VeloCloud Security

SD-WAN, SASE, SD-Access

SASE Product Management, VeloCloud

October 27, 2024

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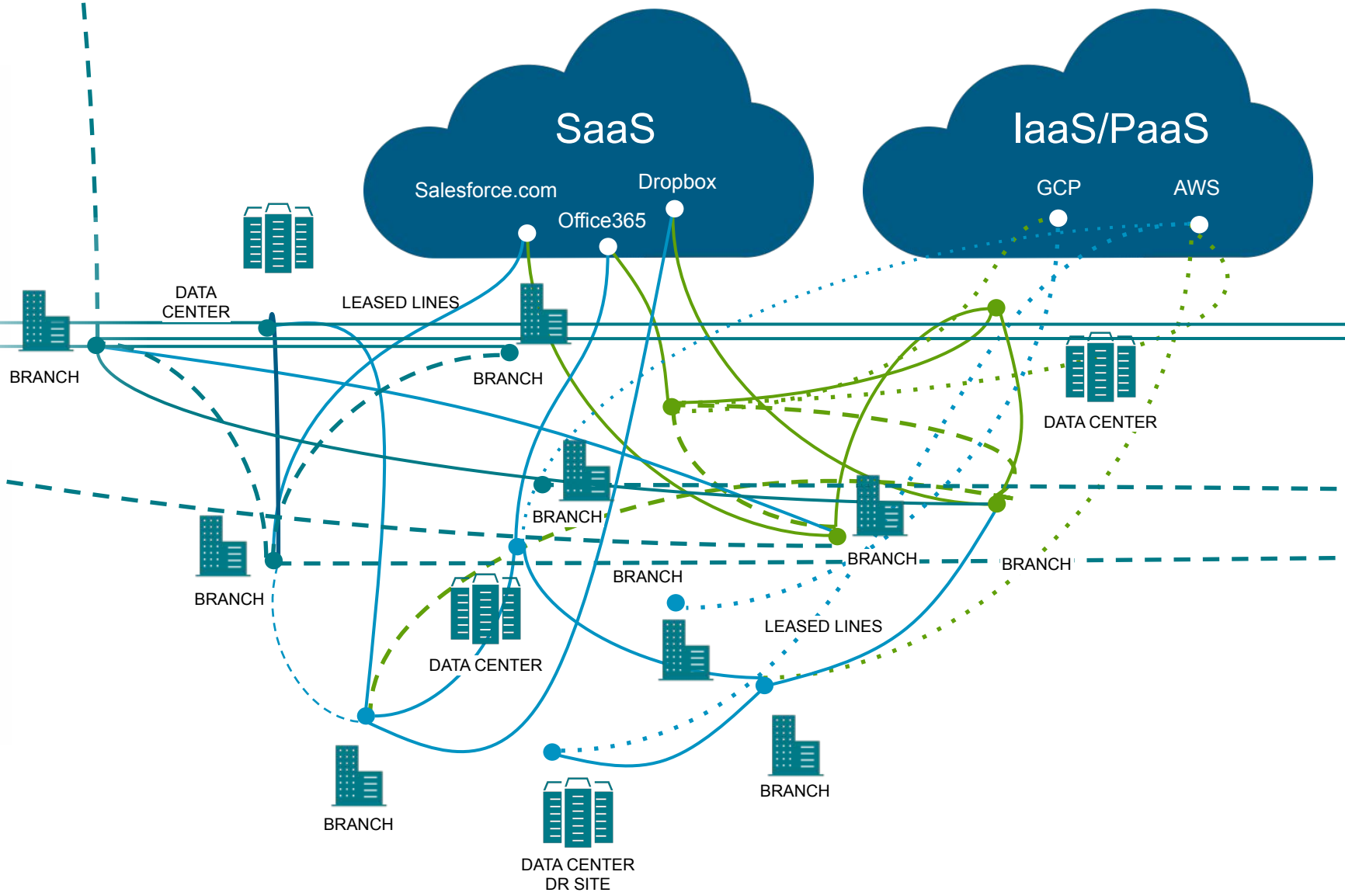
Enterprise WAN Is Getting Increasingly Complex

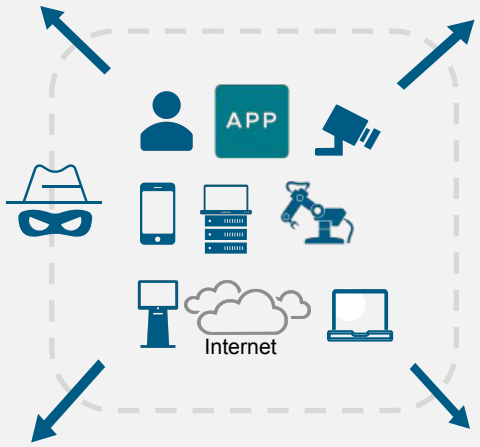
- Inconsistent experience
- Cumbersome management
- Ultra low latency apps

