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The bridge to possible

# Zero Trust Segmentation

## From Theory to Implementation

Cindy Green-Ortiz, Cisco Senior Security Architect  
CISSP, CSSLP, CISM, CRISC, PMP, CSM

@Sunburn9T and [LinkedIn](#)

BRKXAR-2008



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<https://cislive.ciscoevents.com/cislivebot/# BRKXAR-2008>

# Cindy Green-Ortiz



- Global Enterprise Senior Security Architect @ Cisco for over 5 years, supporting Cisco Premier CXO Level Customers
- Leveraging 25+ years of experience in Security & Technology field across Financial, Healthcare, Hospitality, Public Sector, Manufacturing, Information Technology and Service Provider sectors
- Held many technology leadership roles, such as, DCIO, DCISO, Corporate Architecture and founded two technology businesses, writing a book on Zero Trust for Cisco Press
- Bachelor of Science in CIS Magna Cum Laude, Associate of Science CIS with Honors and currently holds the CISSP, CSSLP, CISM, CRISC, PMP, and CSM Certifications

# Session Overview

Now that you know that you need to leverage a Zero Trust approach when segmenting your organization, what do you do now?

This session will cover an understanding of Zero Trust theory but will quickly move into what is needed to understand how to begin or continue implementation of zero trust segmentation in any organization and will enable anyone responsible for Zero Trust Segmentation to go back to their organizations with a broader and more in-depth understanding of where to start with Zero Trust Segmentation. Individuals will be able to define what is missing and how they're going to move their organization forward with the current landscape they have in place.

The speaker will go in-depth about these critical capabilities and use real-world examples of how implementation can go right, or how it can go very wrong, identifying pitfalls and ways to avoid them.

# Agenda



Theory



Requirements



Design



Visualization



Implementation

A photograph of three surfers running into the ocean. The surfer in the foreground is wearing a black wetsuit and carrying a light blue surfboard, splashing water. Two other surfers are visible in the background, one with a red surfboard and another with a white surfboard. The ocean has small waves, and mountains are visible in the distance under a clear sky.

Please remember to complete the survey for this session

# Theory





# Security Risk Landscape

Challenges → Access, Attack Surface, Visibility

Are they who they  
say they are?



Are devices  
secure & up to date?



What's on the network?  
How does it connect?



Excessive  
Trust



What data is  
in the cloud?  
Who/what  
accesses it?



How can we view &  
secure all connections?



What exists in the cloud?  
How does it connect?  
What tools are protecting  
the data?

# TALOS

## Security Guidance

Organizations globally should look at their intelligence teams and work to ensure they are directly driving the defensive posture of the organization.

Organizations should consider how their tolerance for false positives has changed given the current threat environment and allow their teams to move more aggressively if possible

The world right now is more dangerous than it has been in decades, and organizations need to be creative in how they restructure their defenses

Revisit known vulnerabilities, reassess what risks your organization has accepted and aggressively mitigate these known issues

# Why do organizations need Zero Trust Segmentation?



Limit Compliance Scope  
& Attack Surface



Enable Rapid Service  
Deployment



Improve Network  
Stability and Resiliency



Long Term Cost  
Reductions



Protect Brand

*"...there is not just one gate to the castle, but many, which has increased the attack vector significantly...cyber breaches can now occur not just through servers and ports, but through employee and third-party emails, devices and wireless connections."*

– F. Lindstrom, KPMG

Value



People

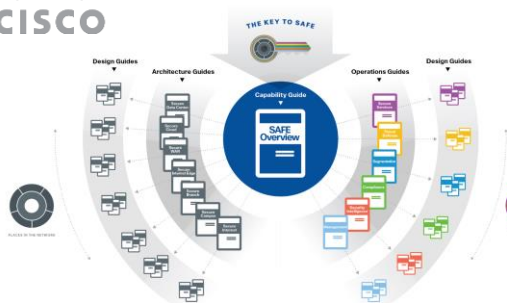
Process

Technology

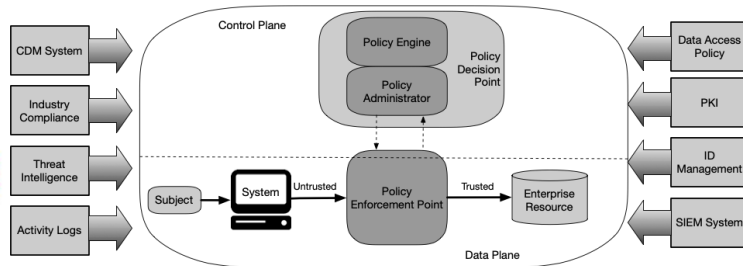
## Common Drivers for Zero Trust Segmentation

- Customers going through Merger & Acquisition activity
- Customers whose environments are understaffed or have high staff turnover
- Customers who have Flat / or almost Flat networks

