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The bridge to possible

Working from Home is Here to Stay!

Extending Managed WAN Services for
Secure Remote Workers

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PSOSEC-1006

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Agenda PSOSEC-1006

- The World has changed...
- Enabling Remote Workers with Cisco Solutions
- Summary

Learning Objectives



At the end of this session
you should be able to:

- Understand the business opportunity for *Managed Secure Remote Workforce* services
- Articulate various architectural options based on existing Anyconnect / Meraki SD-WAN / Cisco SD-WAN / Traditional WAN
- Navigate partner discussions around the business opportunity and service aspects

The world has
Changed....

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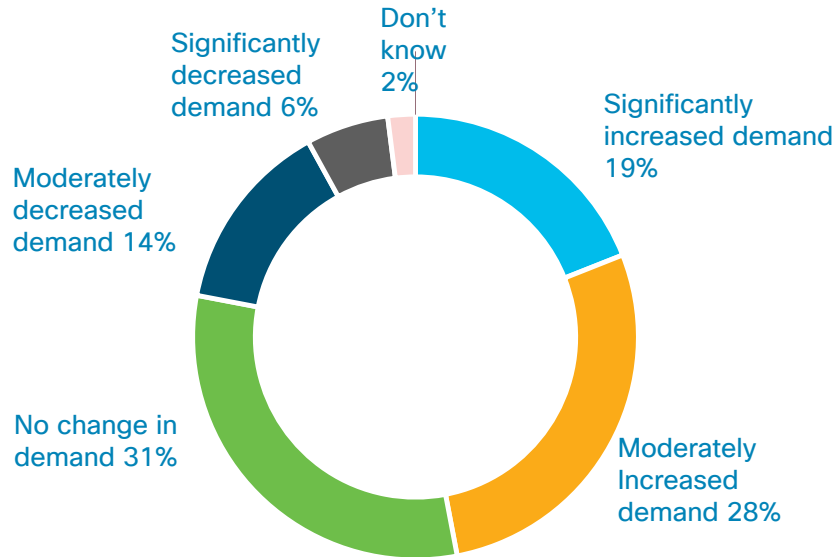
A tectonic shift impacting all aspects of work force life for businesses and a employees



Sources: PwC US CFO Pulse Survey, June 2020; Scott Galloway; MacAfee Report; Cisco; Zoom; Press Search; BCI Horizon Scan Report 2020; Omdia COVID-19 Industrial Impact Survey 2020; Cisco Analysis

Addressing work from home imperatives will create opportunity and unlock new spend

47% of business will increase spending on secure remote access⁽⁴⁾



N=248

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64% of CIOs state they will use Covid-19 and economic crisis as an opportunity to focus on redesigning their business⁽¹⁾

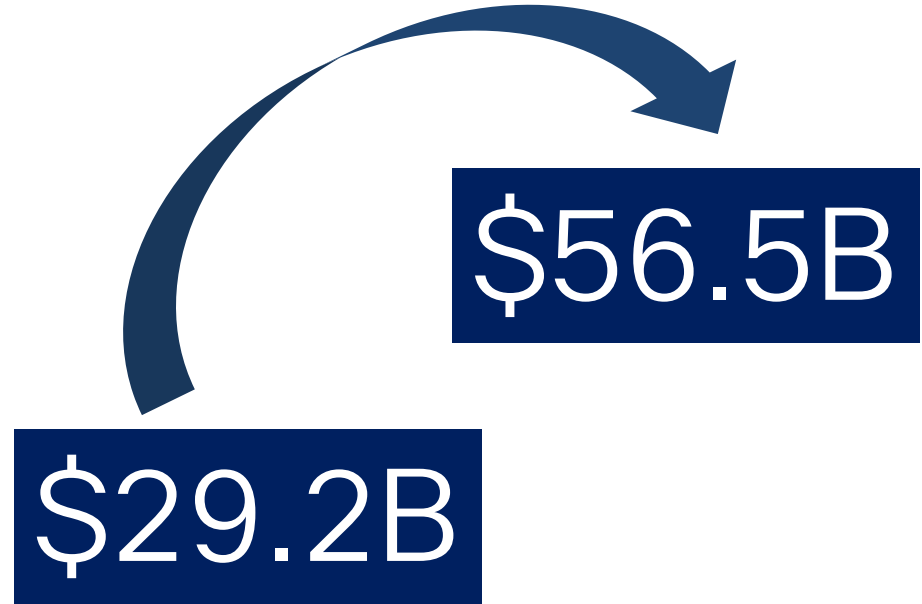
Average network and telco usage has increased 30% across businesses of all sizes⁽²⁾

