



# What to Expect When You're Expecting SASE



Expecting SASE is a bit like expecting a newborn. You may have some experience with SASE concepts and theory, but like parenting, preconceived notions mean nothing until you do it. Knowing what SASE is supposed to be like is not the same as planning and deploying the technology. Don't worry, US Signal is here to help you on your journey, soon you won't even remember life before SASE.

# Life Before SASE



Raising children has changed much over the years, we didn't use to have seatbelts or car seats, and now we must ensure our children are safe online as well. Much like this, organizations also need to adapt to modern times. This is a daunting task to many, as they have spent years developing their security and access infrastructure, trying to integrate the best point solutions from various vendors. While this was the best option for many years, cost and complexity have led to the buildup of centralized security and networking stacks within the datacenter, and the reliance on MPLS or VPN backhauling of traffic from users and locations to these datacenters. Also known as castle & moat security, this practice was standard until the emergence of SASE, which has given us a better way.

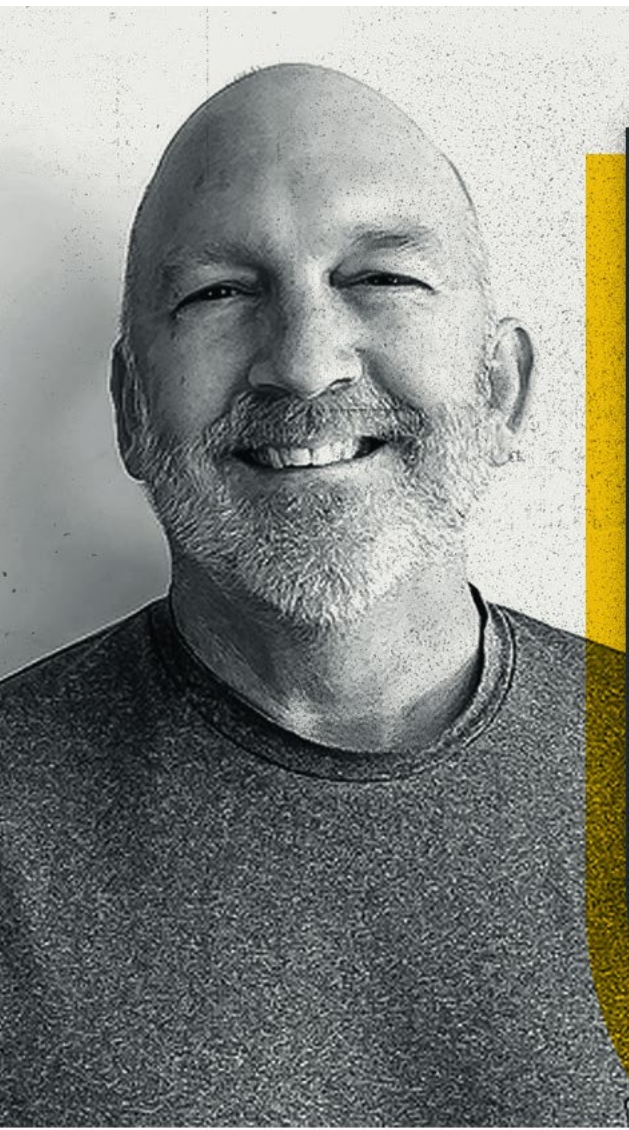
The initial success of the castle & moat approach to security relied on two core concepts:

**Users** work inside corporate offices; the traveling user was an occasional anomaly.



**Applications** reside in the corporate datacenter, connection to third-party resources was rare and typically involved federation between systems.

Currently, cloud adoption is on the rise and users want to work from anywhere and everywhere (not just during Covid-19). These trends directly inhibit castle and moat security and have left many organizations struggling to make their legacy implementations effective through compromises.



**In our previous MPLS system we would have to provision for new circuits and we would start that process when we started building a new building, and every time it was a rush at the end where the circuit still wasn't in and the store was about to open. Since we moved to Cato Network and we can use more generic lines, like a cable modem or a fixed wireless, we placed those orders and they're always in well in advance of the store opening. We've removed that stress completely."**

**Steve Waibel**  
Director of IT at Brake Masters



Trying to make the legacy security model work for a mobile and cloud first world comes with many compromises. Security, cost, and user experience are in a delicate balance, and improving one will come at the expense of the others. For example, the adoption of SaaS applications has increased the need to split-tunnel traffic to maintain performance, allowing traffic to pass from the user to the application, without any security inspection or enforcement. Additionally, other factors are increasing cost and complexity. Internet bandwidth is consistently becoming faster, more available, and at lower cost. New or improved point products are brought to market every day that keep organizations in a constant cycle of hardware refreshes. Don't forget, specialized technical staff is also required to keep this stack of disparate technologies operational. As time goes on, legacy deployments will become more expensive and less effective.

