

CISCO *Live!*



#CiscoLive



The bridge to possible

# SASE

## Cisco Choice

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PSOSEC-1023



#CiscoLive

# Cisco Webex App

## Questions?

Use Cisco Webex App to chat with the speaker after the session

## How

- 1 Find this session in the Cisco Live Mobile App
- 2 Click “Join the Discussion”
- 3 Install the Webex App or go directly to the Webex space
- 4 Enter messages/questions in the Webex space

Webex spaces will be moderated by the speaker until June 17, 2022.



<https://ciscolive.ciscoevents.com/ciscolivebot/#PSOSEC-1023>



# Agenda

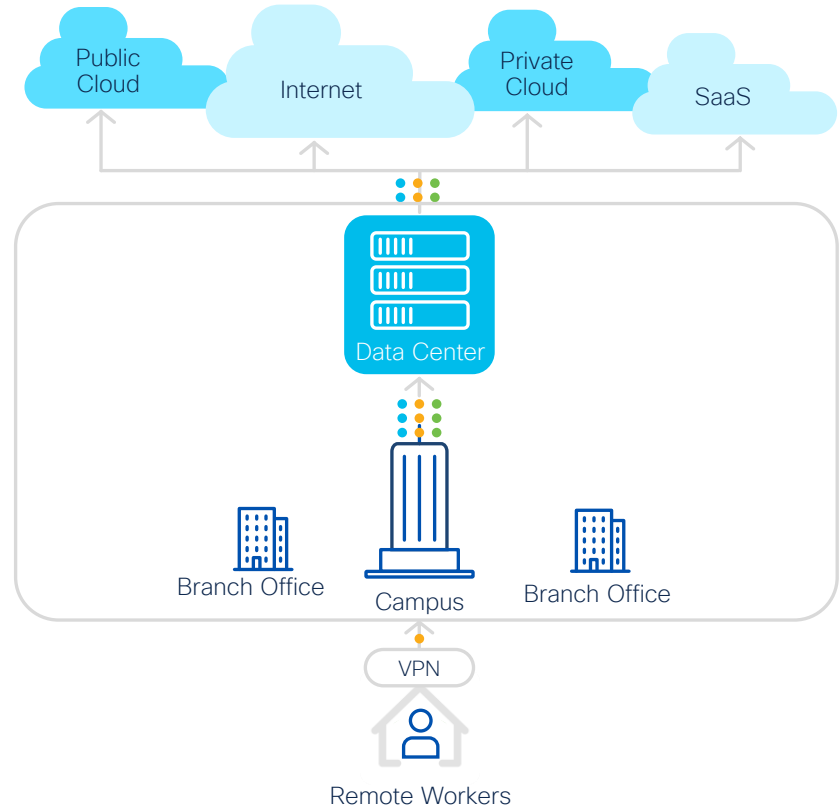
- Introduction
- SASE Building blocks
- SASE customer segments
- Cisco Choice overview
- Ordering process
- Demo

# The way we work has changed

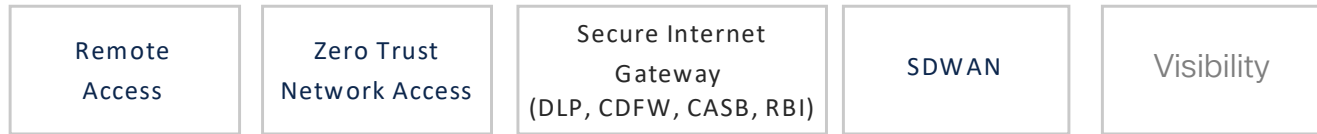
Office users and remote workers connecting through a central firewall introduced **stress points on businesses**, created **security vulnerabilities**, and resulted in a **poor remote worker experience**.