50% of home workers are expected to pay for home broadband services⁽³⁾

Sources: 1. Gartner Symposium (Nov 2020); 2. Bain & Company, April 2020; 3. Meraki Homeworker, 2020; 4. Source: IDC, COVID-19 Impact on IT Spending, May 2020

While businesses look to de-risk remote workforce investments

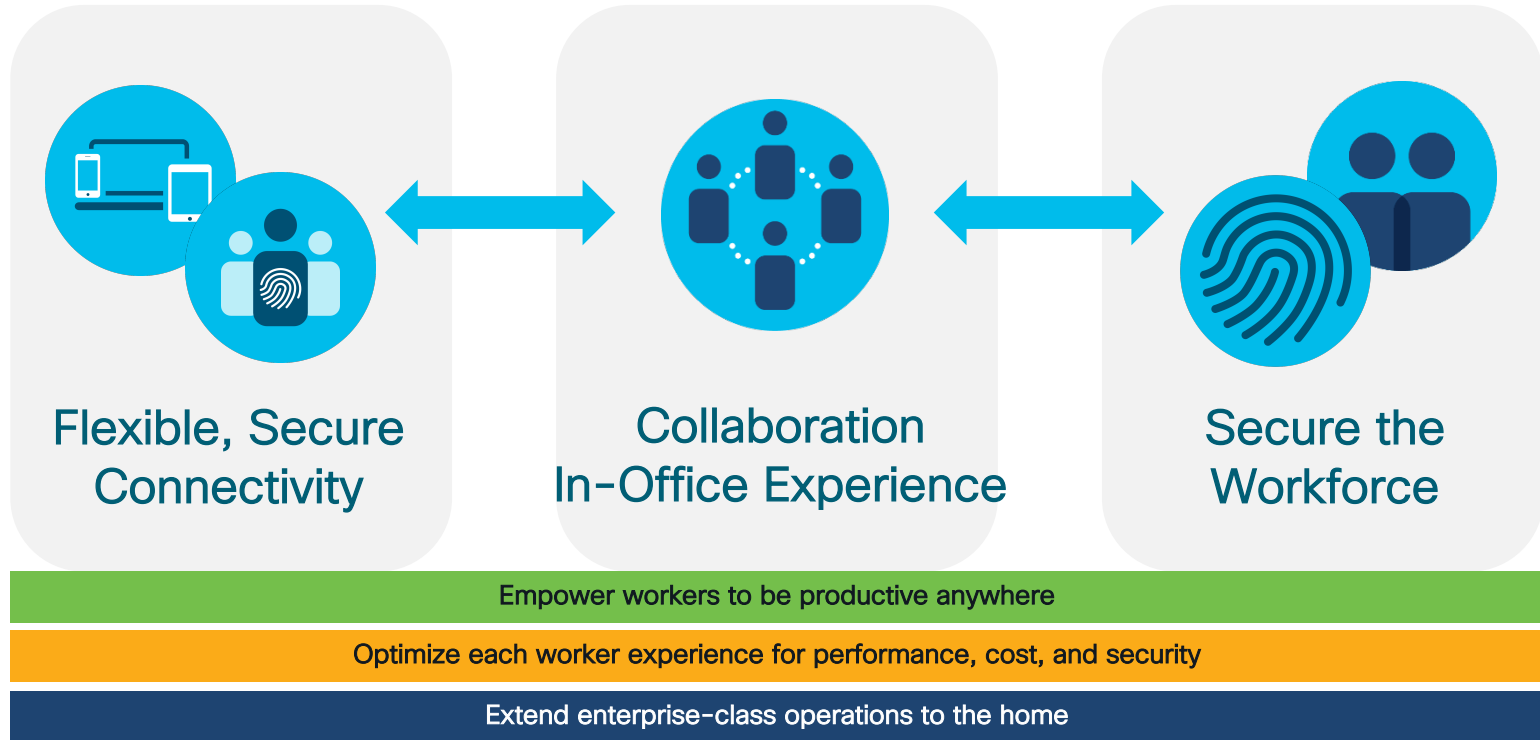
Global Cloud and
Managed Services



2019-2025, 11.2% CAGR

Source: https://www.reportlinker.com/p05913862/?utm_source=GNW

Opening the door for *Managed* Secure Remote Workforce



Enabling Remote Workers with Cisco Solutions

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Target Key Managed Secure Remote Worker Personas



Executive / Specialist

