

“Next generation security for the hybrid workforce”

Konstantina Syntila

Cyber Security Sales Specialist, Leader
Greece / Portugal / Cyprus / Malta, Cisco
ksyntila@cisco.com



Evi Kastania

Senior Presales Engineer,
Info Quest Technologies
e.Kastania@info.quest.gr



Hybrid work

is transforming the way
your organization operates

85%

of CIOs say it's important to empower a distributed workforce with seamless access to applications

88%

Securing remote work tools and protecting customer or employee data for distributed teams in the hybrid environment

Applications

Are hyper-distributed across a diverse
IT landscape

85%

of CIOs say it's important to maintain security, control, and governance across user devices, networks, clouds, and applications

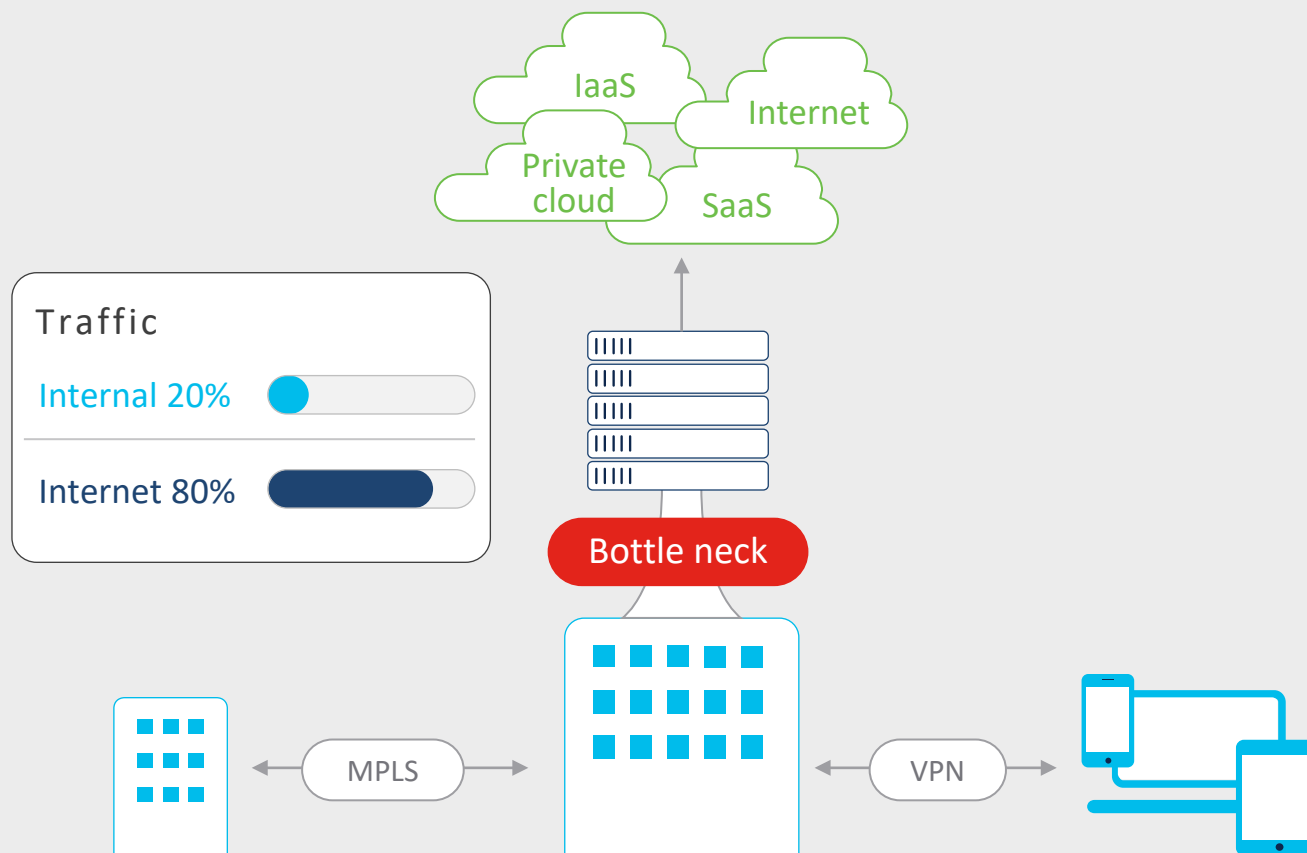
Hybrid work

The traditional networking model is inadequate

Changes in traffic patterns are creating bottlenecks and performance challenges

Problems

- App performance
- User experience
- Security efficacy
- # of tools / vendors
- Integrations



