How to Reach the Full Promise of SSE

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Special thanks to Linda Michels and Dave Gormely.

Cisco Webex App

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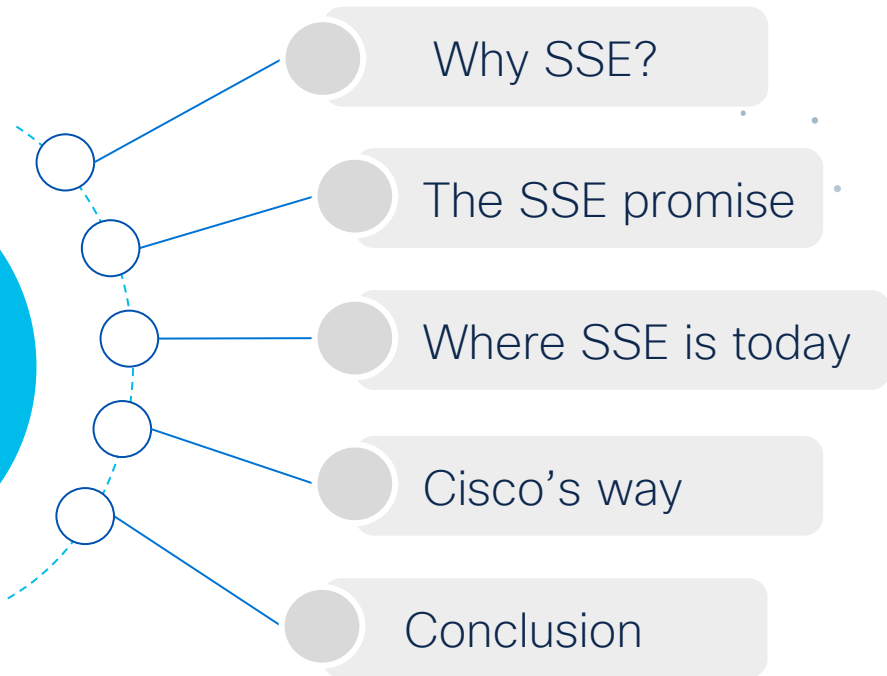with the speaker after the session

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Webex spaces will be moderated
until February 24, 2023.

Agenda

- Why SSE?
- The SSE promise
- Where SSE is today
- Cisco's way
- Conclusion

SSE

Key Takeaways

1   "Why SSE?" and what SSE is all about.