“As a leader for my business, I **can’t afford to be disconnected** due to a home broadband outage. I need to be **seen and heard in hi-fidelity** when I’m addressing my teams or speaking to our board members. Additionally, I really worry what would happen if my laptop were compromised since I **have access to our organization’s most critical information.**”



Knowledge Worker

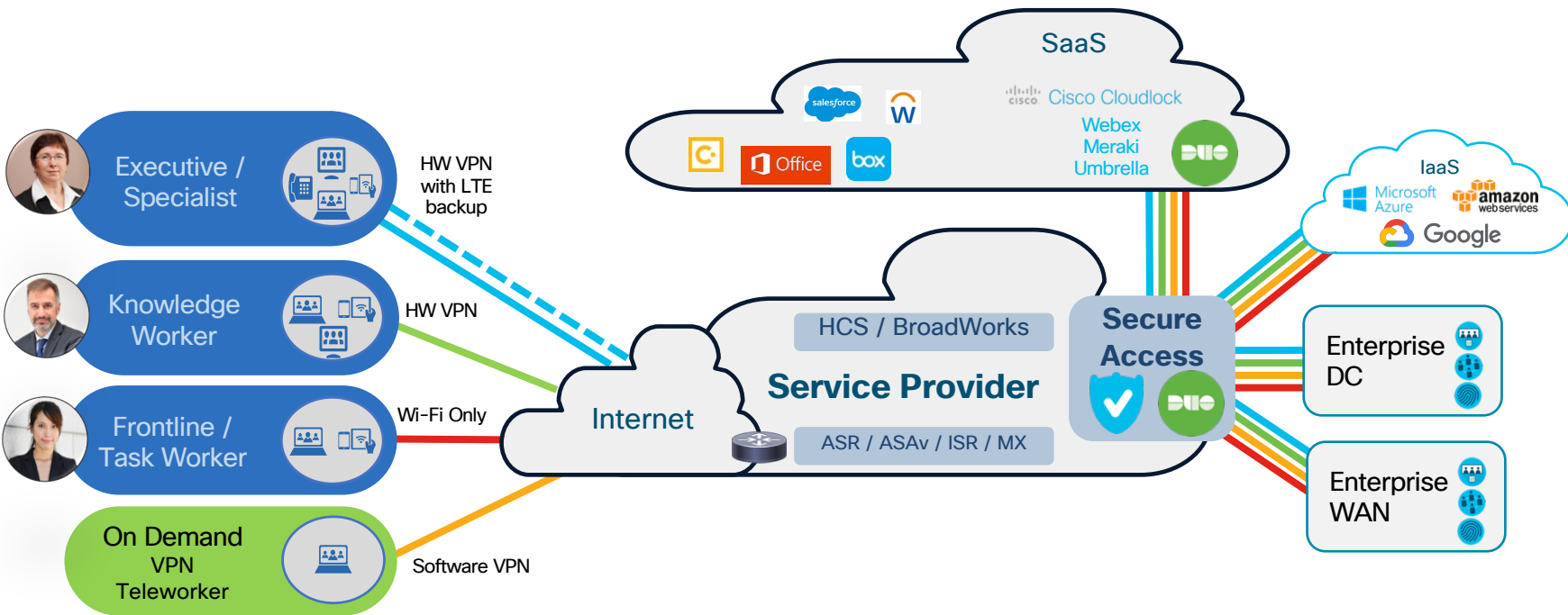
“As a customer support professional, it is imperative that I have **uninterrupted Internet access.** My metrics, my team, and my customers suffer if I’m unavailable during my work hours. Additionally, I can’t afford any distractions nor be perceived as unprofessional. I need to ensure **my kids and my dog aren’t on the calls** with me!”