Applications



Hybrid work

Network transformation is needed

A transition to a cloud-enabled topology

SASE is

an approach and a
cohesive long-term
strategy to address these
challenges

“

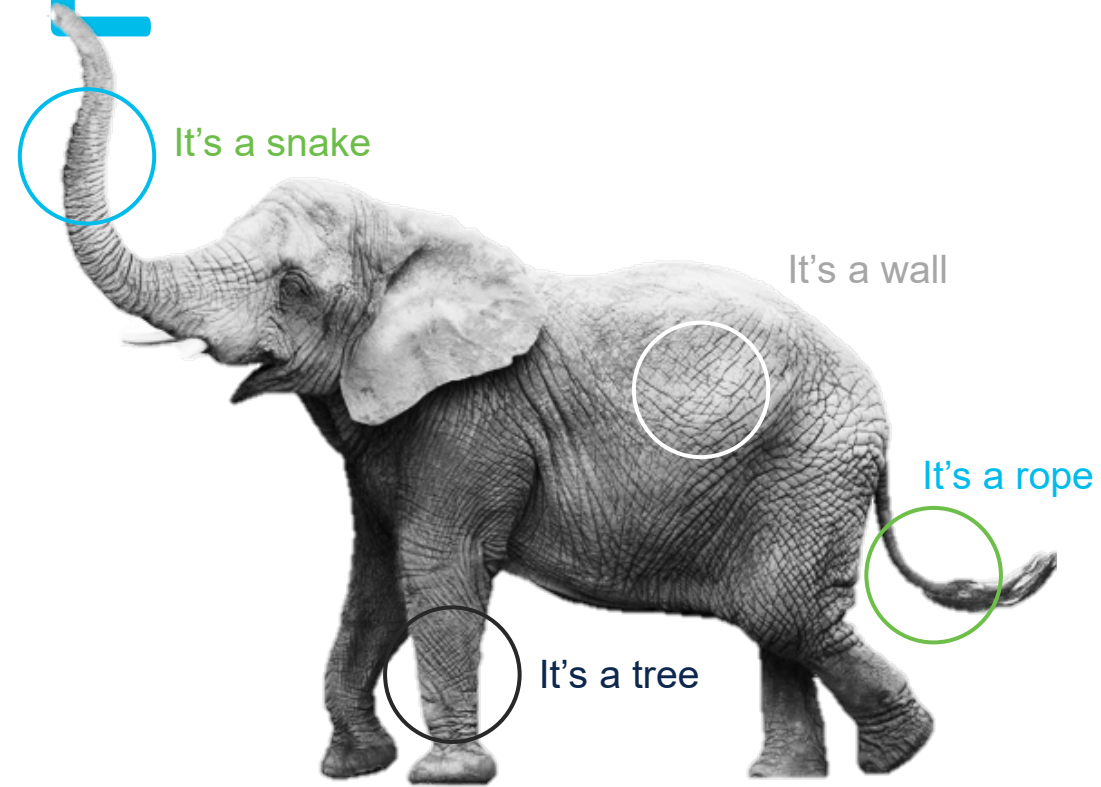
Cisco has a strong vision to deliver a fully integrated SASE solution, as well as the financial resources to execute the vision.

Gartner MQ report for WAN Edge Infrastructure, September 2021



Applications

SASE



Secure Access Service Edge

Security

Network

Subscription

Cloud

SASE is a new package of technologies including SD-WAN, SWG, CASB, ZTNA, Remote Browser Isolation and FWaaS as **core** abilities, with the ability to identify sensitive data or malware and the ability to decrypt content at line speed, with continuous monitoring of sessions for risk and trust levels.