- Visibility & control
- Improved performance, security & scalability
- Operational efficiency



Threat Landscape: AI will drive a new set of security challenges

Expanding Attack Surface



Users Devices Apps

IoT Cloud

Evolving Threat Landscape

Malware Attacks

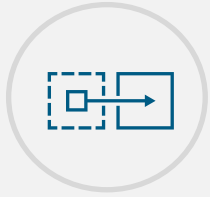
Ransomware Threats

Data Loss

Zero-day Attacks

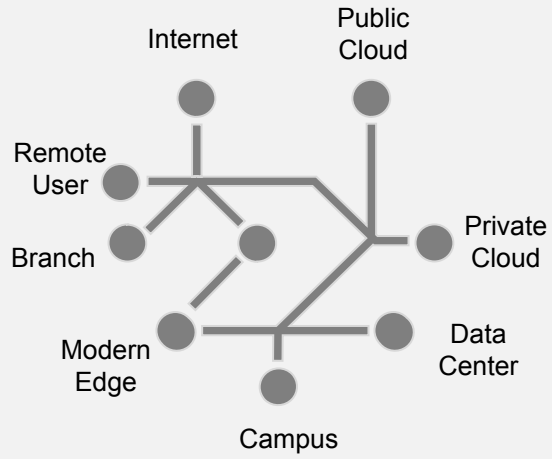
Shadow IT

Shadow AI Apps



Lateral Movement

Changing Traffic Patterns

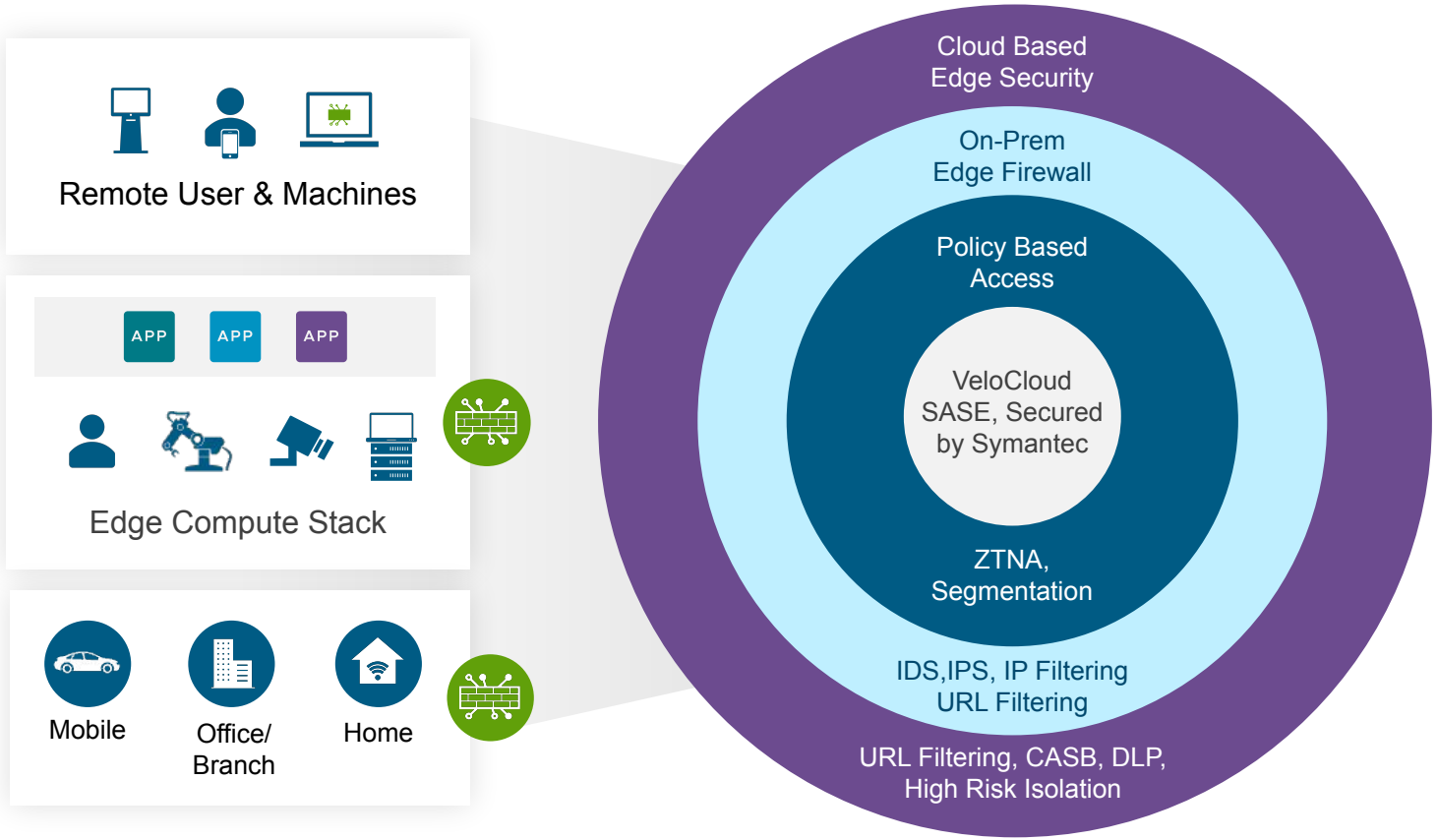


