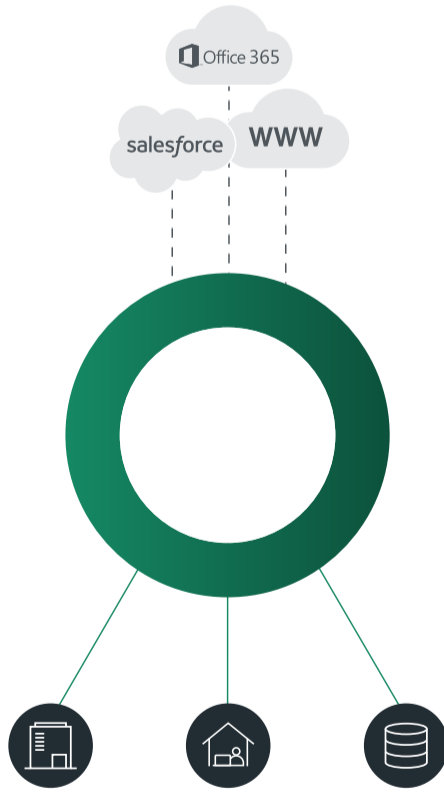
To ensure infrastructure compatibility, there's a need to invest extensive recourses, particularly in the case of global mergers, where additional technologies are necessary for expanding a regional network to support the business worldwide. SASE allows IT to seamlessly integrate the acquired company's resources – datacenters, cloud applications and even mobile users. Through a centralized management and global cloud delivery, IT can enforce enterprise-wide policies, delivering optimized access to all users and resources, at all locations.

Converged Network and Security

NGFW UTM
Mobile VPN/SDP
Cloud Acceleration
Cloud Security
Global Backbone
SD-WAN

Cloud Migration

To save cost and improve overall efficiently, enterprises of all sizes are increasingly migrating to the cloud. This presents significant challenges for IT, especially when the migration includes multiple datacenters, mobile users and remote locations. Legacy WAN networks are too rigid to support such a migration in a timely manner. Delivering access to cloud applications with legacy VPN entails backhauling cloud traffic to your company's datacenter, or using the unpredictable and unsecured Internet.

SASE connects all enterprise resources to a common global backbone, with one set of security rules applied to all. This solves the issues of backhauling and provides secured and optimized cloud access for everyone, everywhere. With SASE, migration is quick and easy, and doesn't require in-house cloud expertise.

Office 365
salesforce
WWW

Additional Reading

eBook
The Network for the Digital Business Starts with SASE

Blog
SASE and WAN Transformation
A Strategic Duo

Webinar
Why SASE is the Future of SD-WAN & Security

Blog
SASE as Described in Gartner's Hype Cycle for Enterprise Networking

Webinar
Cloud-scale Remote Access for Everyone

RFP Template
SASE RFP Made Easy
Get the Template