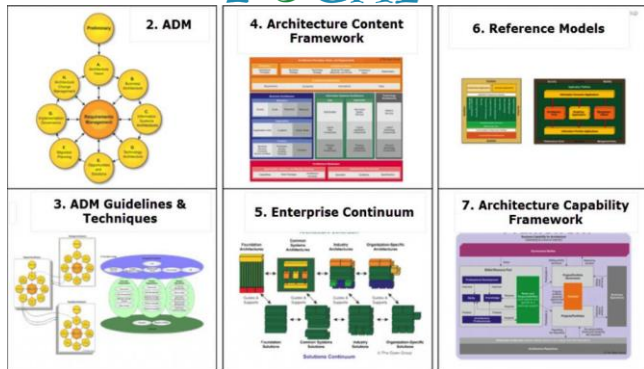
# Zero Trust Foundational Approach



## NIST Zero Trust Architecture 800-207



TOGAF®



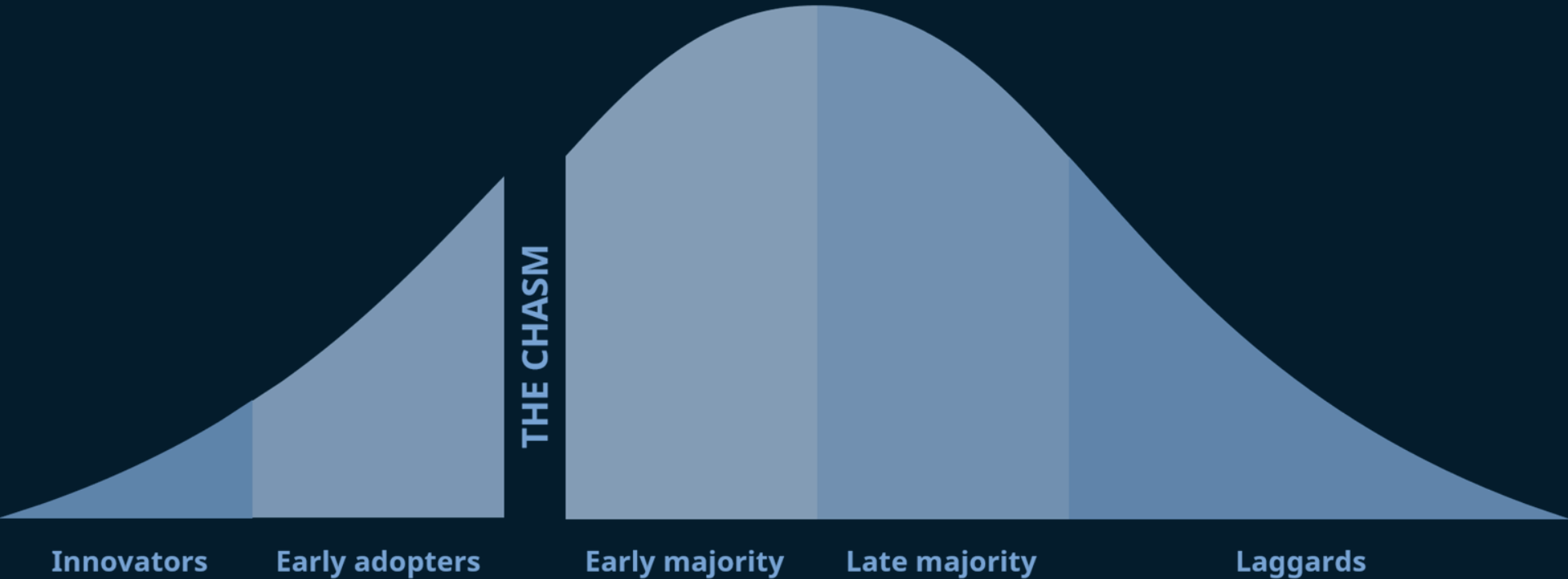
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# Requirements



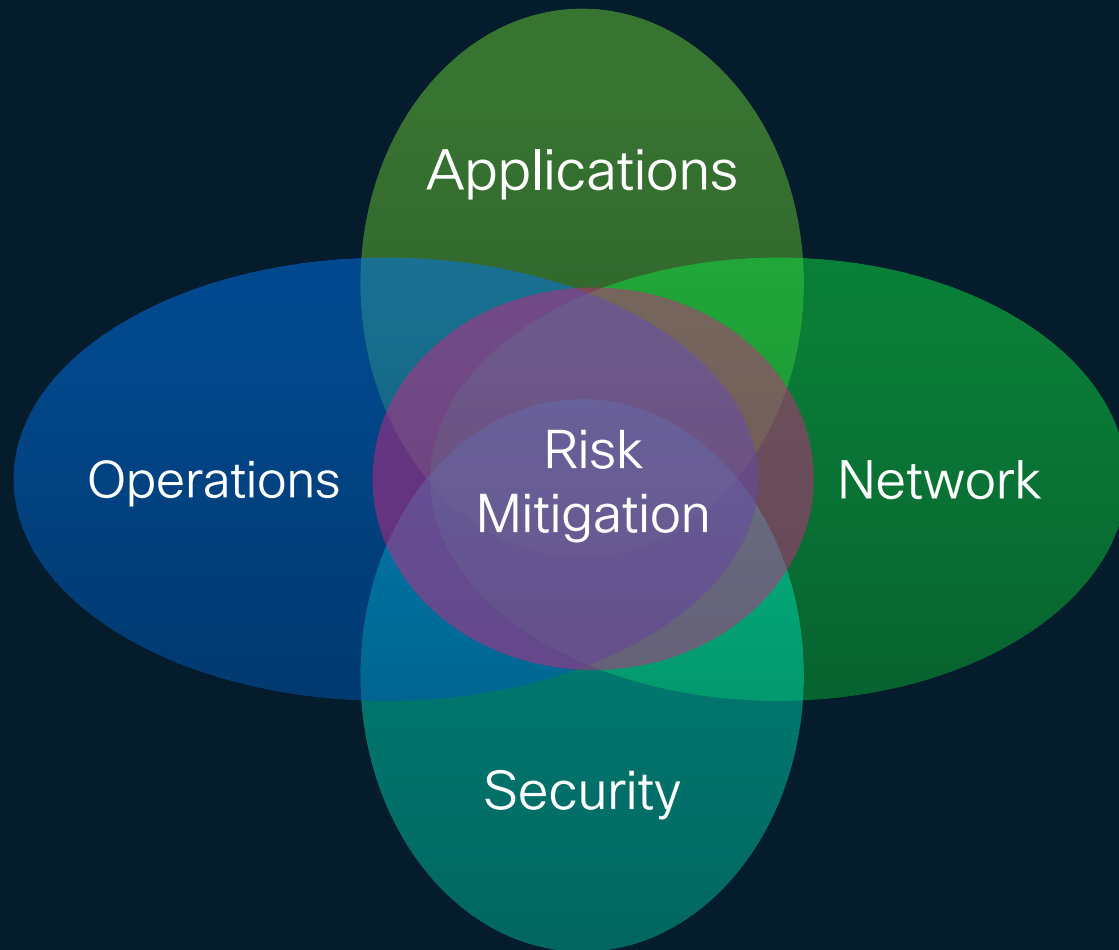
# What is your Organization's Adoption Style?