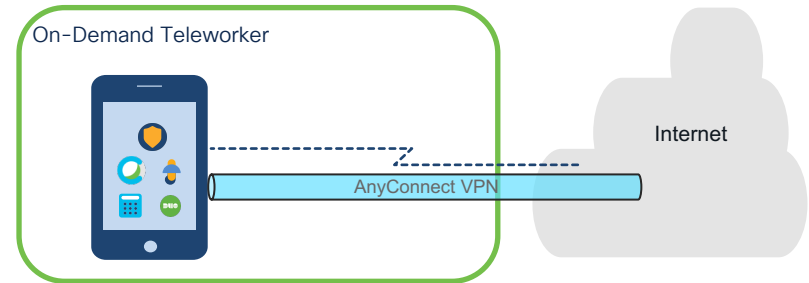
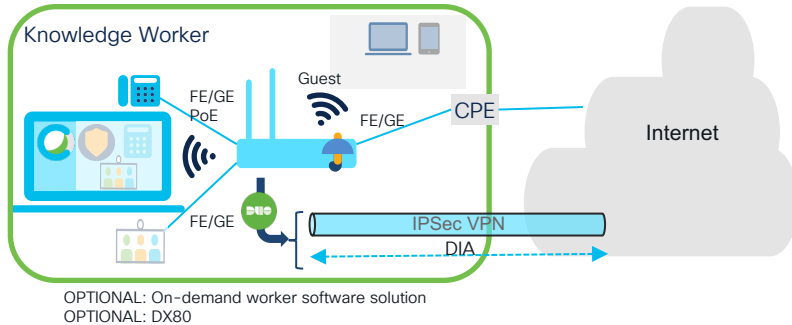
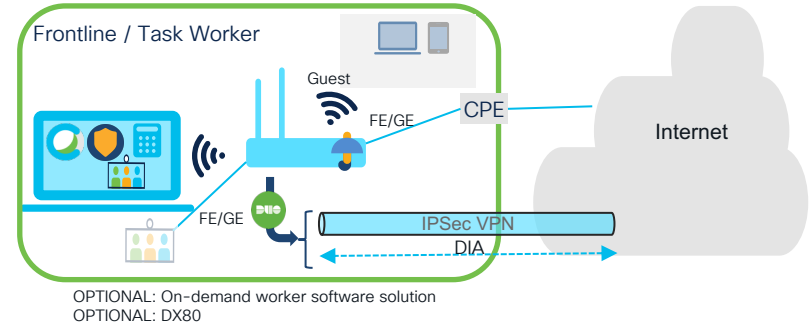
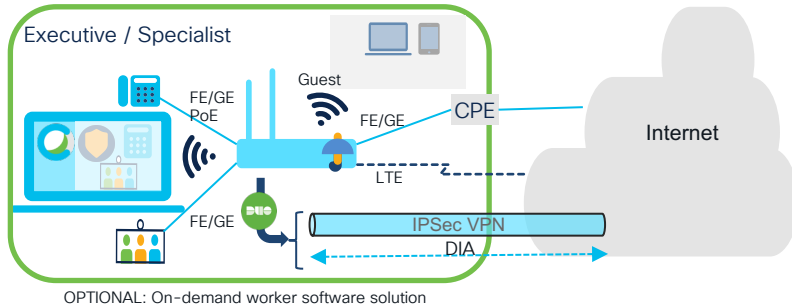
Frontline / Task Worker

“As a software developer, I’m OK if I have an occasional issue with my ISP. It is inconvenient, sure, but not a big deal. I do **have access to our company’s customer data** though, and it is really important I keep that safe. Ideally, I could **listen to my music** while coding and then **easily take a quick call** from my peer.”