45% 

Of business respondents cited **reliable network performance as the #1 challenge** for their remote workforces.<sup>2</sup>



# SASE Fundamental building blocks



# There are two customer segments for SASE adoption

## Unified SASE – Cisco+ Secure Connect Now

- Easy turnkey solution consisting of networking and security services implemented as a single platform
- All components from the same vendor
- Lean IT

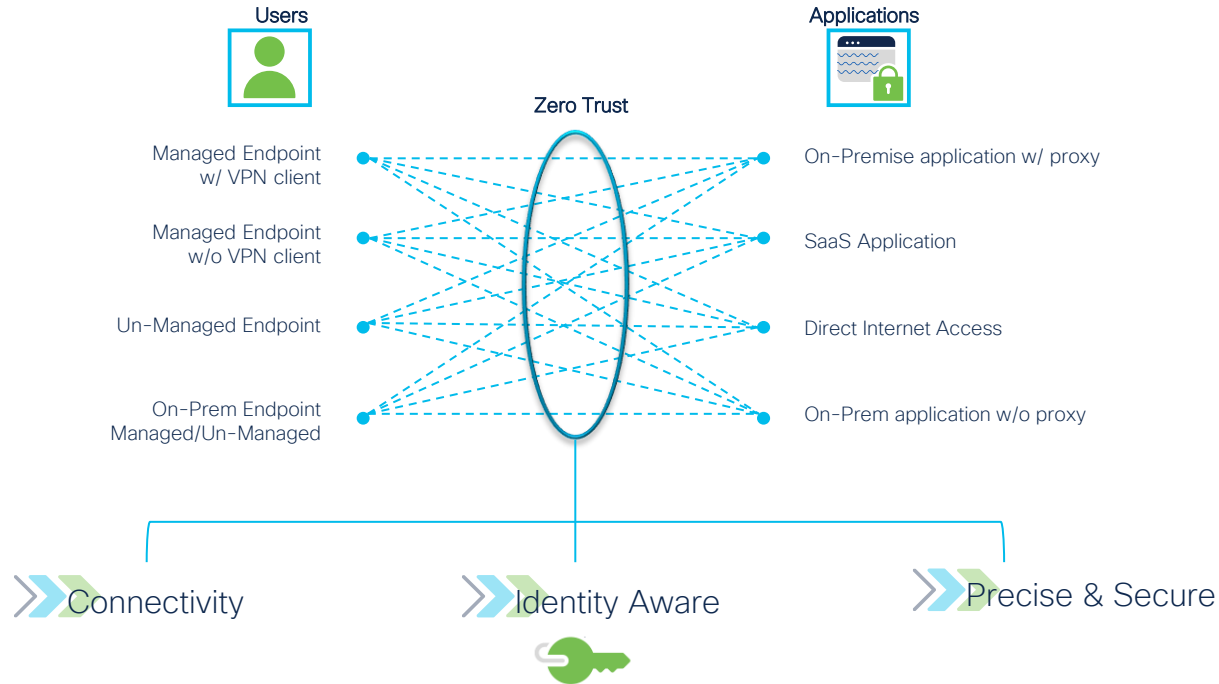
~35%  
(by  
2025)

## Disaggregated SASE – Cisco Choice

- Interoperable networking and security products that are integrated into a simple SASE solution
- Product or services may come from same or different vendors – best of breed
- Large enterprises

~65%  
(by  
2025)