Recommended technologies include Recursive DNS, Sandbox, Web and API protection, and API-based access to SaaS, Support for managed and unmanaged devices etc

Gartner 2022 Update

Out of 29 Gartner networking categories, **SASE is one of the three considered transformational**

The SASE approach is gaining momentum



By 2022

20% of enterprises will have adopted SWG, CASB, ZTNA and branch FWaaS capabilities from the same vendor up from <5% in 2019.

By 2024 or later

At least 75% of enterprises will have SASE

2022 Gartner CISO: Security Vendor Consolidation XDR and SASE Trends Survey

By 2025

50% of SD-WAN purchases will be part of a single vendor SASE offering.

SASE worldwide market revenue is expected to reach \$15 billion

The Gartner report on secure access service edge (SASE)

30 August 2019

Traditional network security architectures are an inhibitor to the dynamic access requirements of digital business.

The Future of Network Security Is in the Cloud

Complexity, latency will increase demand for consolidation of networking and security-as-a-service capabilities into a cloud-delivered secure access service edge (SASE)

Move to ideally one vendor for secure web gateway (SWG), cloud access security broker (CASB), DNS, zero trust network access (ZTNA), and remote browser isolation capabilities

SASE architecture that evolves at your pace

Reduced cost

75%

Of customers were able to give their IT teams' ability to focus on cost savings^{1*}

"... Thanks to Cisco SASE, our network topology is now optimized and centralized across all of our operations and IT offices, making it easier to manage data and incrementally save costs".

- Head of IT Enterprise, Vistara

Improve user experience

73%

Improvement in latency and traffic consistency (jitter)^{2*}

"..a tremendous improvement in speed, stability and bandwidth across all our operations utilizing Cisco SASE Capabilities along with effective enablement towards our cloud strategy".

- Joel Marque, IT Director, Tamimi Markets

Minimize risk

85%

Of customers were able to cut malware infections by half^{1*}

"... Threats and exploits can't get through – Cisco SASE gives us confidence because we know that our users are protected when they're surfing the internet on or off the network".

- Adam Kinsella, Product Owner, Qantas

* one or more of Cisco SASE capabilities

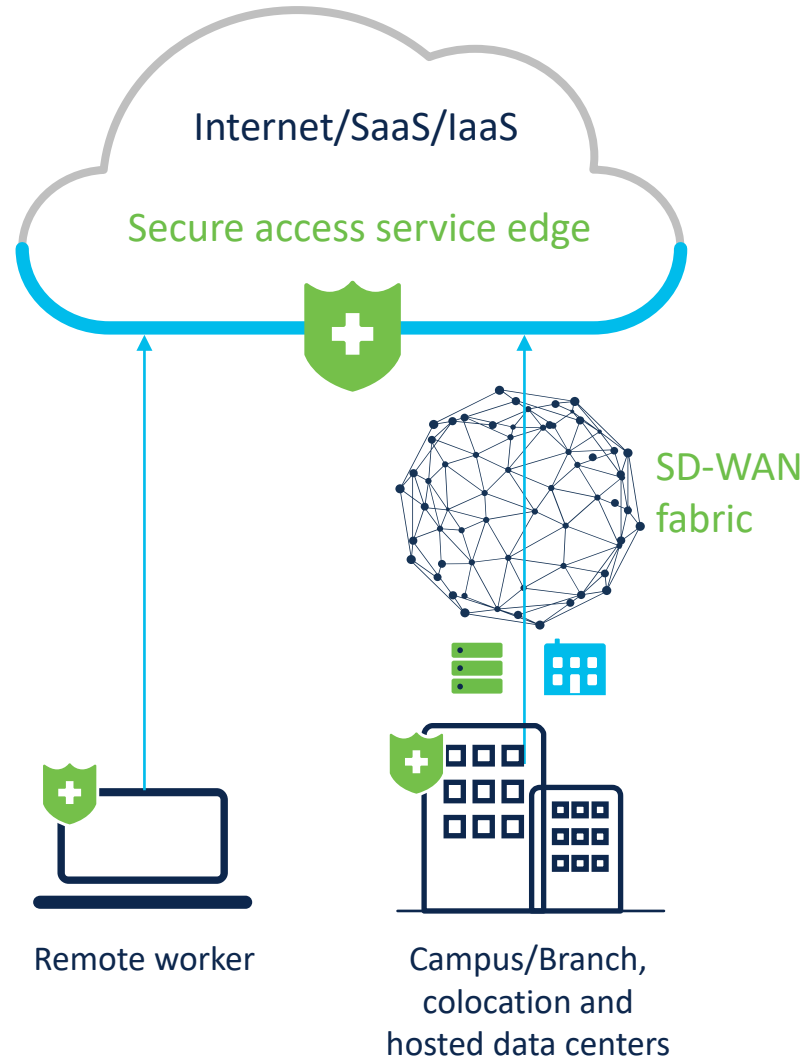
Source: ¹ Techvalidate Customer Research