Branch-Branch Remote-Internet

Branch-Cloud Remote-Cloud

VeloCloud SASE: Reducing the attack surface

Centralized Policy Management with Distributed Enforcement at the Edge and in the Cloud



VeloCloud SASE Portfolio

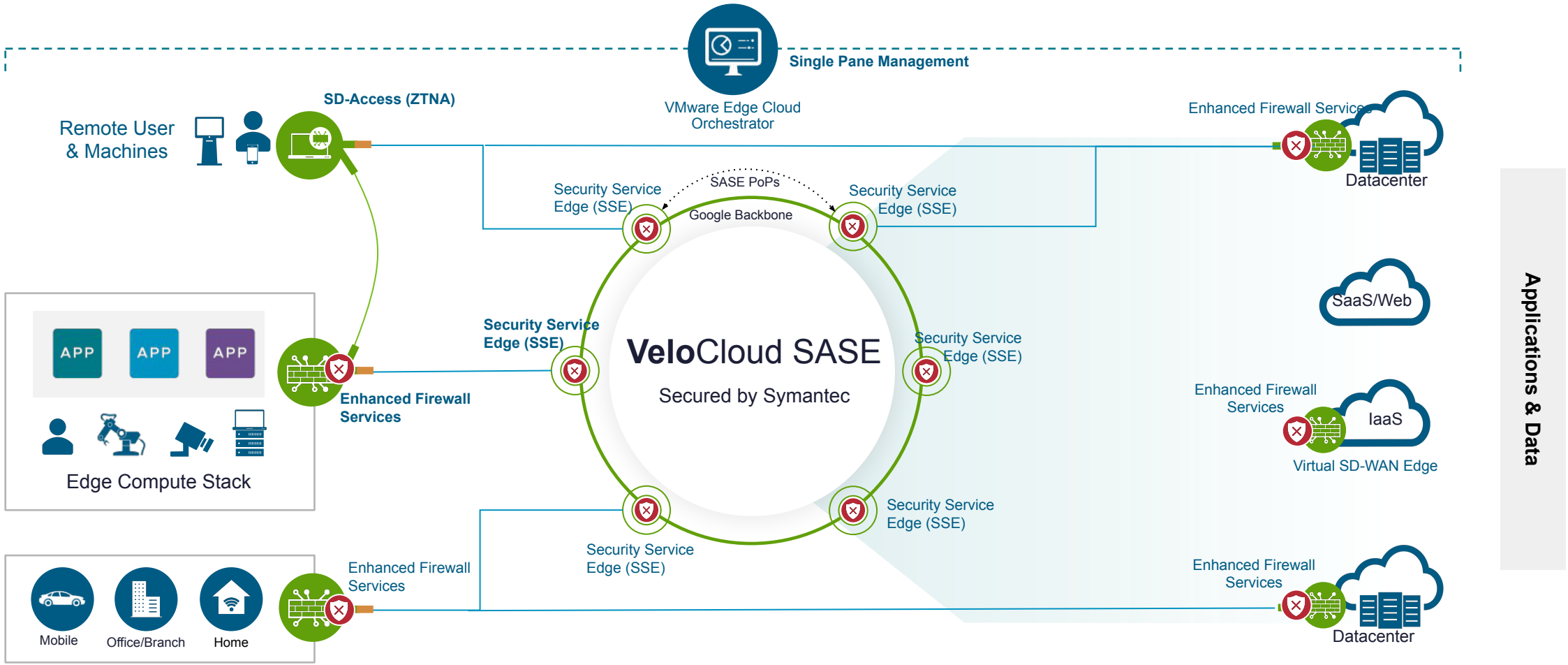
VeloCloud SD-Access
Extends security and connectivity to remote workers and devices

VeloCloud Secure SD-WAN
Enhanced firewall and advanced threat protection to secure branch perimeter

VeloCloud Symantec SSE
Threat and Data Protection for all traffic patterns, ports, and protocols