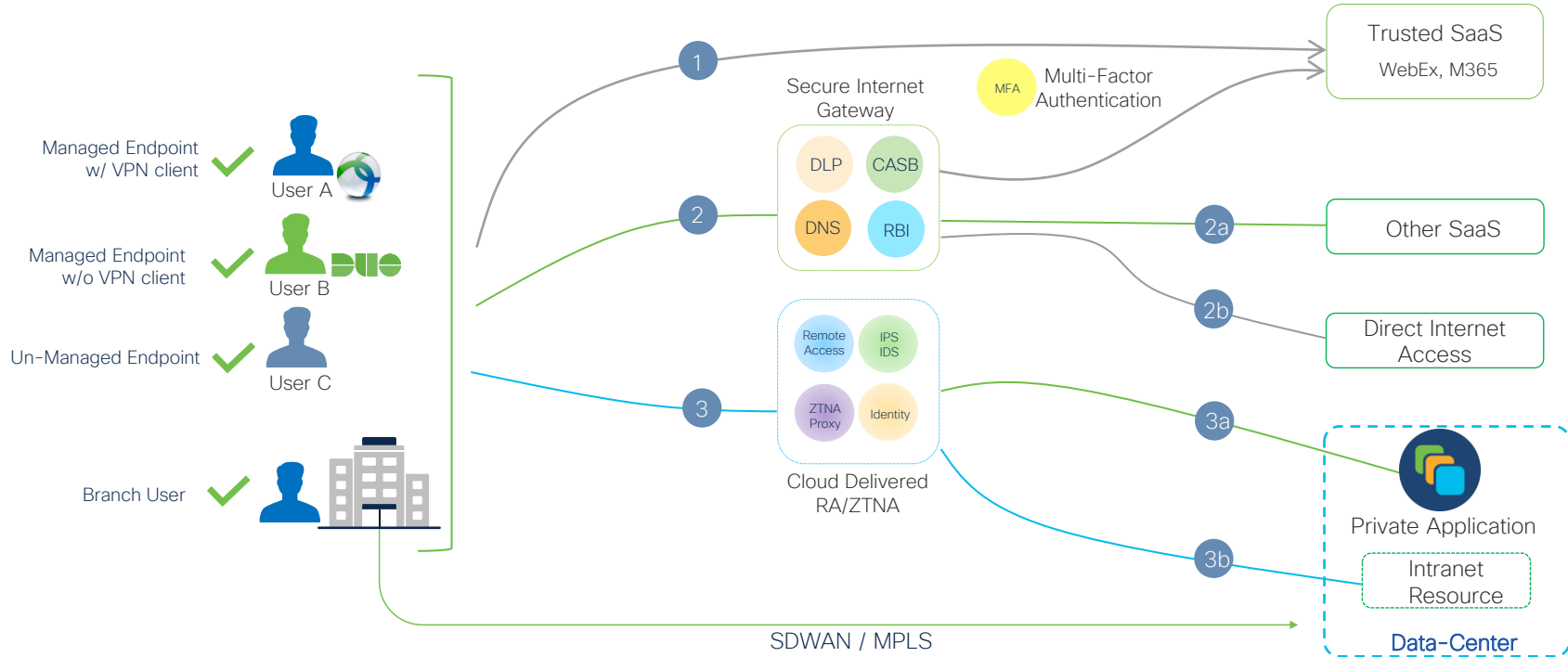
# Our goal is to provide secure connectivity between users and applications with Zero Trust controls