2   The shortcomings of SSE today.

3   Cisco's way: how to reach the full potential of SSE.

Secure connectivity challenges are outpacing human scale and skills

Hybrid work is the norm

Transition to multicloud and SaaS

Remote users

Managed and unmanaged devices

IoT devices

Ever-expanding connections

Corporate IT

Ever-expanding attack surface and vectors

Web

Public SaaS apps

Private apps

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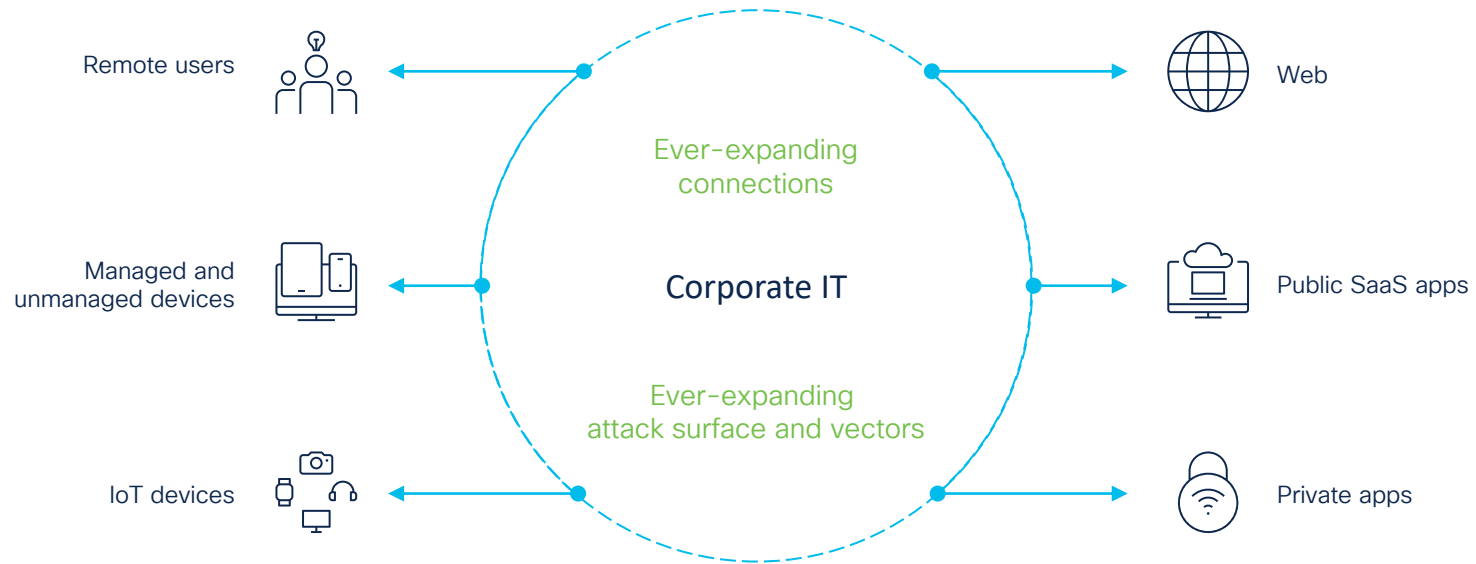
Private apps
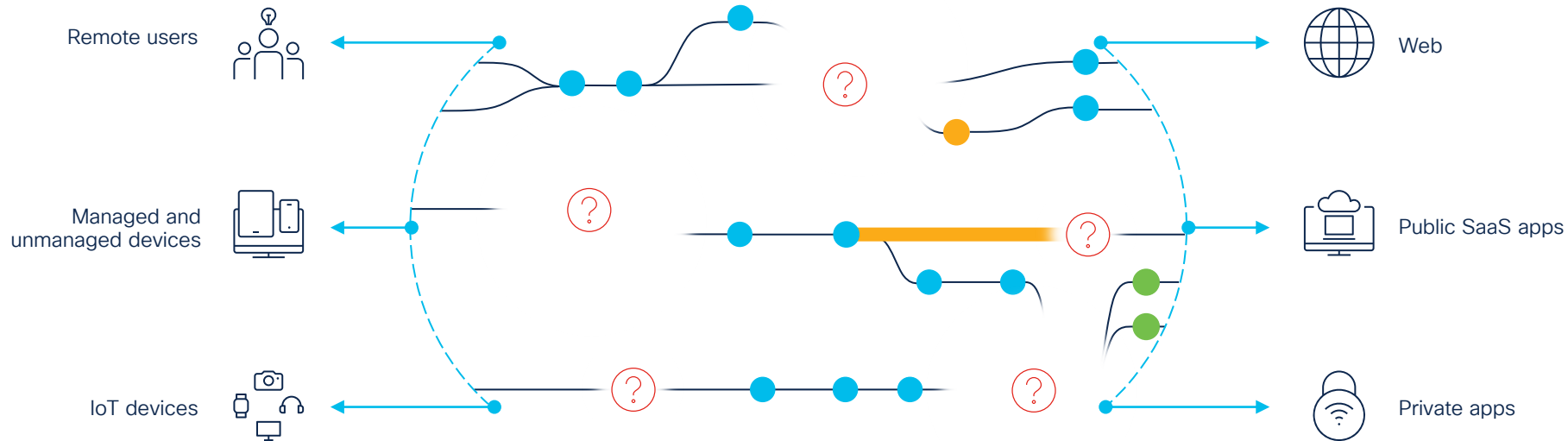
Delivering a seamless and secure experience is **hard**