VeloCloud SASE Architecture

End to End protection for Remote and Branch - Users, Devices, AI Workloads



VeloCloud Secure SD-WAN

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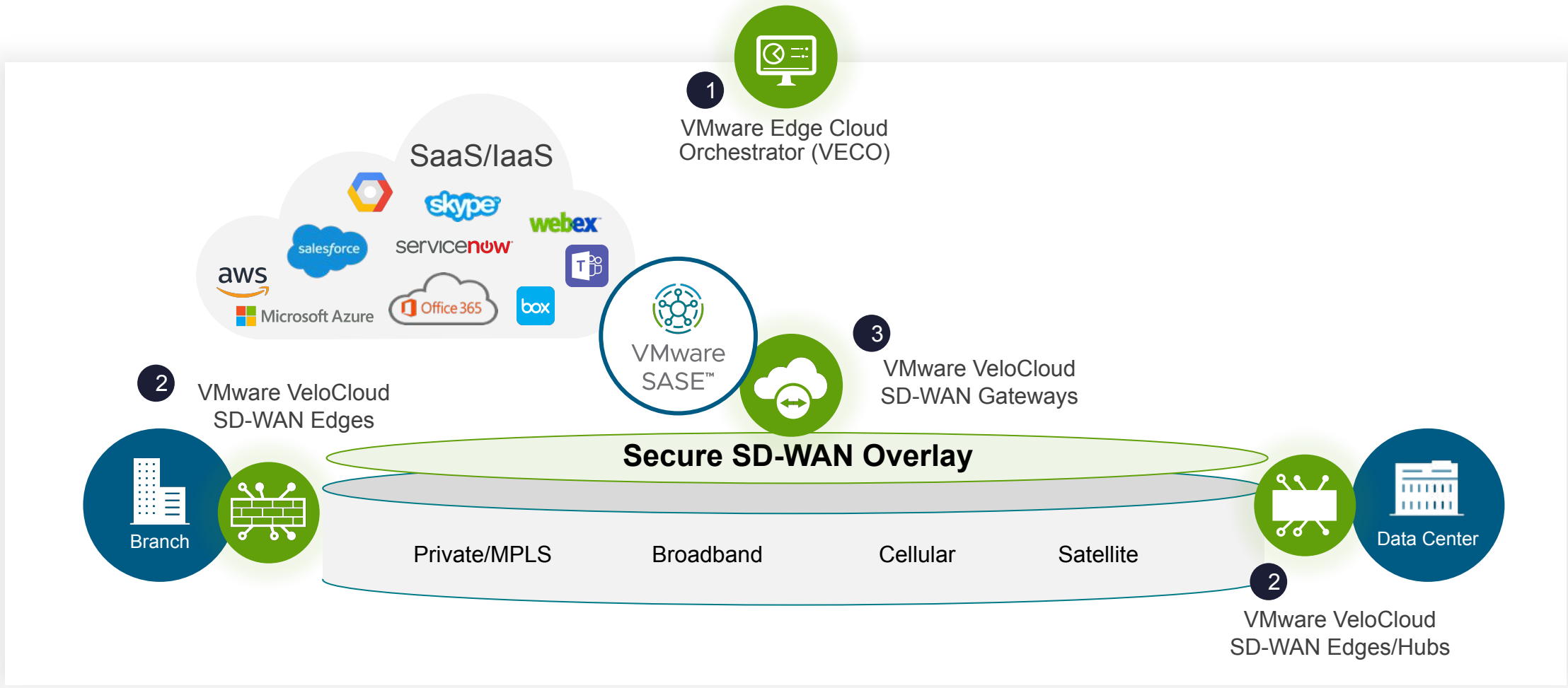
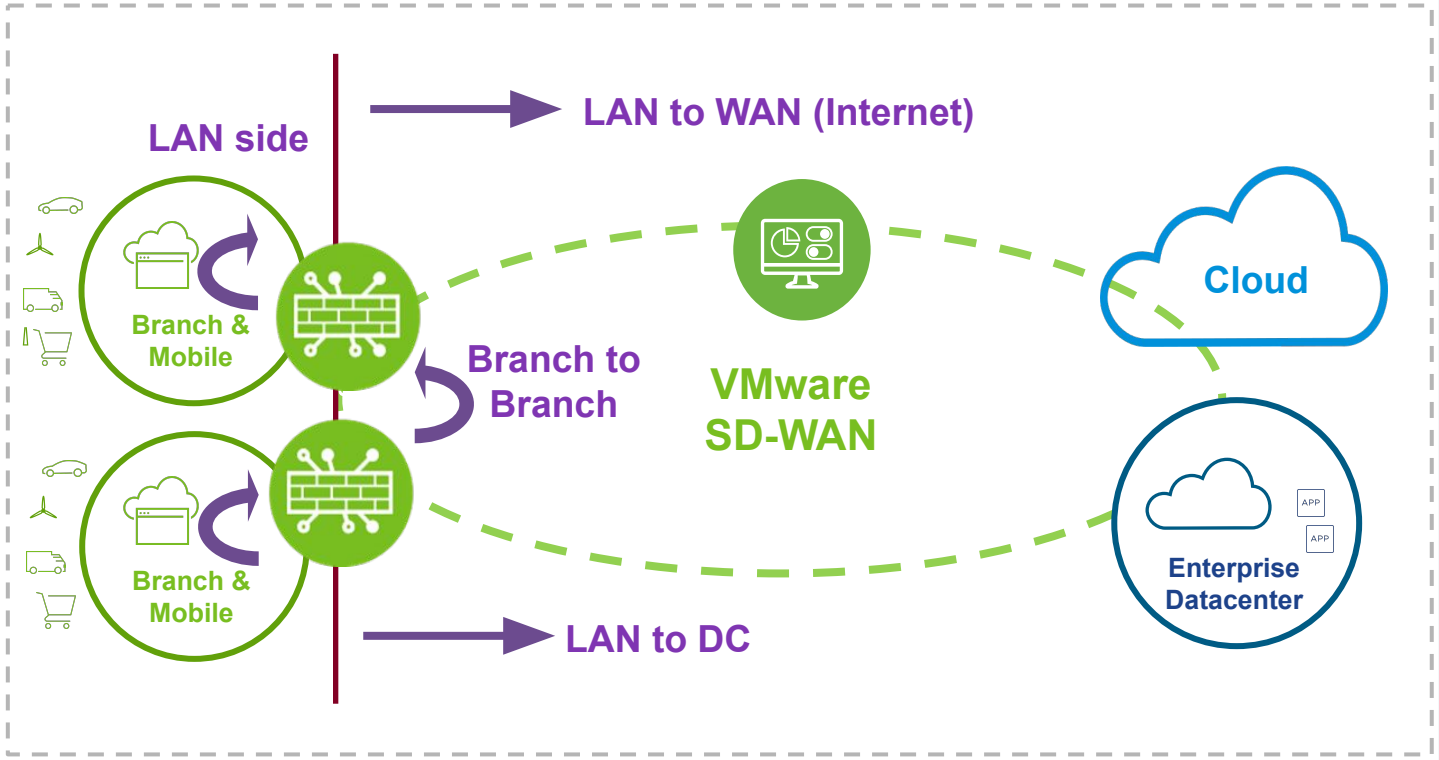
VeloCloud Secure SD-WAN - Architecture