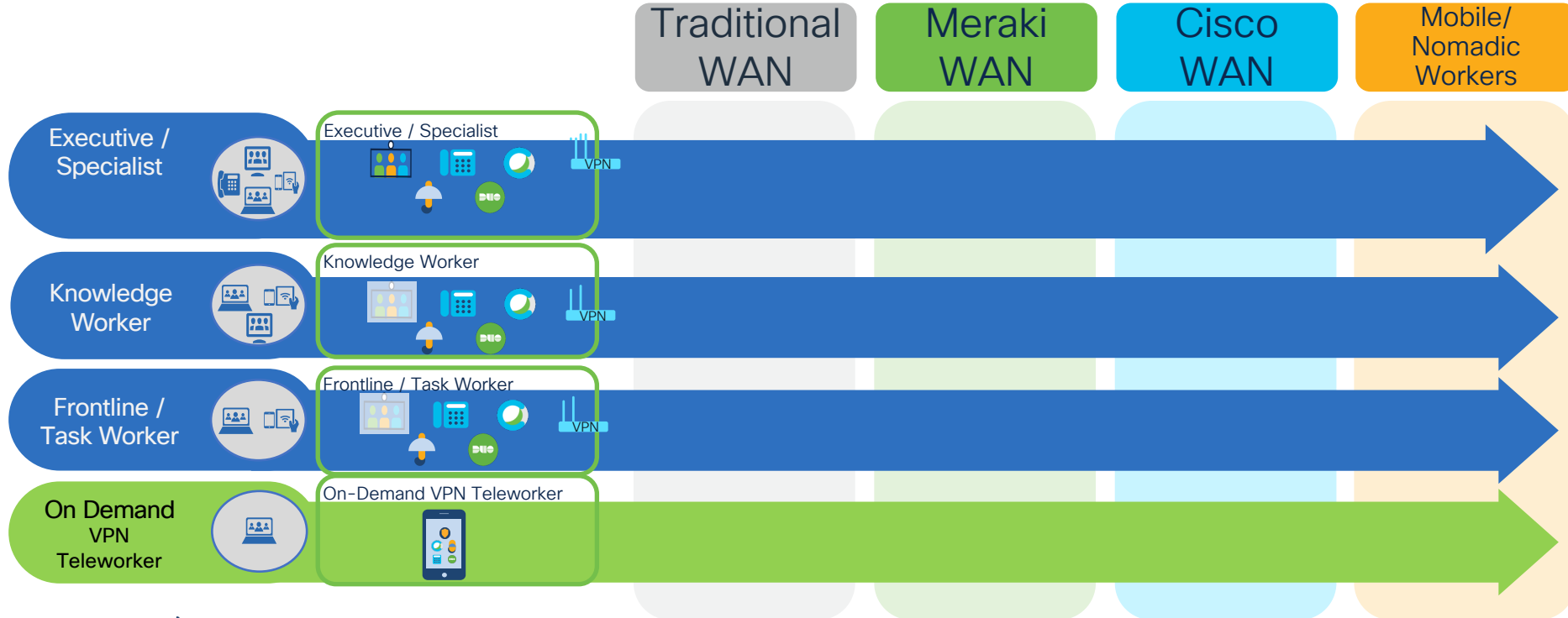
Managed Secure Remote Workforce Solutions Architectural Overview