\*Technology Adoption Lifecycle from the book, "Crossing the Chasm," by Geoffrey A. Moore

# Zero Trust Segmentation

Sample  
Organizational  
Ownership





## Cisco's Zero Trust Capability Matrix



Identity



Vulnerability  
Management



Overlay



Enforcement



Analytics



# Cisco's Zero Trust Capability Matrix



## Identity

- AAA
- Certificate Authority
- NAC
- Provisioning
- Privileged Access
- MFA
- Asset Identity
- Configuration (CMDB)
- IP Schemas



## Vulnerability Management

- Endpoint Protection
- Malware Prevention and Inspection
- Vulnerability Management
- Authenticated Vulnerability Scanning
- Database Change



## Overlay

- Change Control
- Data Governance Policy
- Data Retention Policy
- QoS
- Redundancy / Replication
- Business Continuity
- Disaster Recovery
- Risk Classification Policy



## Enforcement

- CASB
- DDoS
- DLP
- DNS Security
- Email Security
- Firewall
- IPS
- Proxy
- VPN / RA
- SOAR
- File Integrity Monitor



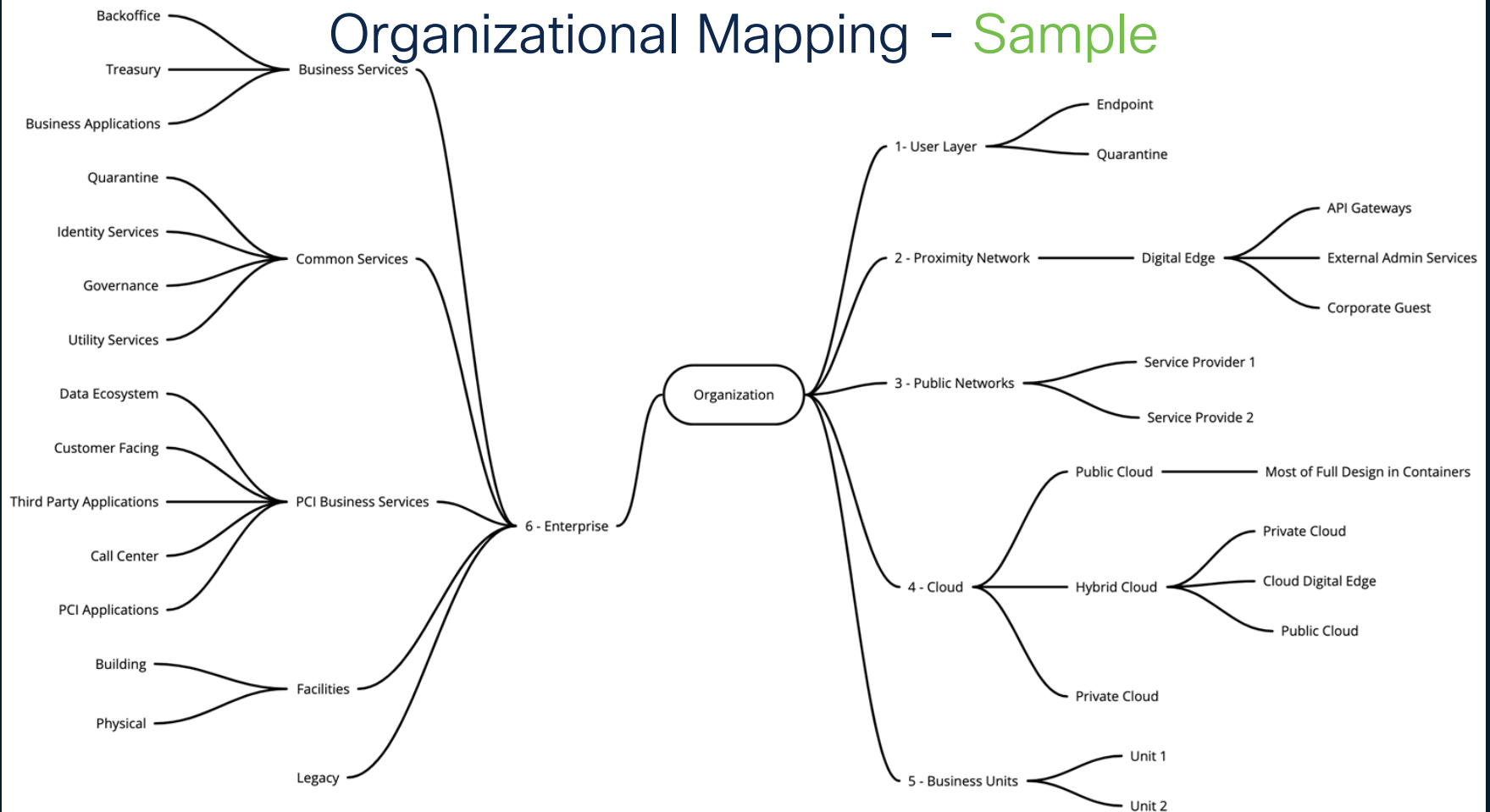
## Analytics

- APM
- Audit, Logging, and Monitoring
- Change Detection
- Network Threat Behavior Analytics
- SIEM
- Threat Intelligence
- Traffic Visibility
- Asset Monitoring & Discovery

# Design



# Organizational Mapping - Sample



# Zero Trust Segmentation - Readiness Scorecard

## Overall Readiness

Mitigation Priorities:



## Identity



Needs Review



Needs Improvement



Missing

## Vulnerability Management



Needs Review



Needs Improvement



Missing

## Overlay



Needs Review



Needs Improvement



Missing

## Enforcement



Needs Review



Needs Improvement



Missing

## Analytics



Needs Review



Needs Improvement



Missing

## 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

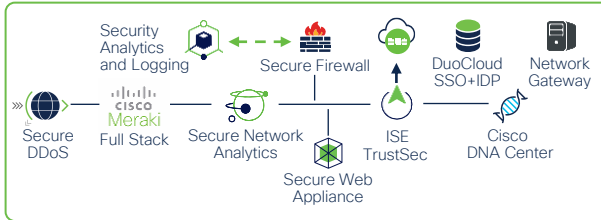
#### IoT/OT SECURITY

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

# Zero Trust: Security – Threat Mitigation

Secure access to SaaS Applications: Employee accessing files in cloud storage



Identity



Vulnerability  
Management



Overlay

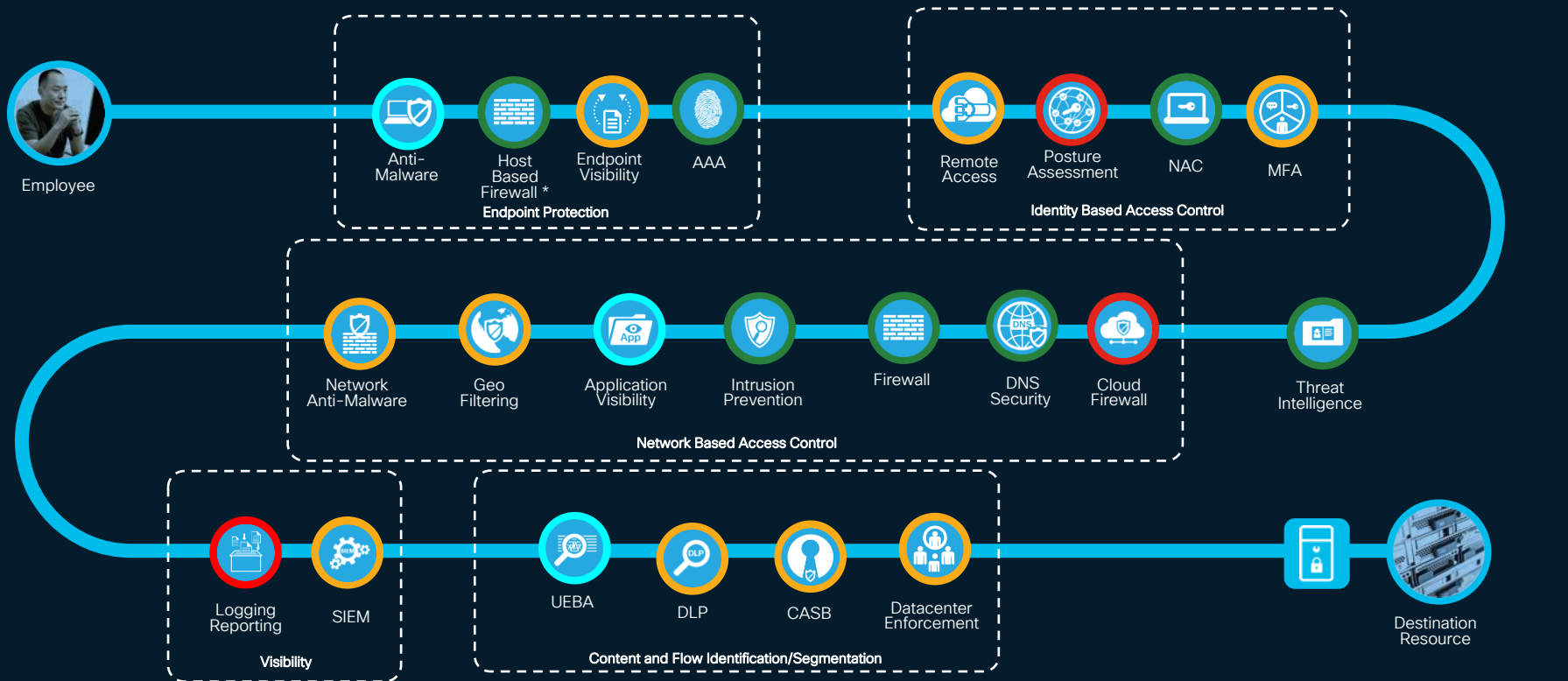


Enforcement



Analytics

# Zero Trust Capabilities – Sample Remote Worker Use Case



Legend: Addressed (Green circle), Partially Addressed (Yellow circle), Needs Review (Blue circle), Not addressed (Red circle), Unknown (Grey circle)

# Visualization





# Classify Device into Logical Segments – Using NetFlow

- Secure Network Analytics (formerly Stealthwatch) collects and analyzes network telemetry through a process called dynamic entity modeling that allows it to compare network behavior over time and generate alerts on any deviations from the expected behavioral norm.
- All types of devices and cloud resources are classified into roles, groups or segments
- We use NetFlow and cloud-native telemetry flow logs to learn about the behavior of assets in the cloud
- We also map existing data stores to further identify the device or workload

The screenshot displays the 'Roles' section of the Cisco Secure Network Analytics interface. It includes a date range filter set to '2019-12-16' and buttons for 'Start', 'End', 'Filter', and 'Clear All'. The interface is divided into three main columns: 'Active Roles', 'Selected Roles', and 'Matching Sources'. The 'Active Roles' column lists various cloud resources with their counts: Amazon EC2 Instance (33), Apple iOS Beta (10), AWS Elastic Load Balancer (1), AWS Resource (33), Azure Virtual Machine (2), Cisco AMP Client (15), Database Server (2), DNS Server (8), and Domain Controller (7). The 'Selected Roles' column shows 'Amazon EC2 Instance' selected. The 'Matching Sources' column lists IP addresses associated with the selected role, such as '1-0bd73a7fe380928de' and '1-0c5ad2d8b038c487f'. Below the screenshot, a diagram illustrates the process of 'Entity modeling to baseline behavior and detect anomalies'. This process is divided into three stages: 'Collect input', 'Perform analysis', and 'Draw conclusions'. The 'Collect input' stage lists data sources: IP Telemetry, Enhanced NetFlow, Cisco Secure Network Access user data, DNS Snooping, External threat intel, Endpoint metadata, and System/Account logs. The 'Perform analysis' stage shows a circular diagram with a magnifying glass over a document, labeled 'Dynamic entity modeling'. The 'Draw conclusions' stage lists five categories: Role, Group, Consistency, Rules, and Forecast, each with a corresponding question about device behavior and connections.

Roles

Start 2019-12-16 End Filter Clear All

Active Roles	Selected Roles	Matching Sources
Amazon EC2 Instance 33	Amazon EC2 Instance	1-0bd73a7fe380928de
Apple iOS Beta 10		1-0c5ad2d8b038c487f
AWS Elastic Load Balancer 1		1-077330e545031f800
AWS Resource 33		1-0eef0ed58b9fde00d
Azure Virtual Machine 2		1-075232a390f9eef3
Cisco AMP Client 15		1-009b0b3301482f556
Database Server 2		1-01b37b2ec2689f728
DNS Server 8		1-0732eb48e34c4bb4b
Domain Controller 7		1-0a094142aae81a4ee
		1-0ba56fc684eed4ad
		1-0a2bd96c844cc864e
		ELB-Test
		1-02373a70fb291958

Entity modeling to baseline behavior and detect anomalies

Collect input Perform analysis Draw conclusions

IP Telemetry  
Enhanced NetFlow  
Cisco Secure Network Access user data  
DNS Snooping  
External threat intel  
Endpoint metadata  
System/Account logs

Dynamic entity modeling

Role  
Group  
Consistency  
Rules  
Forecast

What is the role of the device?  
Is its behavior consistent with that type of role?

What ports/protocols does the device continually access? Do other similar roles do the same?