² Miercom - Performance validation testing

Major SASE use cases

Secure Remote Worker

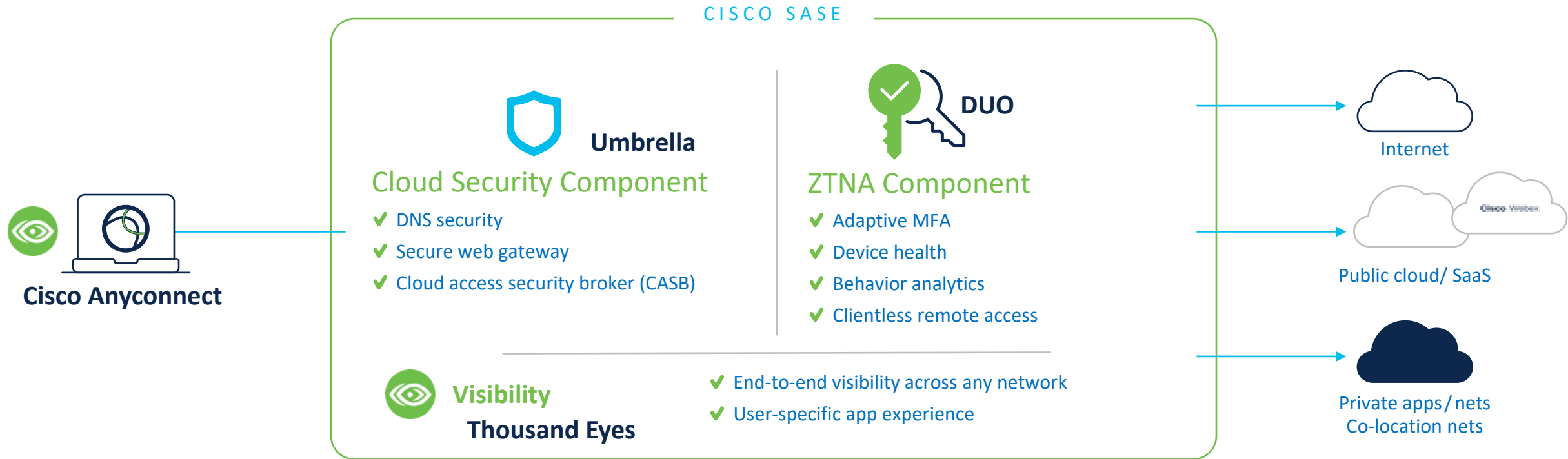
- Seamless connection to apps and data everywhere
- Secure access to internet and cloud apps
- Authenticate users and ensure device health
- Deliver the best connectivity and application experience for every remote worker
- Identify and resolve issues across ISPs, SaaS, public and private apps