Intrinsic SD-WAN security through encrypted overlay traffic and segmentation



Edge Stateful Firewall

Firewall natively integrated into SD-WAN Edge's dataplane for branch protection



Branch Infra Protection with segmentation, L7 app-based, stateful & session aware

Easy Configuration with out-of-box templates and policies

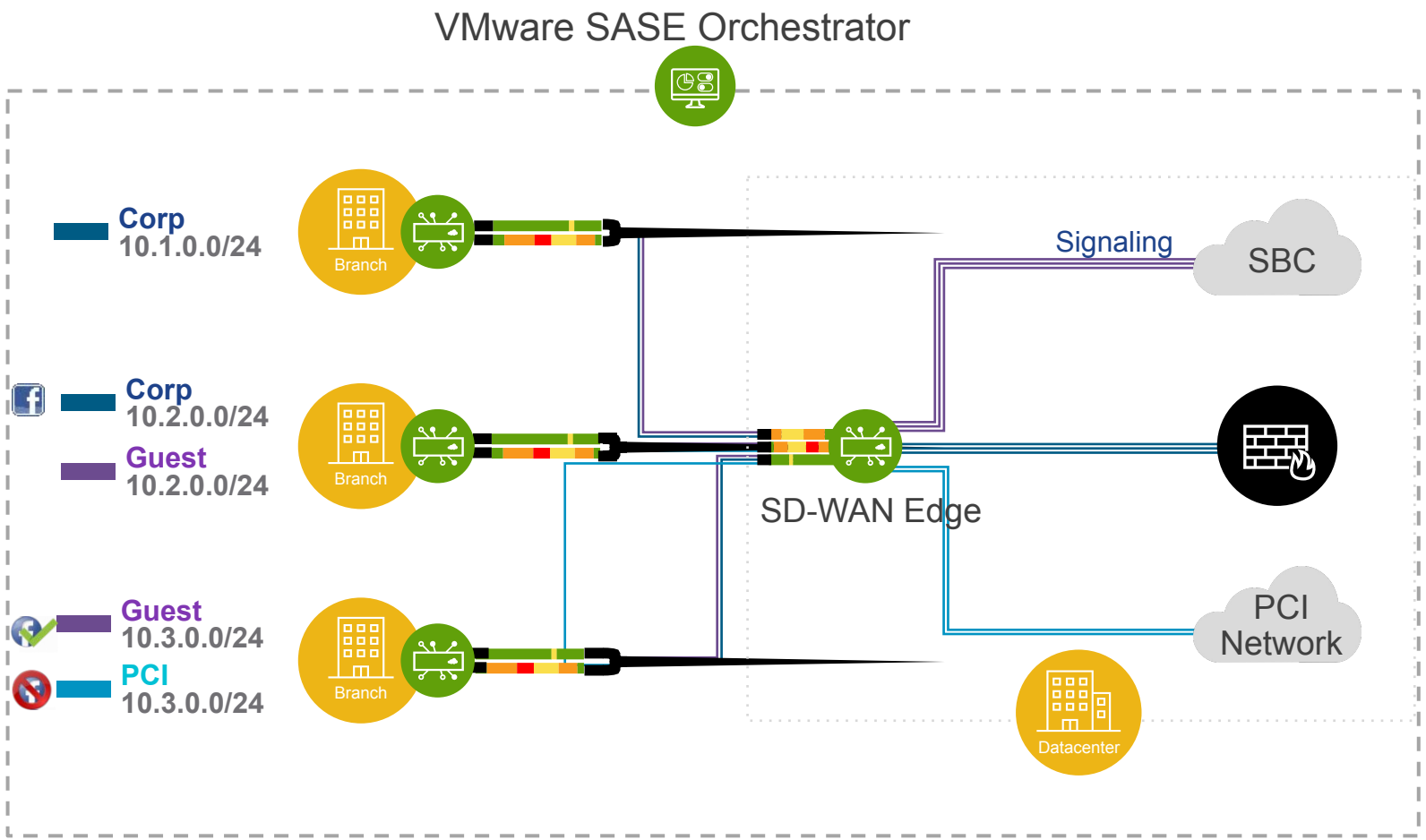
Centralized Management with single pane for policy, configuration and management

Granular Visibility with logging and export

Segmentation | DDoS Protection | Threat Intelligence

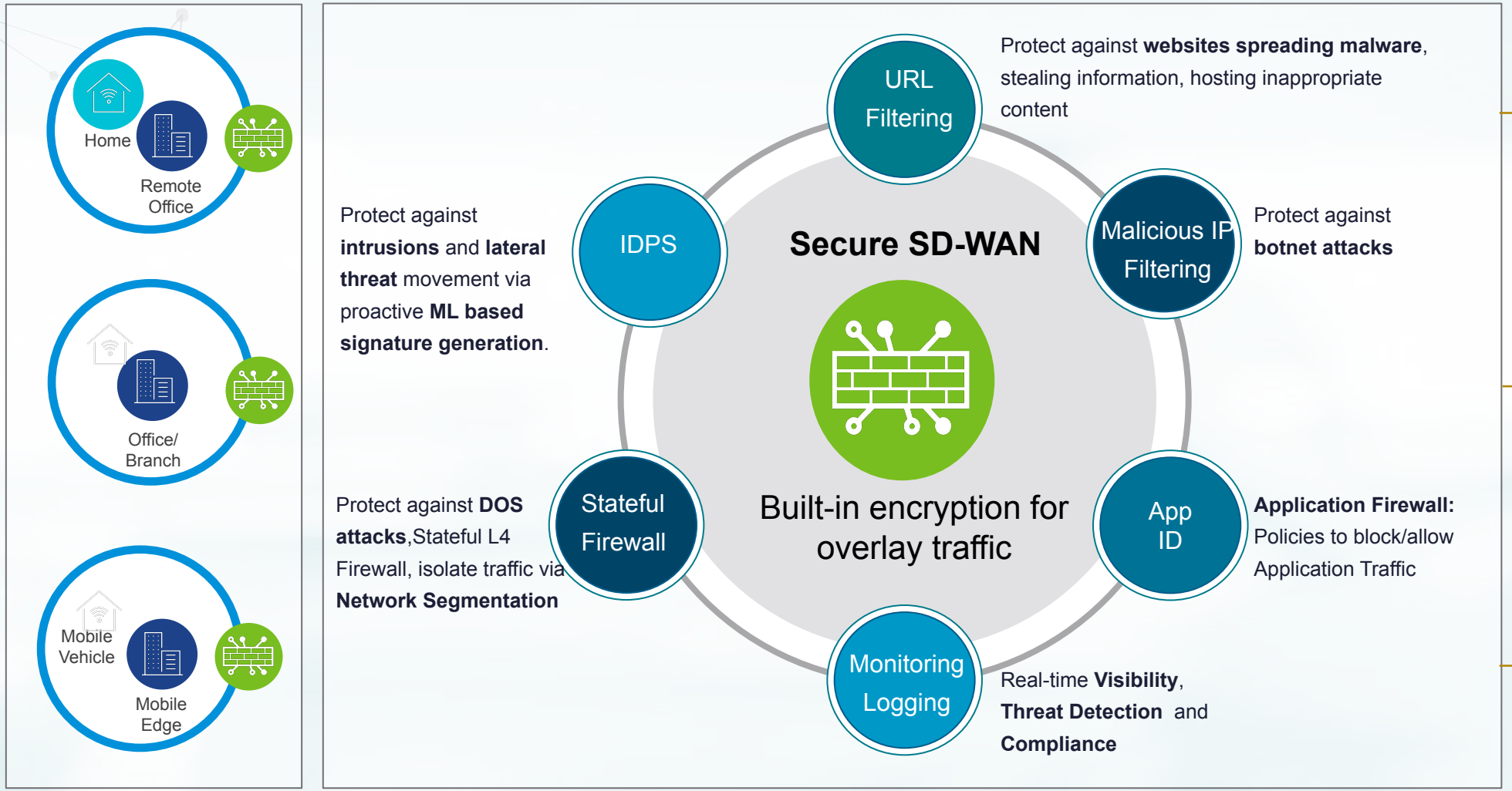
Edge Firewall: End-to-End Traffic Segmentation