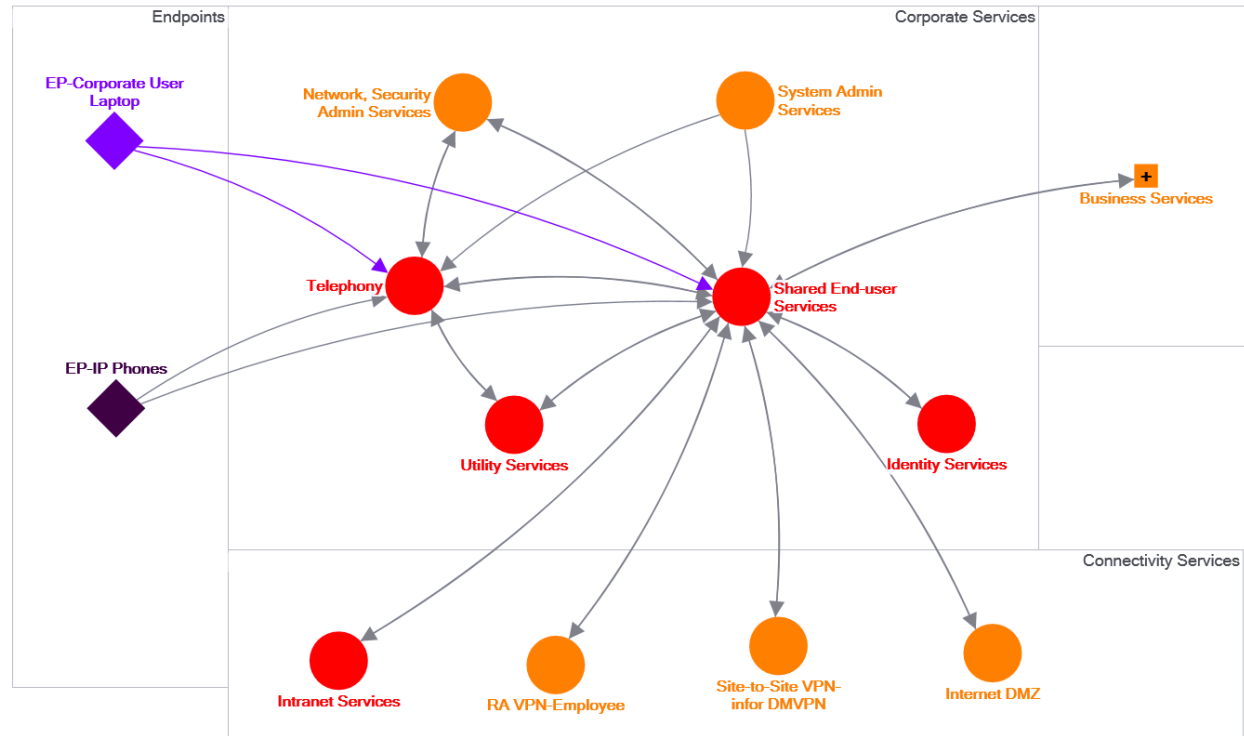
What connections does it continually make?  
What is the reputation of the IPs it connects to?

Does it communicate internally only?  
What geographies does it normally talk to?

How much data does the device normally send/receive? Is it consistent with expectations?

# Zero Trust Segmentation: Application Flow

(via Secure Network Analytics and Cisco Tools)



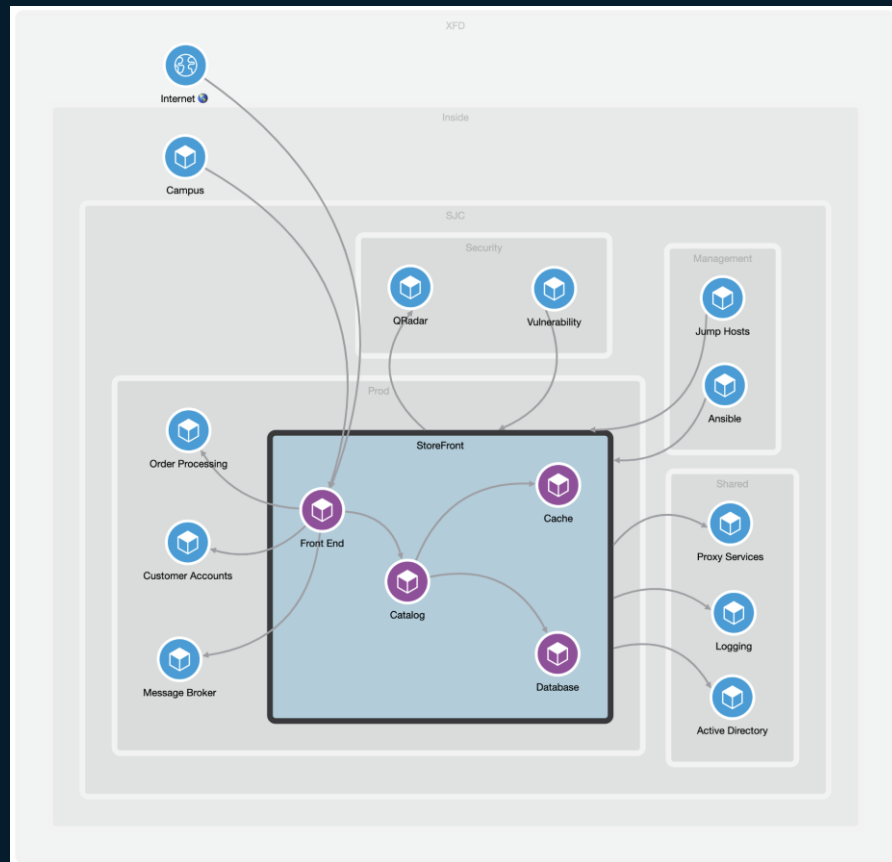
- Provides definition of the environment based on existing data sources (CMDB, Ticketing systems, etc.)
- Alerts when nefarious east – west activity occurs
- Provides Telemetry to other solutions

# Zero Trust Segmentation – Application Enforcement

Ingestion of Secure Network Analytics information into Secure Workload helps map segments using **automation**

Then **Secure Workload** provides the blueprint and **enforces** controls for communication dependencies between application components as well as other IT services, mapped into the segments

- How are the different application tiers communicating?
- Are there direct connections coming to database servers?
- Which communication is going through load balancers?
- Are there connections going out that should not be allowed?