# Are you ready for SASE?

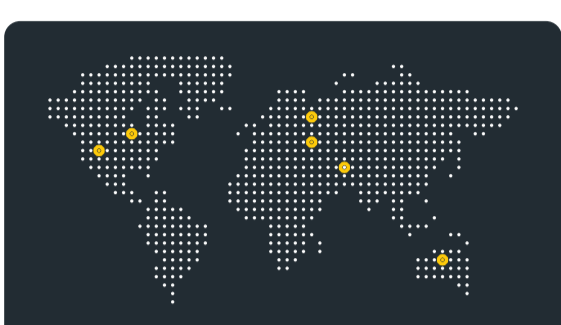
**O** SASE, or the Secure Access Service Edge, describes the convergence of secure access to users and assets in the cloud, while mobile, or at company locations. Driven by cloud adoption and user mobility, SASE allows organizations to deliver security and optimized global connectivity to all their users, anywhere in the world. While most organizations will benefit greatly from adopting SASE, it is important to understand both the currently legacy environment as well as the process of planning for, implementing and running a SASE deployment.

Before you begin your SASE implementation, or even select your SASE vendor, there are a few factors you should consider. Spend some time asking yourself these questions to make the most of your SASE project:



## User & Site Locations

What is in scope for the deployment, are all my users company employees, or will I need to provide access for contractors or other third parties? Where will my users be located geographically, will any be only mobile?



## SASE Provider PoP Locations

Next you should ask yourself if the vendor you are evaluating has sufficient coverage for your deployment. Every SASE vendor advertises that they have multiple global points of presences, but how many of these are actually used to process the traffic and how many are accessible to you as a customer? Ideally, your vendor should have an accessible, full-function PoP close to your users, whether they are in the office, at home, or traveling.



## Applications

This is a multi-faceted question, but starts with the critical applications requiring secure access? Organizations typically have hundreds or even thousands of applications accessed by their users every day but only a small subset are critical for business operations. Once you have identified the most valuable applications, ask yourself where these reside: your datacenter, private cloud, or SaaS? Finally, evaluate access to these applications from the context of your user locations and SASE provider capabilities and PoP locations.



## Capability & Convergence

This one is critical, not just for the current state of your provider, but for the future as well. How has the vendor developed their solution? Are the current/future planned capabilities aligned with your needs, are they all delivered in parallel at every PoP? How easy will it be to implement new capabilities as they become available?

## Connectivity & Performance

Finally, this point ties everything together. Evaluate the connectivity and performance between users, sites, applications, and your SASE provider. How does everything connect, is it full mesh? Can you apply optimization to my traffic or control how it egresses? Can I get dedicated egress IP addresses, or do you have to share with other customers? How much control do you have over your networking and security policies?



Planning is an essential step in preparing to adopt SASE. While the concepts of securing users and providing access to resources is familiar, some of the methodology and operations of using a SASE provider will take some adjustment. You will be able to shift your focus away from simply making everything work and begin evaluating how you can leverage technology to enable your organization's business.

# I am ready for SASE, now what?



With planning completed, the next step is to begin deployment of your chosen SASE platform, this could be into production or in the proof-of-concept phase. You may be wondering what to expect during this deployment and beyond. SASE deployments are reasonably straight forward and most have three key steps:



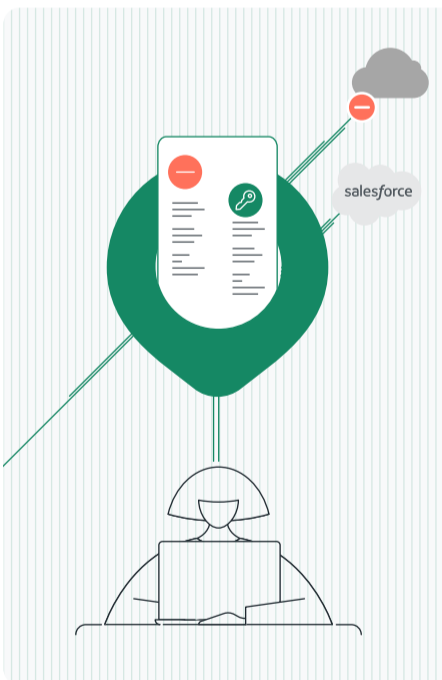
## Send your traffic to the SASE cloud

In order to apply security and provide connectivity, your locations and endpoints must connect into the SASE cloud. This typically involves the deployment of zero-touch hardware devices or IPsec tunnels and connection clients for various endpoint and mobile devices.