# Cisco Choice

Any User, Any App, Any Time Traffic Flow

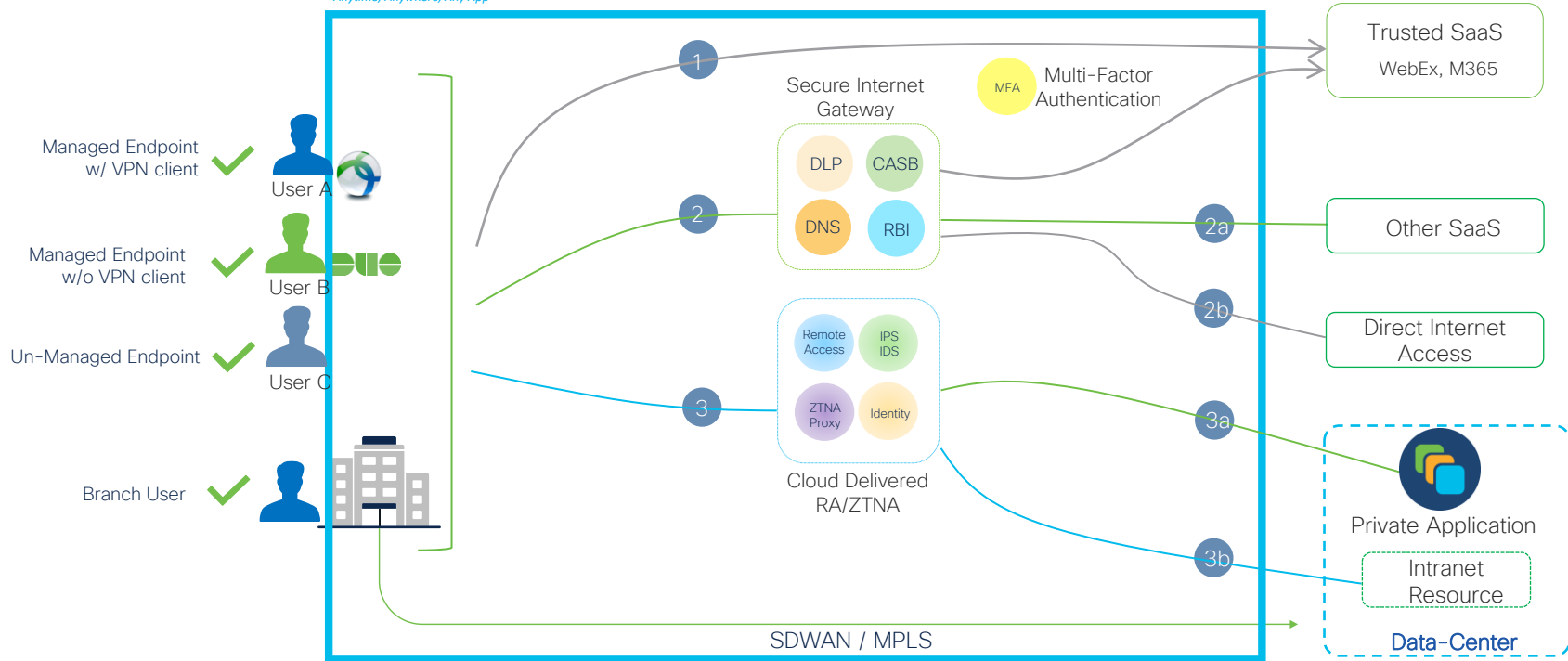


# Cisco Choice

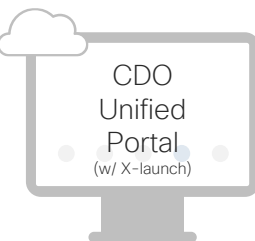
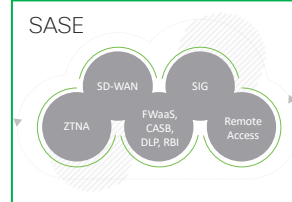
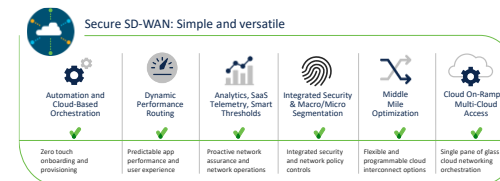
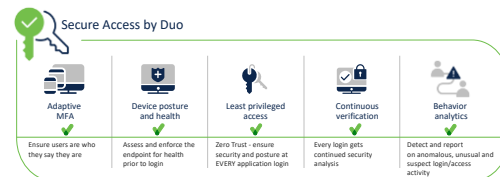
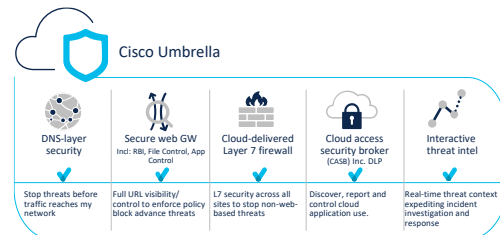
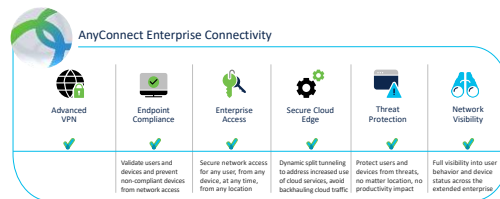
Single subscription SKU based on user count

Cisco Choice

*Anytime, Anywhere, Any App*



# Cisco Choice



# Cisco Choice

## Subscription Tier Capabilities

### Cisco Choice

#### Essentials

Remote access as-a-service

Connectivity

Remote Access

Support

### Cisco Choice

#### Advantage

Secure Internet Access

Cloud Access  
Security Broker

XDR & Threat  
Intelligence

Cloud-delivered  
Threat Defense

DNS Security

Secure Web  
Gateway

In-line DLP

### Cisco Choice

#### Premier

Secure Private Access

User Trust (MFA)