Managed Secure Remote Workforce Site Architecture Details are COMMON

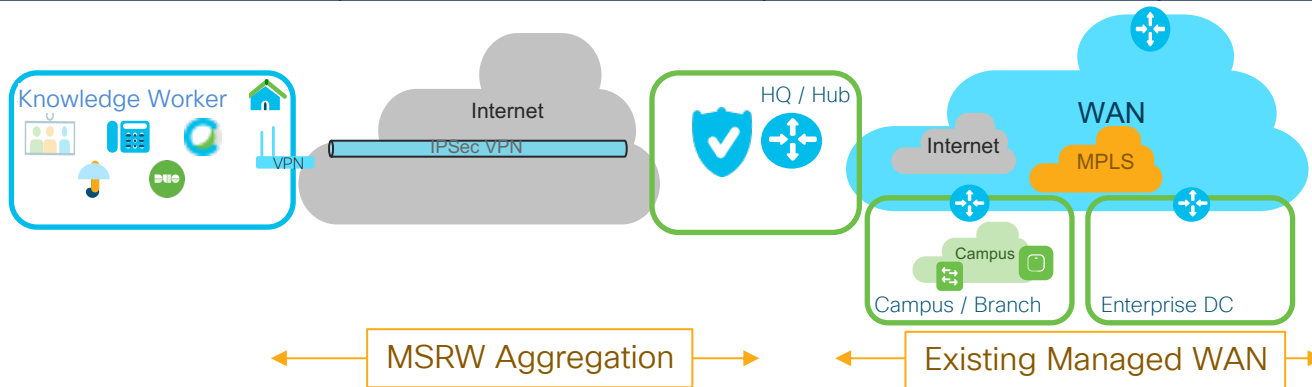


Managed Secure Remote Workforce package solutions apply to ANY existing managed WAN service