# “Perfect is the enemy of good”

- Voltaire

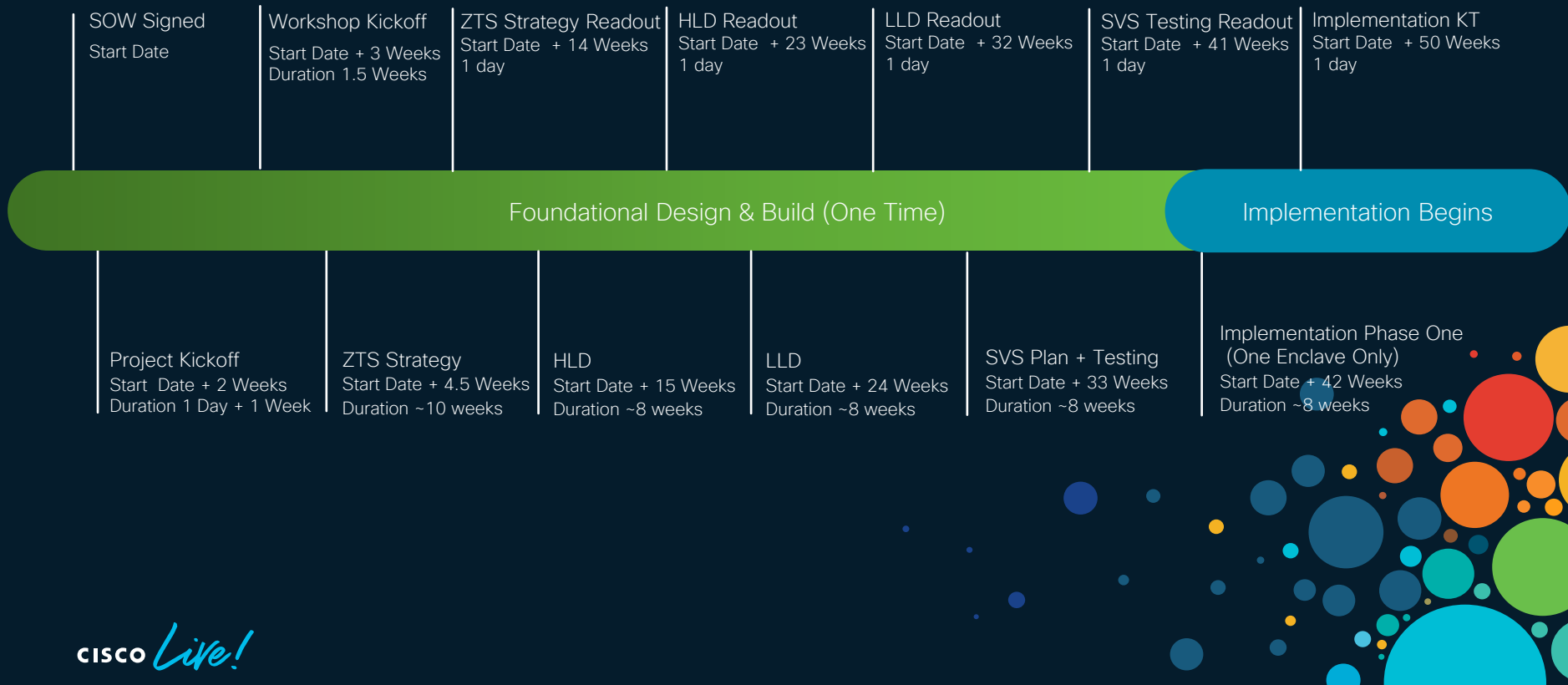


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# Implementation

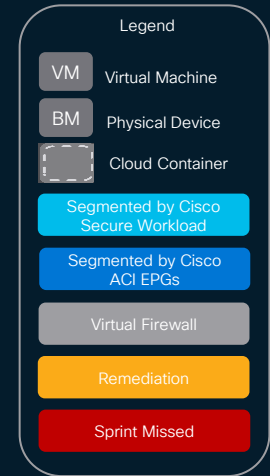
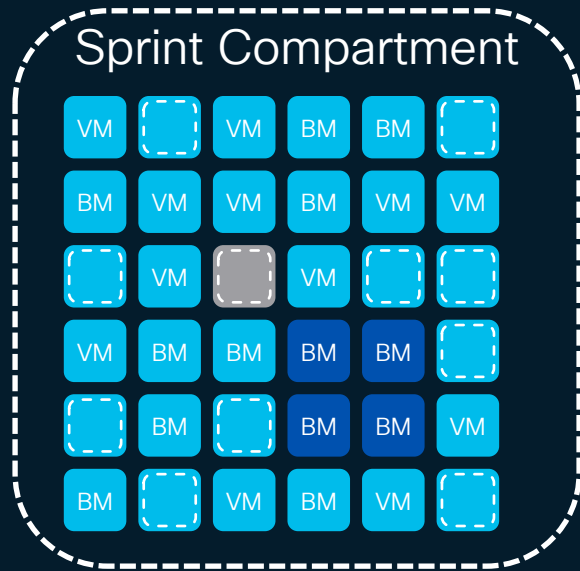


# Zero Trust Segmentation Schedule - Typical



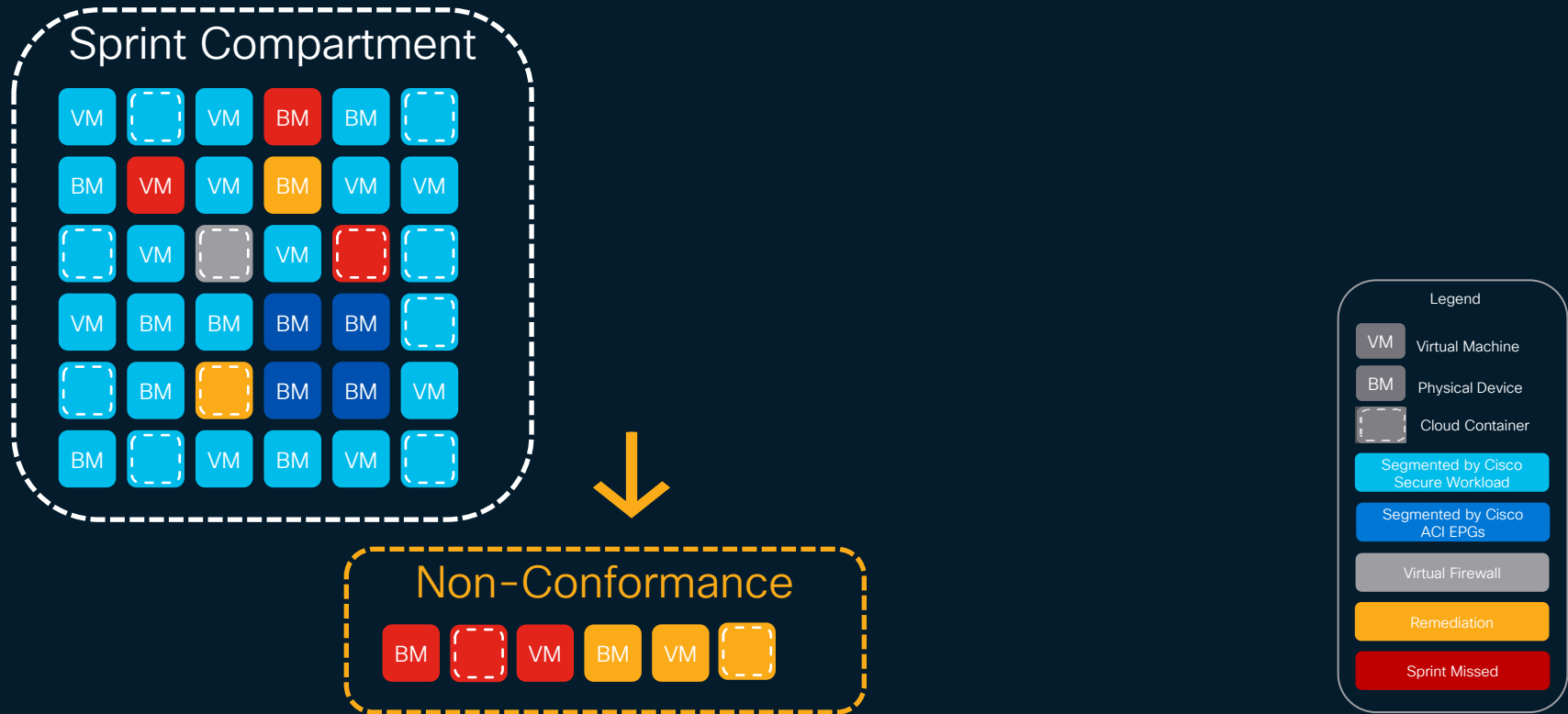
# Zero Trust Segmentation - Workload Enforcement Sprint