Secure Edge

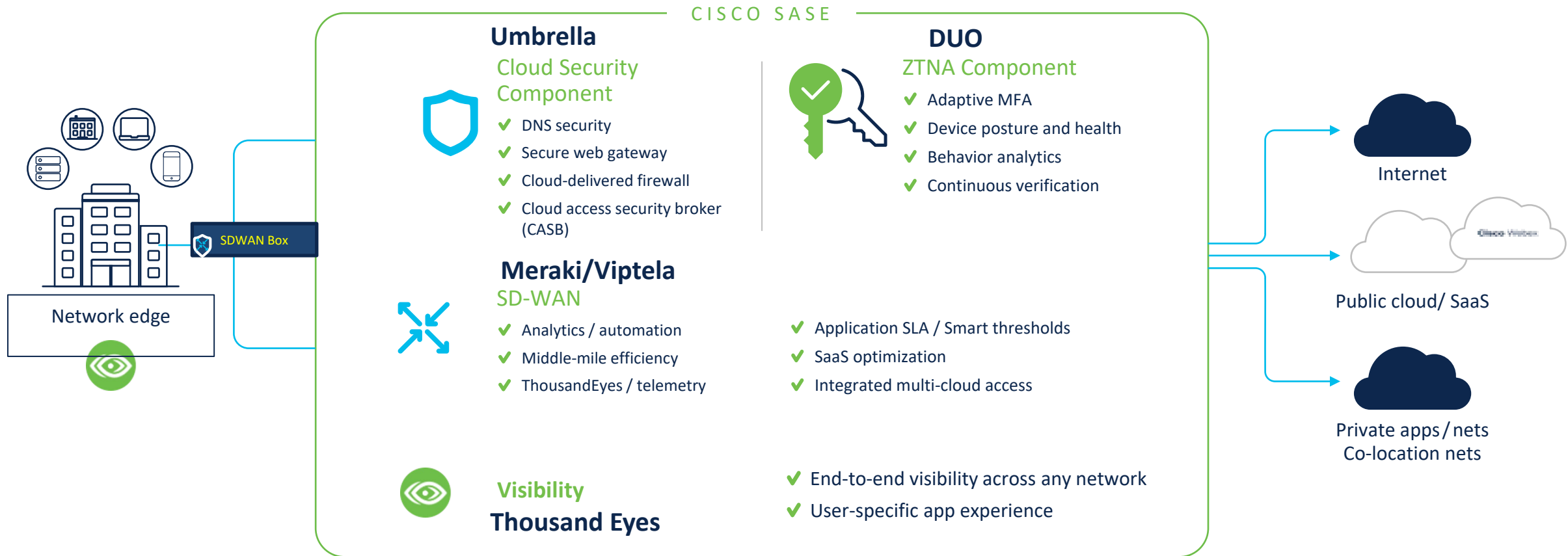
- Streamline connectivity to apps across office locations
- Provision SD-WAN fabric across thousands of users and locations
- Secure access to apps and direct internet access
- Secure east-west traffic
- Identify and resolve issues across ISPs, SaaS, public and private apps