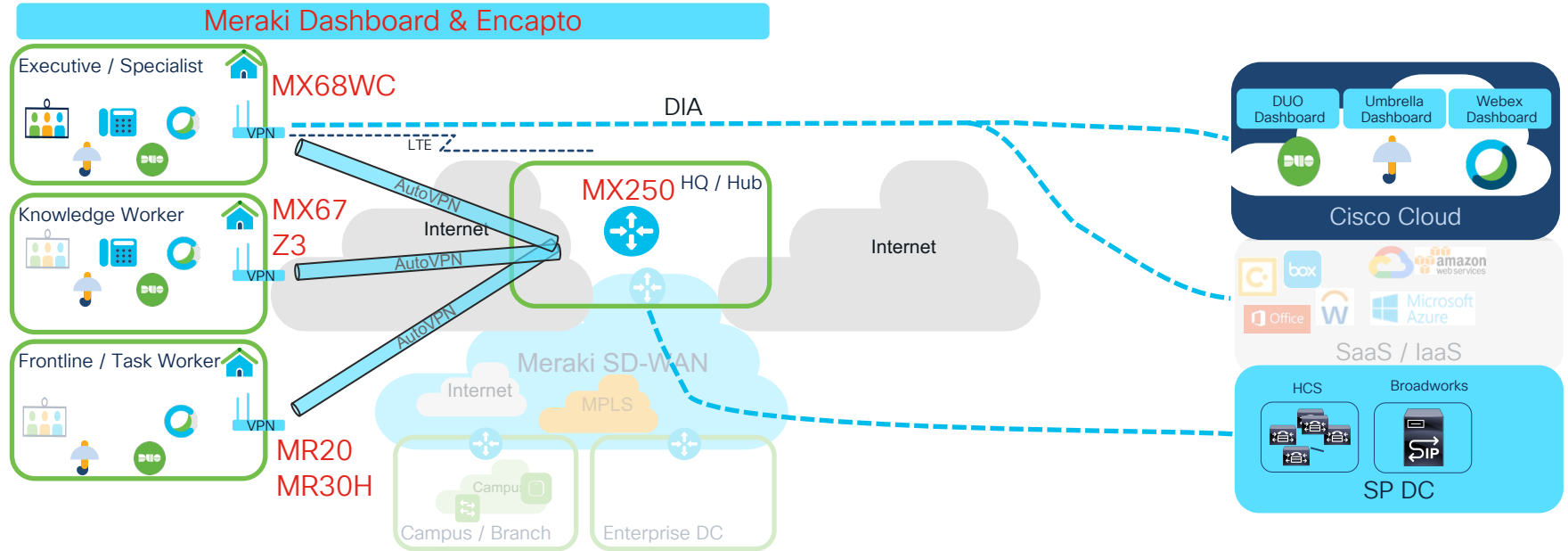


Managed Secure Remote Workforce Architecture Variants Considered

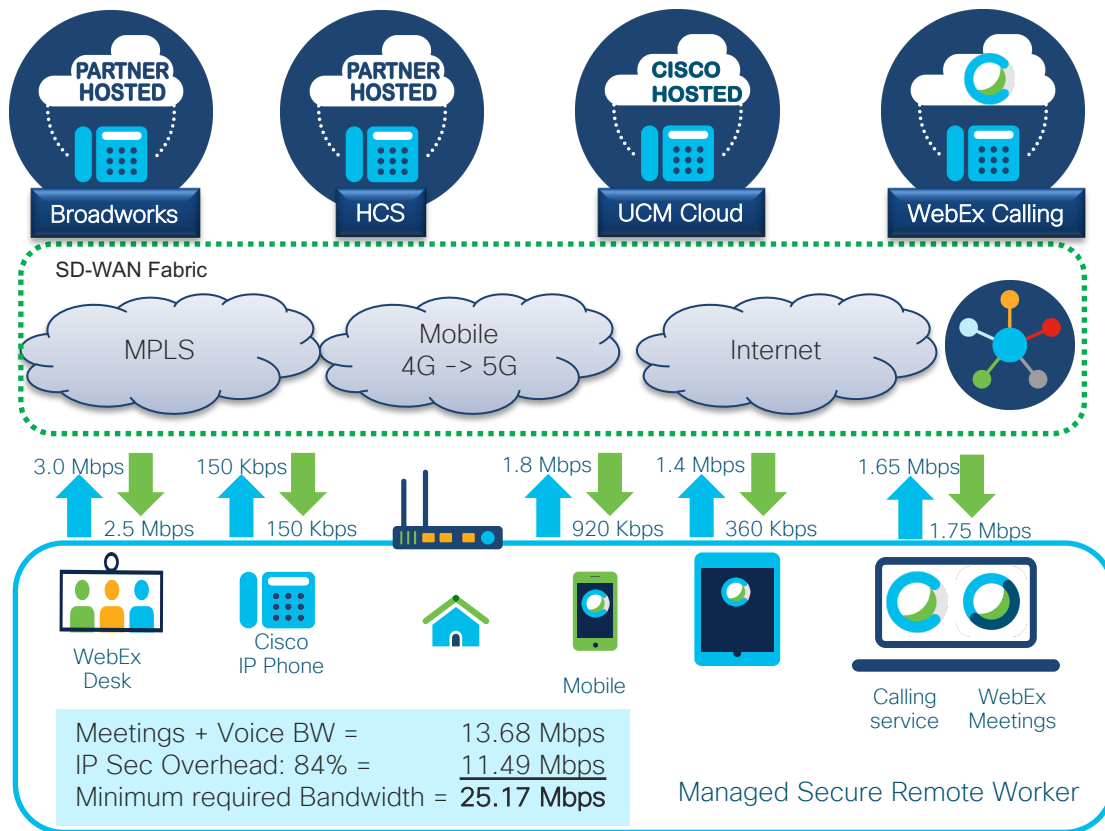
Existing Managed WAN MSRW Aggregation	Meraki SD-WAN	Cisco SD-WAN	Traditional
Meraki SD-WAN	✓	✓	✓
Cisco SD-WAN	n.a.	✓	n.a.
RA-VPN (AnyConnect, Traditional IPSec)	TBC	✓	✓



MSRW Architecture Overview with Existing Meraki SD-WAN



MSRW Collaboration & Security Service Sizing



On-Demand Teleworker Options

Centralized Management and Reporting

No VPN

- No remote VPN
- DUO Authentication
- Anyconnect Client
- Umbrella Protection (Anyconnect roaming module)



VPN Always-On

- Remote access IKEV2 IPsec VPN
- Local Authentication
- Anyconnect Client
- VPN full tunneling
- Gateways based Umbrella Protection



VPN Split Tunneling

- Remote access IKEV2 IPsec VPN
- Local Authentication
- Anyconnect Client
- VPN split tunneling
- Umbrella Protection (Anyconnect roaming module)



Service Options

- Integration with Customer's Active Directory / Radius Servers / IDP
- Device Posture
- Cisco Secure Cloud Analytics
- Cisco Secure Endpoint