- **Segment-aware Policies**
- **User group and access privileges**
- **Profile-based traffic isolation**
- **PCI Compliance**



Enhanced Firewall: Advanced Threat Protection on Edges

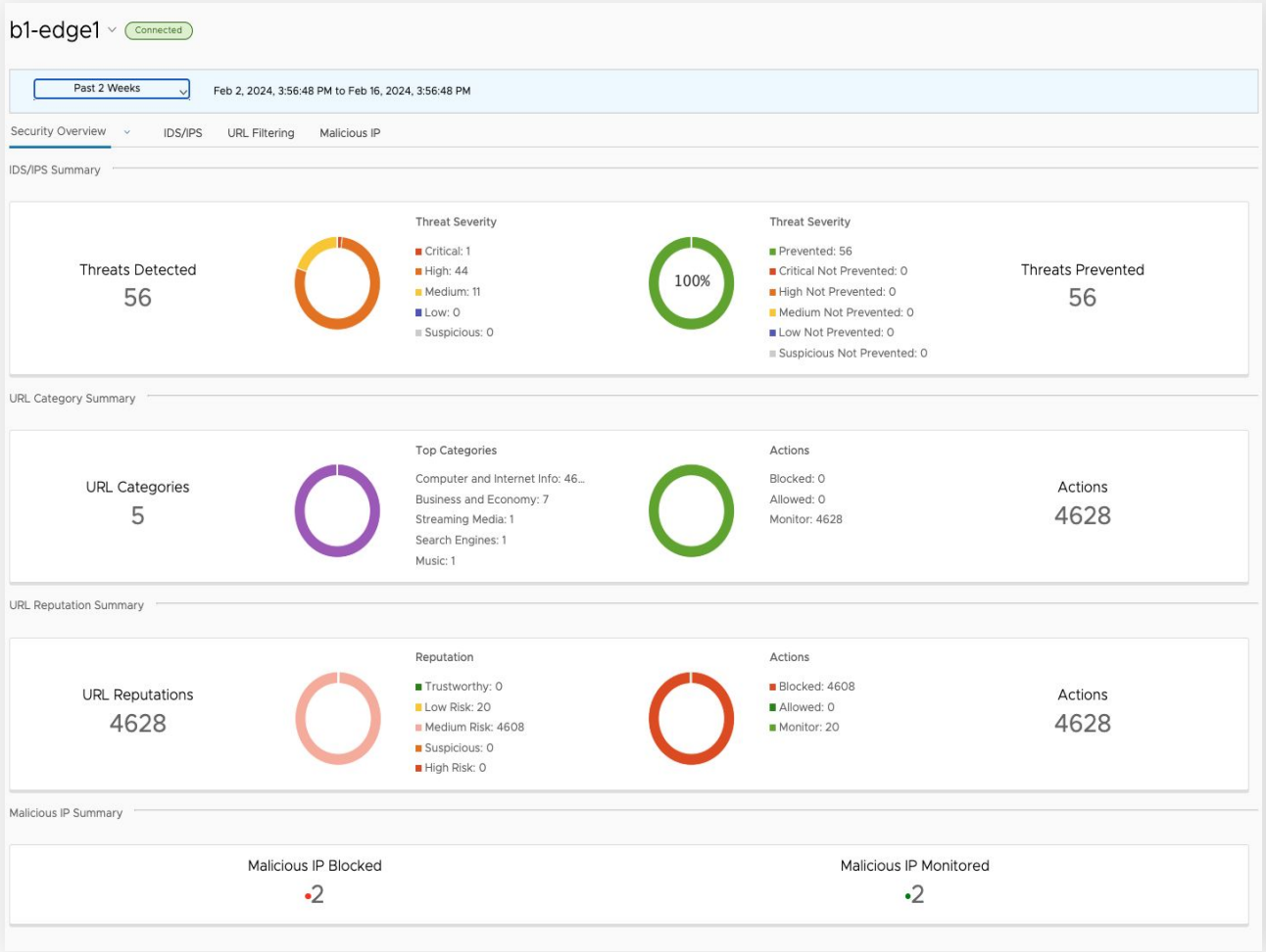
Security, visibility, control, and compliance for enterprise branches