## Example - Typical Enforcement Model



# Zero Trust Segmentation - Workload Enforcement Sprint

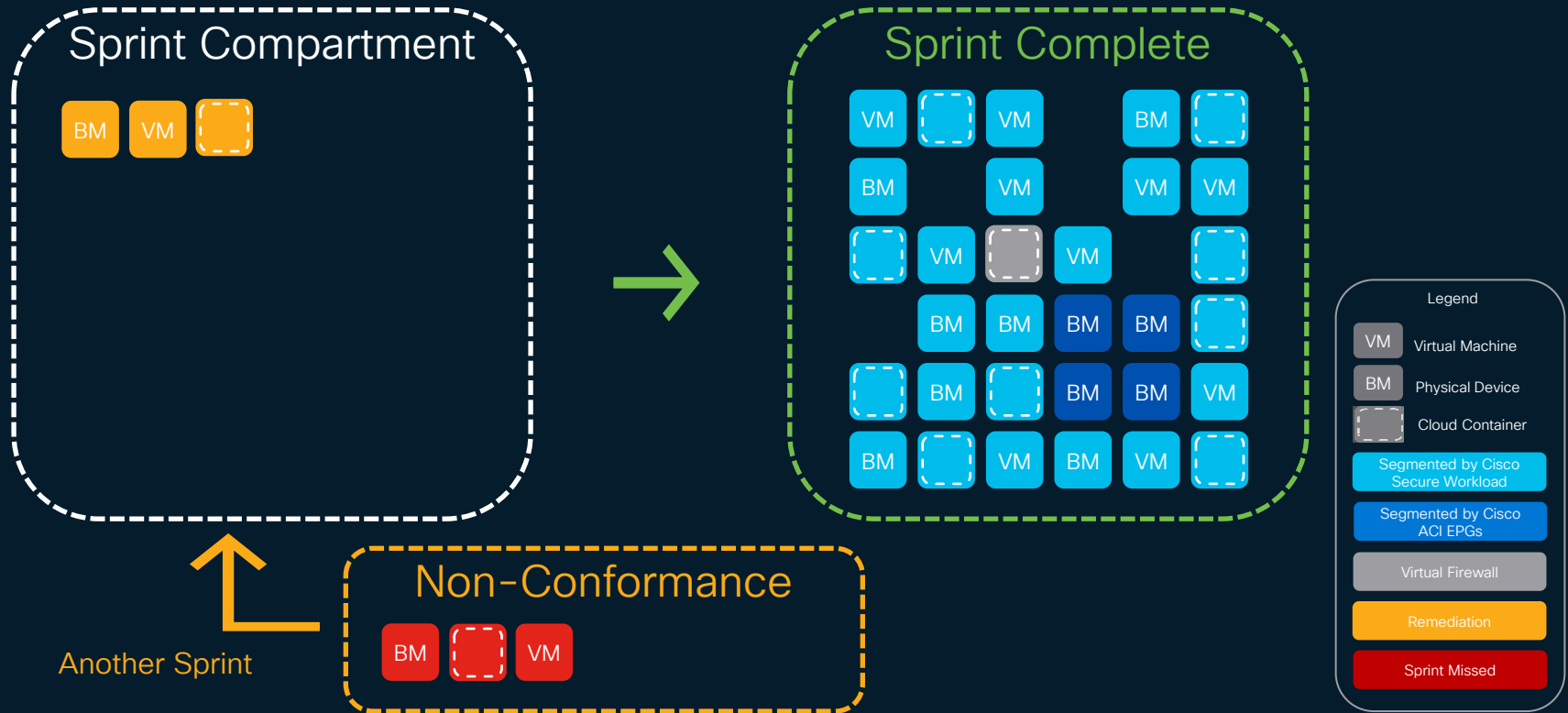
## Example - Typical Enforcement Model





# Zero Trust Segmentation - Workload Enforcement Sprint

## Example - Typical Enforcement Model



# Zero Trust Segmentation – Implementation + Enforcement



Build  
Implementation  
Program  
Governance



Develop  
Application Owner  
Onboarding  
Process



Prep the Sprints  
and Sprint  
Workload Owners



Develop Policy  
(Global + Specific  
to Use cases)



Implement  
Enforcement



Post  
Implementation  
Knowledge  
Transfer

## Organizational Resource Recommendation - Assign (18+) Stakeholders:

- 1+ Sponsor
- 1 Program Manager (FTE)
- 2 Secure Workload Leads (FTE)
- 2 Network Operations Leads (FTE)
- 2 Applications Lead (FTE),
- 2 Security Lead (FTE),
- 8 Supporting resources (PT)