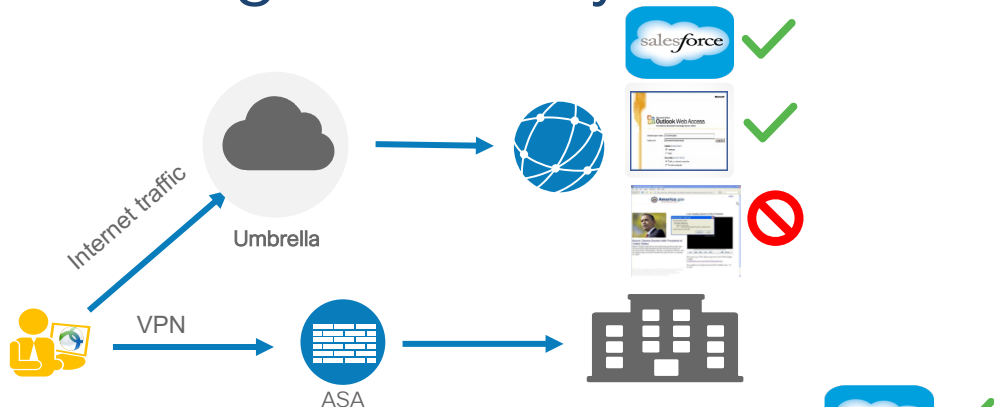
Dedicated On premise ISR, ASA, FTD
Dedicated or Shared Cloud based CSR or ASA

Per user
service
pricing

Split Tunneling vs. Always-on VPN

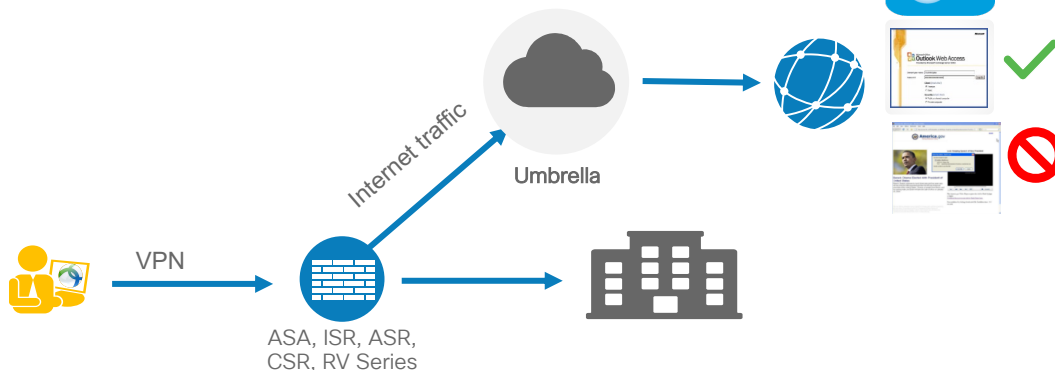
VPN Split tunneling

Anyconnect Umbrella roaming module redirect to Umbrella for Internet traffic protection.



VPN Always-On

Umbrella connector on ASA, ISR, ASR, CSR, RV Series redirect untrusted internet traffic to Umbrella



Why split off traffic

- Encrypted Applications
- Behind MFA

Split Tunneled Apps

- Collaboration
- Microsoft Updates
- Microsoft One Drive
- Apple Download / Updates
- iCloud
- Box.com
- Azure
- Sharepoint
- O365
- ...

How we split off this traffic

- AnyConnect Built-in FQDN exclude
- Automation Deployment

Summary



Key Takeaways



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- Managed Secure Remote Workforce (MSRW) services offers **new Business Opportunities**
- Cisco MSRW provides **comprehensive solutions for different types of teleworkers**
 - ... with Security
 - ... and advanced Collaboration
- MSRW Architectures support **combinations of existing WAN and MSRW aggregation technologies**
 - Cisco SD-WAN, Meraki SD-WAN, Traditional
- Connect this session to Cisco's **comprehensive security and multicloud architectures**



The bridge to possible

Thank you

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