## Configure authentication

Users at any location must be able to authenticate and be identified by the SASE provider to apply the appropriate policies for their traffic and access.



## Configure policies

With traffic flowing to the SASE provider and users identified, the final primary step is to configure your policies. Keep in mind that you may be moving from a variety of disparate policies spread across multiple point products to a centralized policy set. With SASE you will be able to configure malware inspection policies, internet policies and ZTNA policies all in one place.

While every SASE project is different, adopters almost universally benefit from the simplicity of the deployment. There is no need to size, purchase, configure and deploy expensive hardware to different physical locations. New sites can be onboarded quickly, reducing implementation effort and time to value. Implementation is just the start of your SASE journey; next let's look at some of the long-term impact SASE may have on your organization.

# Growing Together



Like having a newborn, sometimes working in technology can feel a bit like running on a wheel: You are staying on top things and keeping the business running, but it's difficult to get ahead. Part of this is due to the nature of the IT world, but much of this is due to unnecessary complexity. Think about how much time you've spent on configuring point products, planning hardware deployments, updates, and patching, rolling back when an issue is encountered, investigating multiple logs to identify an issue, trying to push a hardware order through because you need more capacity, and so on and so forth. If you think about the time and energy investment in these routine tasks, it becomes easy to understand why you feel like you are running in place sometimes.

SASE isn't a silver bullet to moving projects forward, but it does shift the paradigm, allowing you to realign your focus and prioritize tasks that enable your business objectives. While patch Tuesday might still be an essential part of your routine, you can spend less time on it now that you've reduced your security stack footprint. Your SASE provider is always up to date, without any action from you. Gone are the mornings lost scrambling to deploy a patch to prevent the latest widespread vulnerability. Chances are the SASE cloud has already implemented protections based on early notification and relationships with various security feeds and organizations.



**It's just been huge for Boyd CAT to be able to get everyone in the business more bandwidth and faster, more consistent performance."**

**Matt Bays**

Communications Analyst at Boyd CAT



Beyond reducing your patching and update workload, SASE provides unified policy and global visibility into your network traffic and security practices.

This enables organizations to shift from being reactive to being proactive. You can easily see what resources your users are accessing, and then adopt a granular global policy in just minutes. With the proactive approach, you can invest into understanding the business cases behind application usage and shape your policies and practices accordingly. Additionally, this unparalleled level of visibility and control reduces the time and effort to troubleshoot network performance and security issues, allowing IT teams to focus on enabling the business instead of just maintaining it.

# Nurture Your Business



With your focus shifted away from keeping your network and security products operational and current, you can now look at leveraging your SASE investment to help nurture your business and accelerate your organization's strategic objectives. The right SASE provider can enable your organization through advanced capabilities and scale, providing futureproof global connectivity and security everywhere that matters to you. Scaling up or down, adopting new features, or opening a new office halfway across the world can now happen almost effortlessly.

## Global Connectivity

High performance global connectivity and presence allows you to secure your users and resources, worldwide. Organizations like yours are now enabled to begin the adoption of hybrid workforces, hiring the best talent, free from geographical constraints. Not only can users now be located anywhere, but so can applications. SASE provides seamless secure access to SaaS, IaaS, PaaS and private datacenter resources, maintaining performance without the need to compromise security by split-tunneling traffic. Your cloud adoption and workforce strategies can move as quickly as you like, unhindered by the obstacles of legacy deployments.



**COVID-19 had a huge influence on JUKI. JUKI's head office didn't originally have a system for remote working, but COVID-19 forced us to find one. At first, a Chinese company talked about wanting to do remote work. Then about a month later, all group companies in Japan, Asia, and Europe wanted to do remote work. In response, we just needed to have each group company install the client by increasing the VPN license of Cato. That's all there was to it, so moving to remote working was very smooth."**