Encrypted traffic is the norm

95% of web traffic tracked by Google is encrypted

Shadow IT Apps are prevalent

80% of employees use non-sanctioned apps

Security vendor sprawl

63% have more than 10 security solutions

Security skills shortage

3.4 million cybersecurity professionals' shortage

And the stakes are higher than ever…

$4.35M
Cost of a data breach
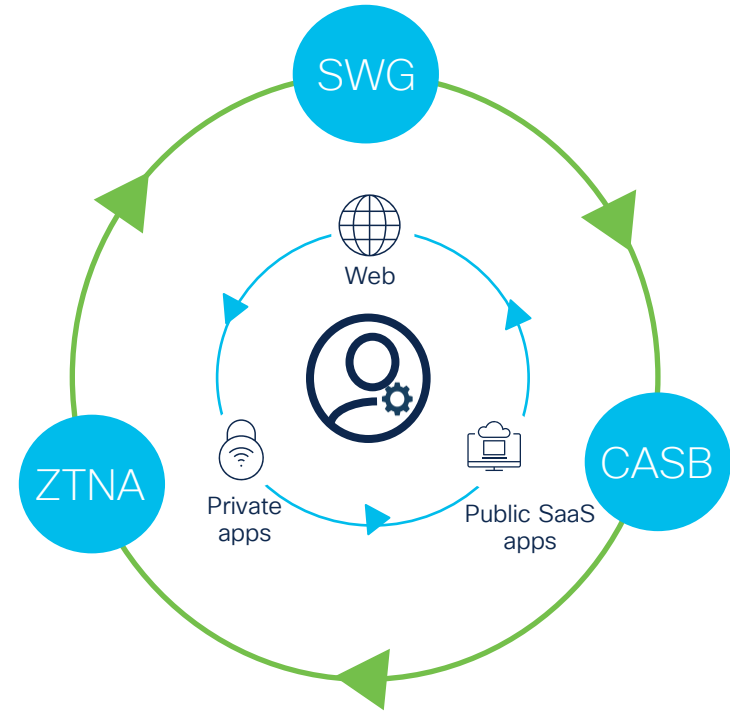
⬆ 2.6%

1,130
Weekly attacks

⬆ 28%

277 DAYS
To discover and contain a breach

⬇ 3.5%

SSE represents a new security approach

Security service edge (SSE) is the cloud-centric convergence of security capabilities to provide secure access to the web, cloud services, and private applications.

SWG

CASB

ZTNA

Web

Private apps

Public SaaS apps

It has delivered some great outcomes but there is still a lot to improve…

B

Efficacy

- Missing capabilities
- All apps x all ports x all protocols?
- Security resilience?

C

IT User

- Orchestration
- Integrations / vendor sprawl
- Policy definition and enforcement
- Visibility

B-

End User

- Performance
- Trust with sensitive data
- Experience

The fundamental challenges of SSE today

- Multi-layered security strategies implemented via patchworks of "best in class vendors".

- SSE convergence is incomplete and is focused on a few capabilities.

> By 2025, 80% of enterprises will have adopted a strategy to unify web, cloud services and private application access from a single vendor's security service edge (SSE) platform
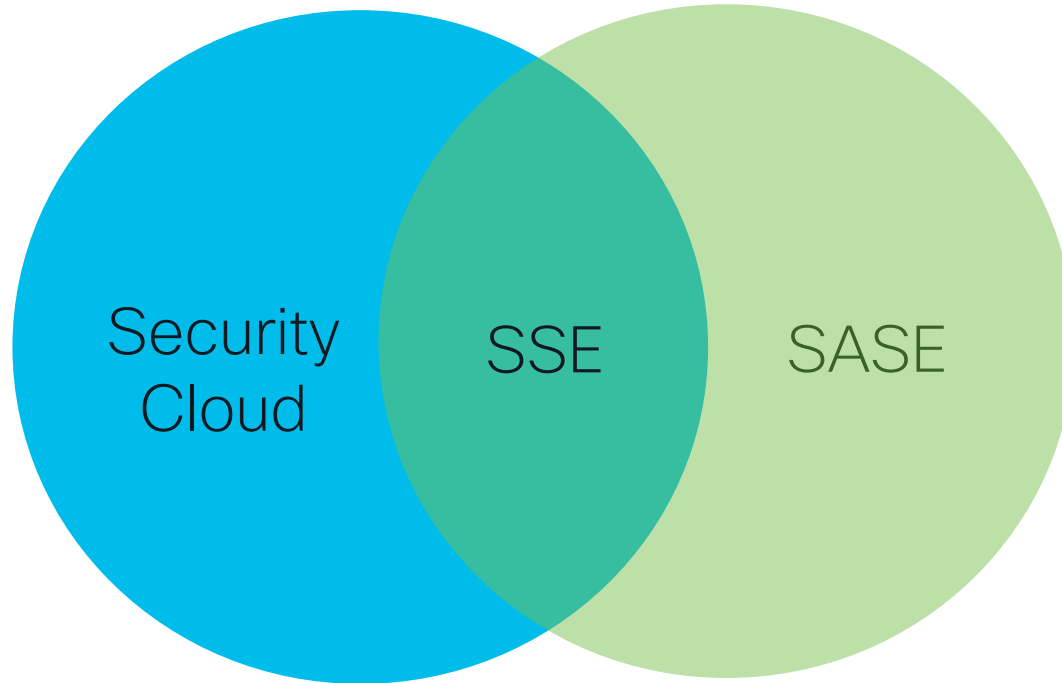>
> (GARTNER)