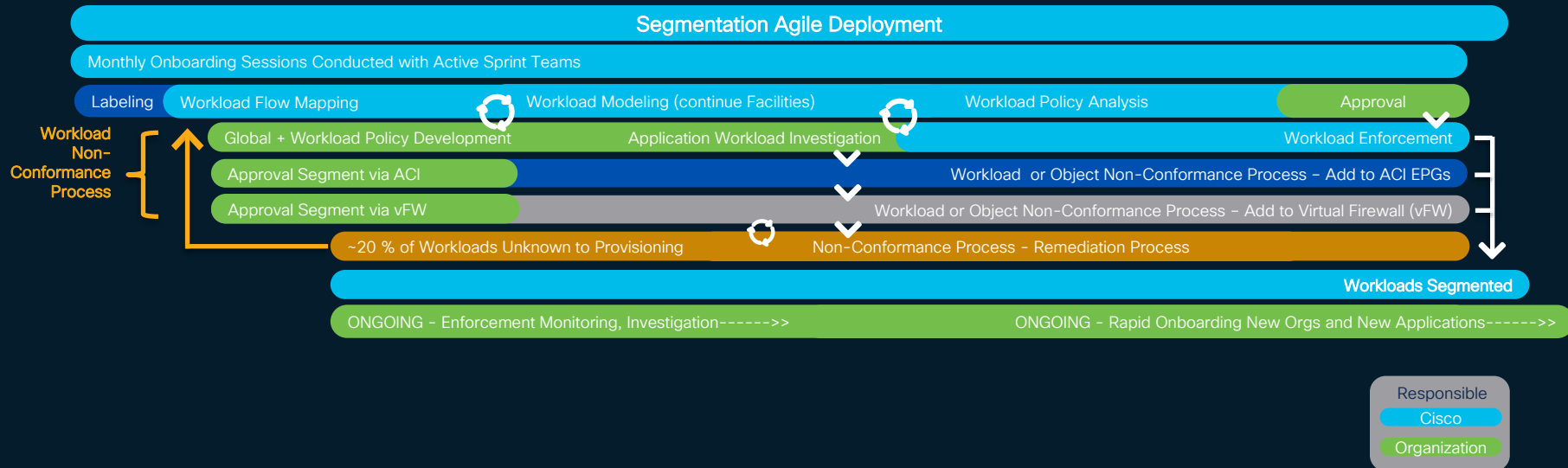
# Zero Trust Segmentation – Agile Deployment

**Approval Process**  
Duration: 20 Days

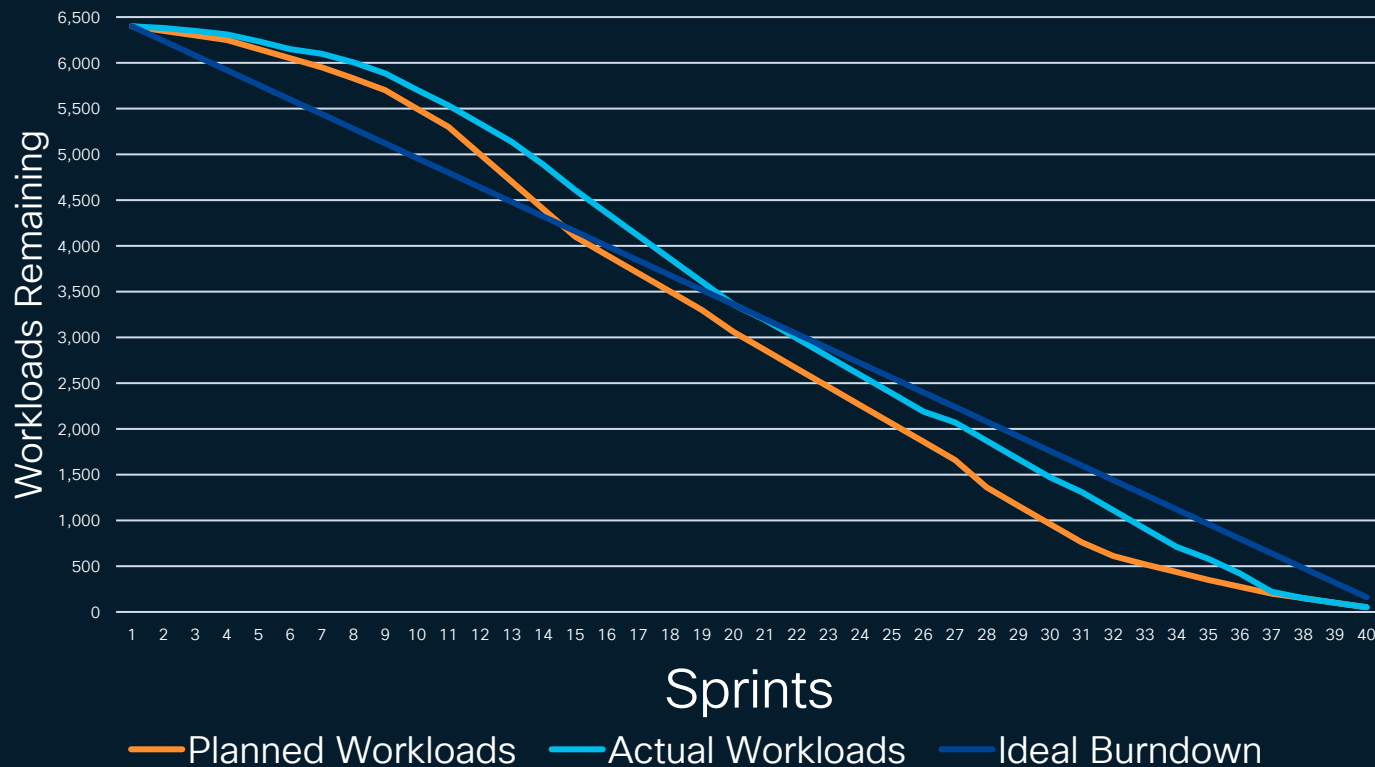
**Workload Flow Mapping, Policy Development**  
Date: Start  
Duration: 60 Days

**Workload Modeling, Policy Modification, Workload Investigation**  
Date: Start + 60 Days  
Duration: 90 Days

**Workload Policy Analysis, Workload Enforcement, Non-Conformance Process, Remediation**  
Date: Start + 150  
Duration: + 200 Days +



# Zero Trust Segmentation - Burndown Chart



## Key Assumptions & Requirements

- 40 Sprints over 10 months
- 2 Week Sprints
- Documented and enforced Escalation Process for Remediation

## Workstreams

- Secure Workload (Tetration) Segmentation
- ACI EPG Migration
- Virtual Firewall Integration
- Non-Conformance Process Remediation (including delays)

## Governance

- Governance across all workload owners (NetOps, DevOps, SecOps, App Owners)

# In Summary



# Questions?



Learn more in our upcoming book titled “Zero Trust: From Theory to Implementation” later this year

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The bridge to possible

# Thank you

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