Zero Trust Network  
Access

Health Agent &  
Device Posture

Cloud & Passwordless  
SSO

# Cisco Choice

## Offer Structure and Pricing

1 Choose a subscription based on the use case

Essentials

Advantage

Premier

2 Input user count

Total Users

Total users represents all unique users in your organization that require Secure Connect Choice service anytime, not concurrent or average users

3 Additional DC Connectivity

**Essentials** includes **one** 1Gbps Active & backup connection

**Advantage** includes **two** 1Gbps Active & backup connections

**Premier** includes **four** 1Gbps Active & backup connections

Add more active connections to connect additional DC locations  
Connection is a link between Secure Connect Choice (AWS) pop to a customer DC/location

# Ordering: Locate the Cisco Choice SKU & select Options

## PL-SECON-CHOICE

Items

Discounts

Shipping and Install

Billing

Review and Submit

Set preferences for this order

Check Local Validations

Save

Save and Continue

✓ Items were added successfully to your order.

Search by Sku , Description and Product Family

Qty

Add

Find Products and Solutions

More Actions

Remove from Order

Validate

Edit Services

More

Filter By

Show All Items

<input type="checkbox"/>	Hardware, Software and Services	P.O. Line Reference	Estimated Lead Time	Unit List Price (USD)	Qty	Ext. List Price (USD)
<input type="checkbox"/>	<div><div>1.0</div><div><b>PL-SECON-CHOICE</b></div><div>Cisco Plus Secure Connect Choice XaaS Subscription <a href="#">more...</a></div><div><div>⚠</div><div>Unconfigured as of 11-Apr-2022 06:41 PDT</div><div>ECCM EAR99</div><div>NON-CANCELABLE Standard</div></div></div>		Not Applicable	0.00 MRC	1	0.00 Total of MRC

The same End Customer has one or more active/recently-expired subscriptions for the same or similar offers, please consider a Change Modify, Renew or Replace Offer instead of purchasing this offer new. [Click here to see the subscriptions](#)

Requested Start Date

14-Apr-2022

Requested For

12.00 Months from 14-Apr-2022 to 13-Apr-2023

Automatically Renews For

12 Months On 14-Apr-2023

Billing Frequency

Prepaid Term

Provision Details

Incomplete [View/Edit](#)

Provisioning Contact Email

[e.g jsmith@company.com](#)

Select Options

Select Service

Validate

More Actions


Showing 1 - 0 of 1 Line Items


< Previous


1

Next >

# Ordering: Select base package & backhaul capacity


 Cisco Plus Secure Connect Choice XaaS Subscription  
PL-SECON-CHOICE NEW

 Subscription  
USD 1,563,690.00


 Service  
USD 312,732.00

[Expand All](#) | [Collapse All](#) | [Reset Configuration](#)

### Essential Licenses 5 Added

PRODUCTS	UNIT LIST PRICE	STATUS	QUANTITY	ACTION
<b>Base Package</b>				
Cisco Plus Secure Connect Choice Premier Package PL-SECON-CH-PRE-K9	173.74 Per User/12 Month	Added	<input type="text" value="3000"/> User	 Delete
<b>Additional Backhaul Capacity</b>				
Cisco Plus Secure Connect Choice 1Gbps DC Backhaul Conn PL-SECON-CH-DC-1G	Take an action to see the List Price Per Connection/Month	Not Added	<input type="text" value="Qty"/> Connection	+ Add

### Add-Ons 1 Added

PRODUCTS	UNIT LIST PRICE	STATUS	QUANTITY	ACTION
<b>Multi Org</b>				
Multi-Org Console Add-on UMB-MULTI-ORG	Take an action to see the List Price Per License/Month	Not Added	1 License	+ Add
<b>Remote Browser Isolation</b>				
Umbrella Remote Browser Isolation - Isolate Any UMB-RBI-ALL	Enter Qty to see List Price Per User/Month	Not Added	<input type="text" value="Qty"/> User	+ Add
<b>Duo</b>				
Increments of 1,000 telephony credits for any edition PL-SECON-CH-DUO-TL <span>ACT</span>	15.00 Per Transaction	Added	2 Transaction	 Delete