Cisco's way: Reaching the full potential of SSE.

1 SSE is a crucial part in a much bigger picture.

2 It is about convergence, but in a much wider sense.

3 Looking beyond traditional SSE.

4 Secure access you can trust across every point of service.

5 Driving customer outcomes.

SSE is a crucial part in a much bigger picture.

It is about convergence, but in a much wider sense.

Vendor consolidation

Help our customers reduce the number of security vendors.

A platform for our Partners

Our partners are key to delivering the outcomes our customers expect.

Capabilities convergence

Continuously deepening integration and central manageability.

Increased Efficacy

Bolster and improve security array's capabilities.

Secure access you can trust across every point of service.

Security at scale

- **600** billion DNS request per day

- **5 billion** daily reputation requests

- **2 billion** malware samples daily

- **840k+** networks protected

High performance platform

- **1,000** peering partnerships for fastest route

- Up to **50%** performance increase with key applications

- Up to **73%** reduced latency

Trusted leader

- Trusted by **100%** of the Fortune 100

- **Leader** in Forrester's wave for Zero Trust

- **AAA** rated firewall by SE Labs

Cisco SSE driving customer outcomes

Umbrella SIG value validated through Forrester TEI Study

231%
3-year ROI

$1.9 M
Net benefits, 3-year NPV

<12 months
Payback

Key Findings:

- 30% higher security efficacy
- 65% savings on time spent with policy establishment and enforcement

- $1M reduction in breach related costs (~3 years)
- 67% decreased operational management of services and physical appliances

CHALLENGE

Ensure secure access to office applications and devices for a group of over 200 lawyers for always-on client support from wherever they need to work in a hurricane-prone region.

PARTNER
CDW

SOLUTION
Cisco+ Secure Connect

OUTCOME

- Reduced complexity of moving to the cloud with a turnkey solution

- Significantly faster deployment that went from what took weeks and days to just hours

- Ability to securely access all their applications across multiple locations without requiring physical on-premises equipment

"Cisco+ Secure Connect took away the manual provision of VPN resources, reducing the burden on my IT team and making our remote user onboarding 10X faster."

– Timothy Mullen
CIO, George Sink, P.A.

HITACHI

Securing a hypermobile workforce of 167,000 employees and proliferation of devices, systems, and data inside and outside the company's network

PARTNER

HIENG

SOLUTION

Cisco Umbrella SIG
Cisco Secure Access by Duo

OUTCOME

- Scalable Zero Trust architecture with behavior detection and access control on computers, smartphones, factory devices, and networks.

- Enterprise-grade comprehensive security capabilities

"Cisco is a dependable partner who can share the same vision and help us tackle difficult challenges. We can do this together!"

Hitoshi Tanaka, General Manager of Global Solutions 2nd Office IT Strategy & Digital Integration Division Hitachi, Ltd.

Before we leave...

🔥 Umbrella and SSE

🔥 Cisco+ Secure Connect

🔥 SD-WAN & SASE

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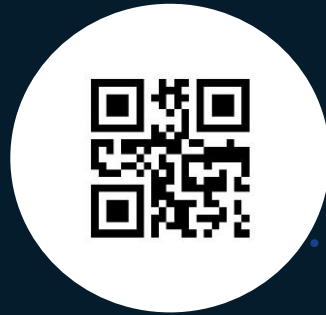Visit the On-Demand Library for more sessions at ciscolive.com/on-demand.

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