Use case: Secure remote worker



Simple, Every User, Every Device, Every Application

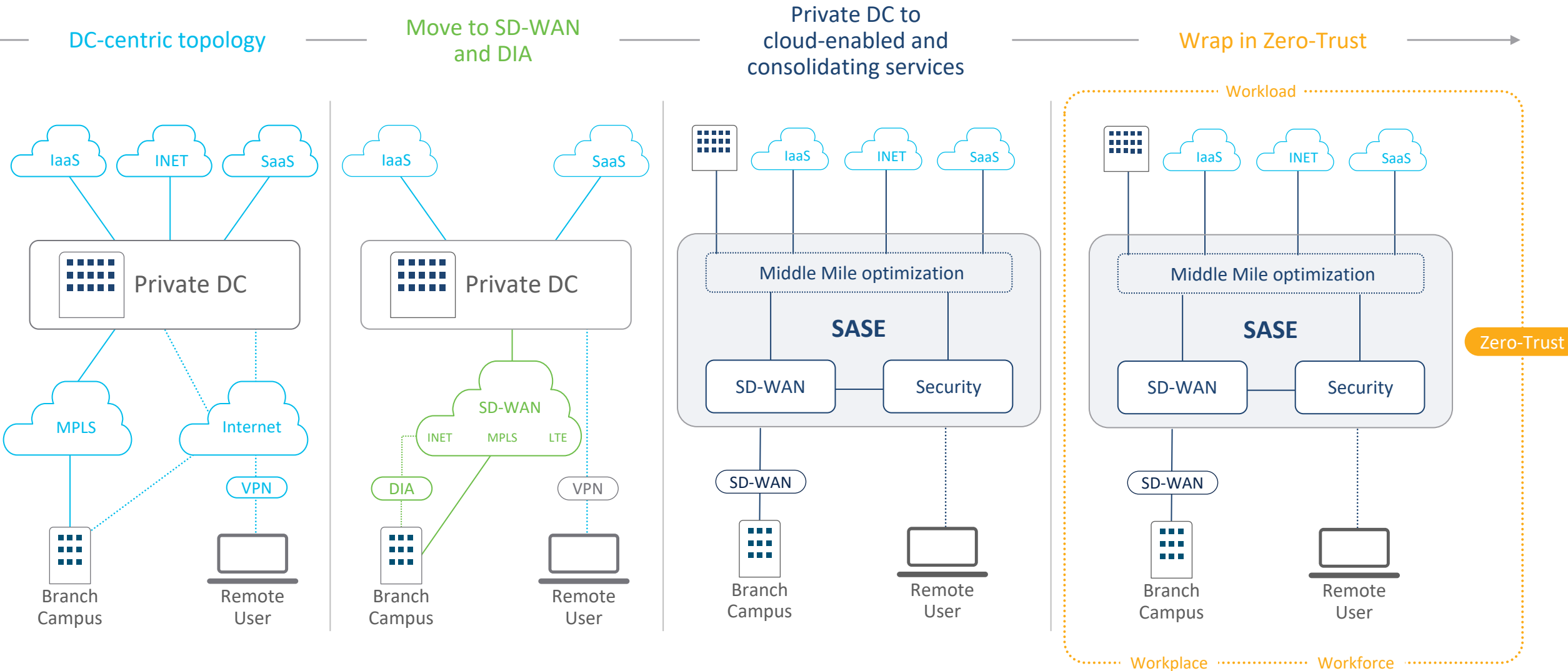
Use case: Secure edge



Unique E2E Integration, Consolidated policies for remote and on prem users

Journey to SASE from DC-centric Topology

An example outcome of a joint session



Our efficacy & Performance



The Independent IT-Security Institute

Magdeburg Germany

Umbrella is #1 in security efficacy-again!

More than 600B requests per day

100% Uptime since 2006

Product	Detection rate	False positive rate
Number of test cases	3,572	2,165
Cisco Umbrella SWG	96.39%	0.65%
Competitor #1	89.67%	0.69%
Competitor #2	73.15%	1.29%
Competitor #3	61.90%	4.53%
Competitor #4	58.43%	1.89%

Product	Detection rate	False positive rate
Number of test cases	3,572	2,165
Cisco Umbrella DNS	70.69%	0.28%
Competitor #1	53.58%	1.34%
Competitor #2	36.28%	11.78%



Up to 73% improved latency & traffic consistency (jitter)



Historically **top response time, uptime and quality**



From **50% to to 75% improved latency**

Discover

3M+

daily new
domain names

Identify

60K+

daily malicious
destinations

Enforce

13M+

malicious destinations
while resolving DNS

A proven networking and security innovator



2021
Best Security
Company
SC Media



2021
WAN Edge
Magic Quadrant



2021
Cloud Computing
Product of the Year
ThousandEyes




2020
CRN Tech Innovators
SASE



2020
Zero-Trust
eXtended Ecosystem
Forrester Wave

Securing
100%
of the
Fortune 100

80% of
the internet traffic
through Cisco's
infrastructure

61M 
endpoints protected

#1
in SD-WAN & SASE
market share

 **840k+**
networks
protected

40k+
WAN Edge
customers

TALOS

Largest non-Governmental Threat Intelligence Team in the World



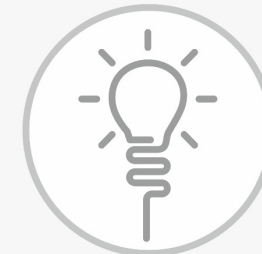
**20+ years of strong and successful
strategic partnership**



**Rewarded as «Cisco Distributor of the
Year» for the last consecutive years**



**We bring Cisco pioneering solutions to
the Greek market**



**We transform innovation into a benefit
for every business**



Start your SASE journey today

Contact us at: cisco@info.quest.gr

Thank you!