# Ordering: Select Support

Cisco Plus Secure Connect Choice XaaS Subscription  
PL-SECON-CHOICE NEW

Subscription USD 1,563,690.00 Service USD 312,732.00

Expand All Collapse All Reset Configuration

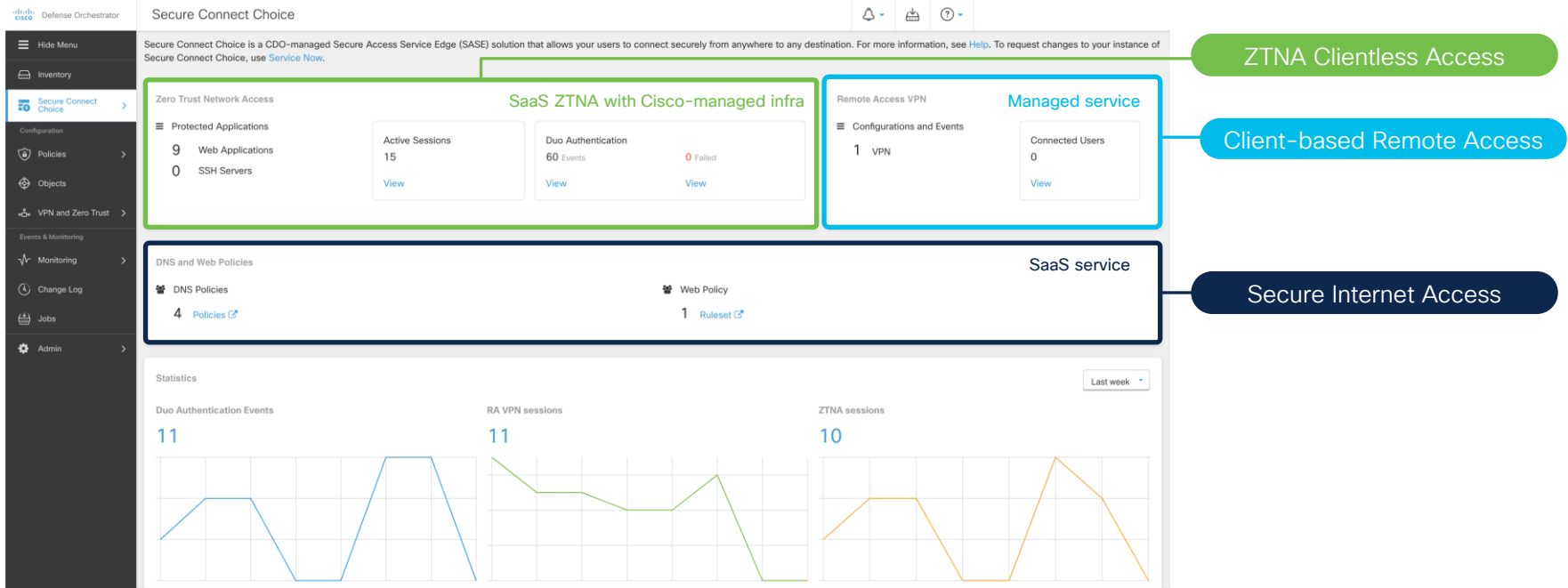
Services 1 Added

PRODUCTS	UNIT LIST PRICE	STATUS	QUANTITY	ACTION
<b>Service Options</b>				
Solution Support for Secure Connect Choice SVS-SCC-SUP-S	Take an action to see the List Price Per Each/Month	Not Added	1 Each	Swap
Premium Support for Secure Connect Choice SVS-SCC-SUP-P	8,687.00 Per Each/Month	Added	1 Each	Delete

- **Essentials** tier – Solution Support covers all!
- **Advantage** and **Premier** tiers:
  - Below 3K user: Option to choose Solution or Premium Support, Min. Revenue requirement
  - 3K or more users: Premium Support is mandatory