**Mayoshiaki Kushiya**

Manager of Information Systems at Juki

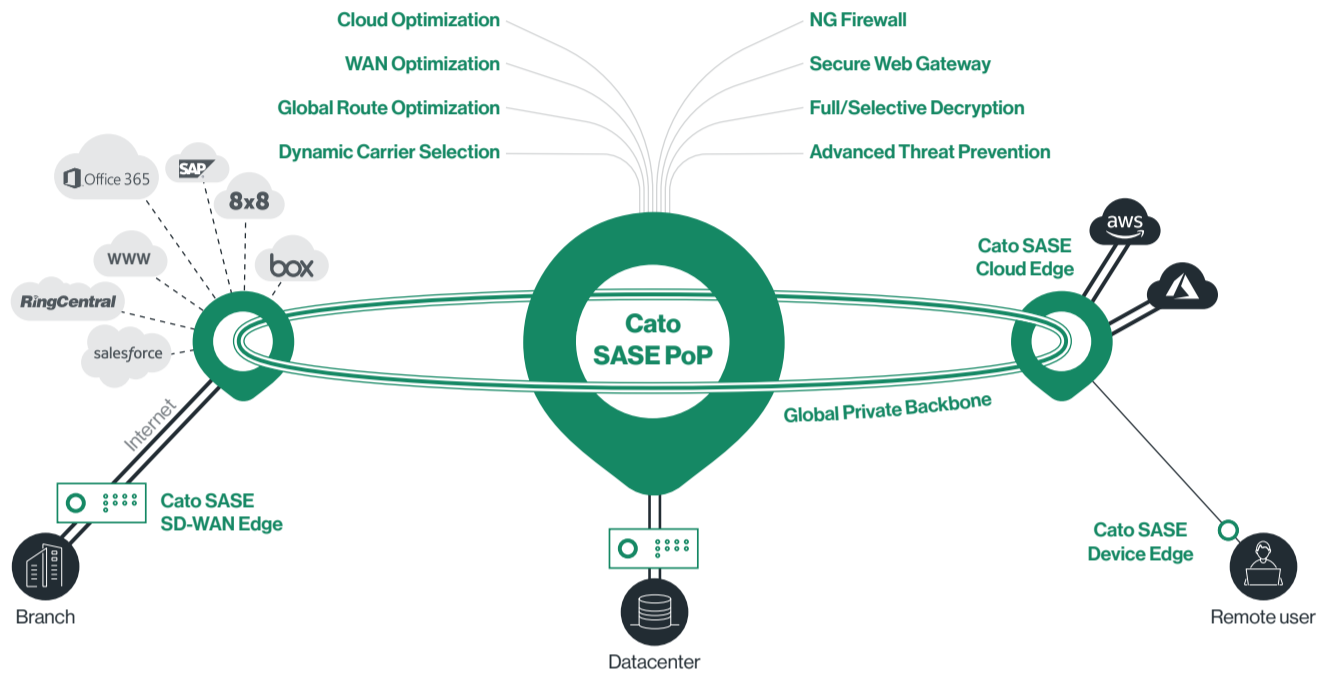


## Merger & Acquisitions

If your organization is involved in merger & acquisitions activity, or stands up new locations regularly, you are familiar with the effort involved in connecting locations in short order while also ensuring a consistent security posture. With SASE, it's easy to onboard new users or locations and apply your already defined security and access policies. Since SASE leverages cloud scale, you don't have to worry about sizing and deploying hardware, your vendor will dynamically scale to meet your needs. Finally, a converged SASE platform allows you to future-proof your deployment. You can quickly deploy newly available functionality globally with just a few clicks or turn on TLS inspection to strengthen your existing security posture, all without impacting performance or purchasing hardware.

# About US Signal + Cato Networks

US Signal, a leading provider of network connectivity and data center services, partners with Cato Networks, the provider of the world's leading SASE platform, to offer the SASE Cloud throughout North America. 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 SASE Cloud, customers easily migrate from MPLS to SD-WAN, improve connectivity to on-premises and cloud applications, enable secure branch Internet access everywhere, and seamlessly integrate cloud data centers and remote users into the network with a zero-trust architecture. With Cato, your network and business are ready for whatever's next.



For more details, please contact us

## Cato SASE Cloud

- [Global Private Backbone](#)
- [Edge SD-WAN](#)
- [Security as a Service](#)
- [Cloud Datacenter Integration](#)
- [Cloud Application Acceleration](#)
- [Secure Remote Access](#)
- [Unified Management Application](#)

## Use Cases

- [MPLS migration to SD-WAN](#)
- [Optimized Global Connectivity](#)
- [Secure Branch Internet Access](#)
- [Cloud Acceleration and Control](#)
- [Remote Access Security and Optimization](#)
- [Flexible Management](#)