# Unified visibility from a single dashboard



# Cisco Choice empowers your hybrid workforce, remote branches and distributed applications

Zero Trust Network Access



Cloud-delivered security



Remote access as-a-service



SDWAN Integration

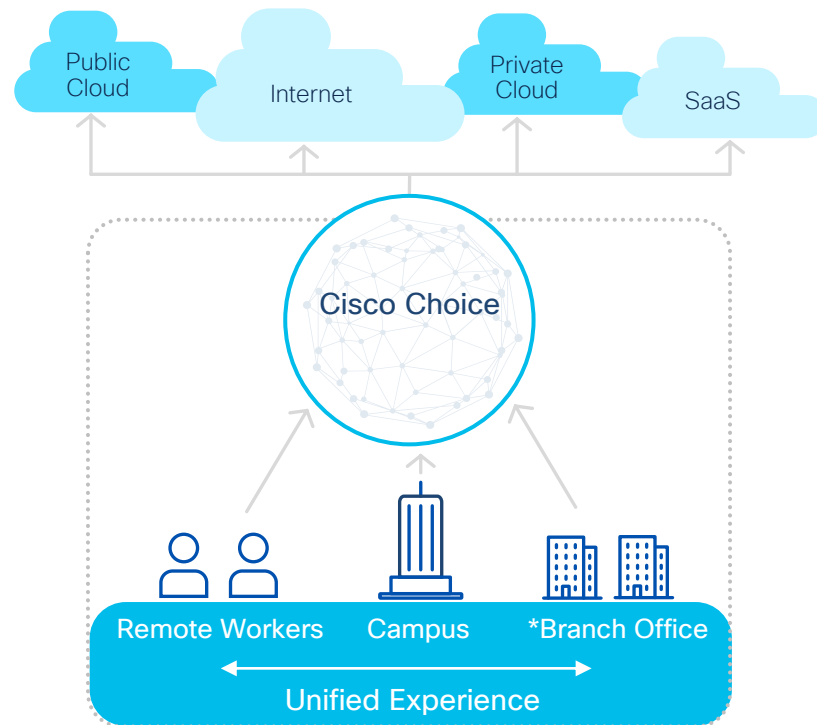


Visibility



Secure Connect Choice provides **anywhere connectivity**, always-on **cloud security**, and **exceptional remote worker experience**.

**CISCO** *Live!*



# Technical Session Surveys

- Attendees who fill out a minimum of four session surveys and the overall event survey will get Cisco Live branded socks!
- Attendees will also earn 100 points in the Cisco Live Game for every survey completed.
- These points help you get on the leaderboard and increase your chances of winning daily and grand prizes.



## Security Operations

## SECURE X (XDR)

Managed Detection and Response Services

Security, Orchestration, Automation and Response

Incident Response and Remediation Services

Threat Visibility & Hunting

Device Insights

Kenna Vuln Mgmt

Secure Cloud Insights

3rd Party Integrations

## User/Device Security

### ZERO TRUST

Adaptive MFA | Passwordless | Trust

Duo Secure Access Secure E-mail

### SASE/REMOTE WORKER

Unified Client | EDR | Cloud Managed



### Cisco Secure Client

VPN  
Posture  
Telemetry  
Threat  
Query

ThousandEyes (Visibility)

Device Mgmt  
 Meraki SM OS, App Control

## Network Security

### Cloud Edge

#### SECURE ACCESS SERVICE EDGE (SASE)

Threat Protection | Secure Access Control | Managed Remote Access

#### ZERO TRUST

#### PRIVATE CLOUD EDGE (MSP or CUSTOMER)

Reliable | Scalable | Flexible

Umbrella/Duo

ZTNA DNS-layer security Secure web gateway L7 firewall + IPS Cloud access security broker/shadow IT  
 RAaaS SSL decryption Remote browser isolation Data loss prevention Cloud malware detection

### SDWAN

Cisco Meraki SDWAN SDWAN by Viptela Secure Firewall ThousandEyes Cloud DDoS, WAF

### On-Premises

#### SASE/SDWAN

Scalable | Flexible | Visibility | Comprehensive Security

Network Edge Cisco Meraki SDWAN SDWAN by Viptela Secure Firewall ThousandEyes

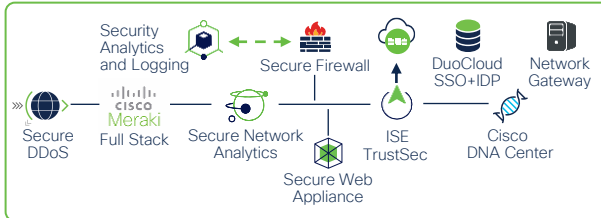
#### IoT/OT SECURITY

Secure Critical Infrastructure | Unified IT and OT

Industrial Router Industrial Firewall Industrial Switch/AP Cyber Vision ISE TrustSec

#### ZERO TRUST

Segmentation | Identity and Context | Profiling | Containment | Encrypted Visibility



## Application Security

### ZERO TRUST

Policy | API Security  
Application Segmentation  
Run-time Application Security

### Application Security Stack

Cloud Native Security APIC  
 Secure Workload Secure Application by AppDynamics

App Observability | Detection | Response

Hybrid Private Public Cloud  
 Secure Cloud Analytics Secure Firewall  
 ThousandEyes Secure DDoS, WAF/Bot

# Cisco Learning and Certifications

From technology training and team development to Cisco certifications and learning plans, let us help you empower your business and career. [www.cisco.com/go/certs](https://www.cisco.com/go/certs)

## Pay for Learning with Cisco Learning Credits

(CLCs) are prepaid training vouchers redeemed directly with Cisco.



## Learn

### Cisco U.

IT learning hub that guides teams and learners toward their goals

### Cisco Digital Learning

Subscription-based product, technology, and certification training

### Cisco Modeling Labs

Network simulation platform for design, testing, and troubleshooting

### Cisco Learning Network

Resource community portal for certifications and learning



## Train

### Cisco Training Bootcamps

Intensive team & individual automation and technology training programs

### Cisco Learning Partner Program

Authorized training partners supporting Cisco technology and career certifications

### Cisco Instructor-led and Virtual Instructor-led training

Accelerated curriculum of product, technology, and certification courses



## Certify

### Cisco Certifications and Specialist Certifications

Award-winning certification program empowers students and IT Professionals to advance their technical careers

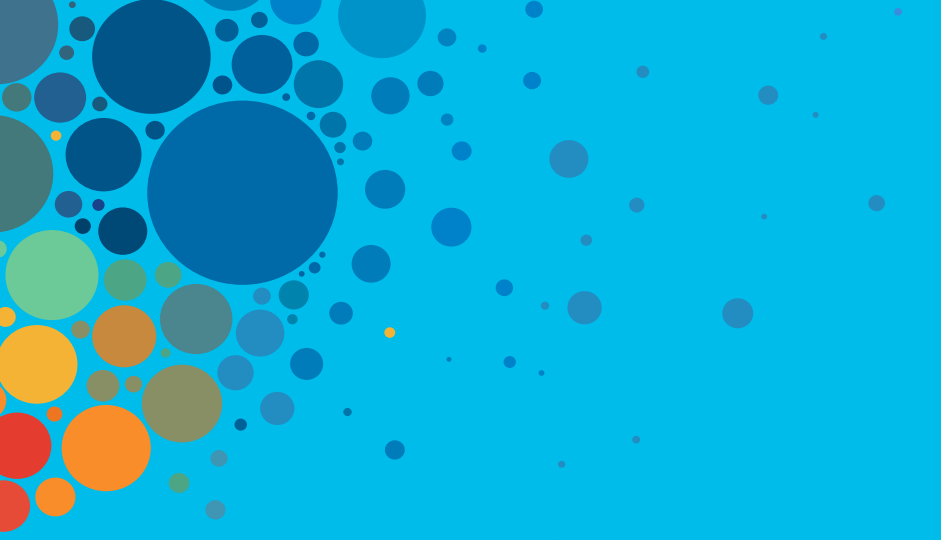
### Cisco Guided Study Groups

180-day certification prep program with learning and support

### Cisco Continuing Education Program

Recertification training options for Cisco certified individuals

Here at the event? Visit us at **The Learning and Certifications lounge at the World of Solutions**



# Continue your education

- Visit the Cisco Showcase for related demos
- Book your one-on-one Meet the Engineer meeting
- Attend the interactive education with DevNet, Capture the Flag, and Walk-in Labs
- Visit the On-Demand Library for more sessions at [www.CiscoLive.com/on-demand](https://www.CiscoLive.com/on-demand)



The bridge to possible

# Thank you

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