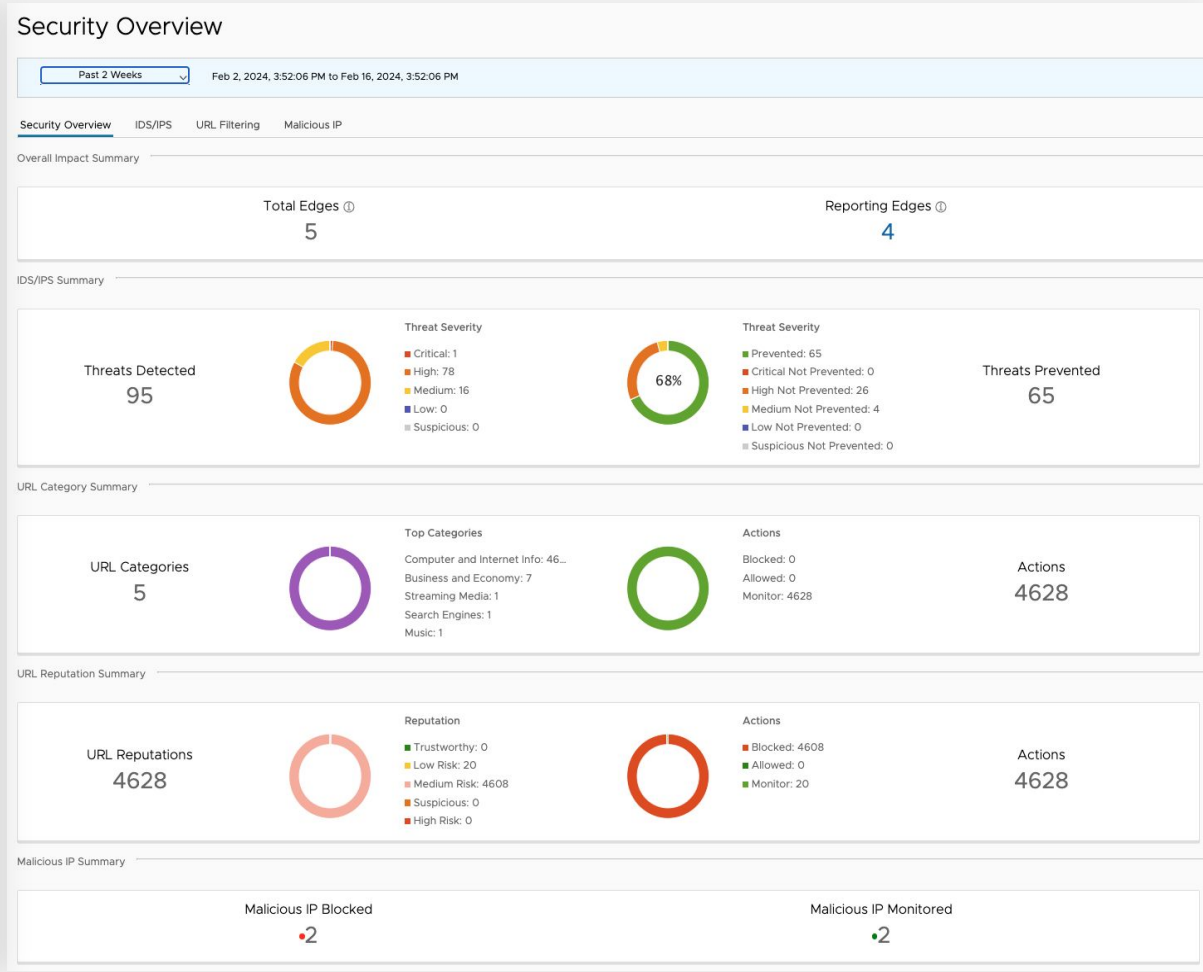


Edge Security: Security Monitoring, Reporting & Logging

Enterprise Security Telemetry: Detailed threats and alerts captured on cloud orchestrator

Real-Time Visibility | **Proactive Threat Detection** | **Improved Decision-Making** | **Compliance & Central Mgmt.**

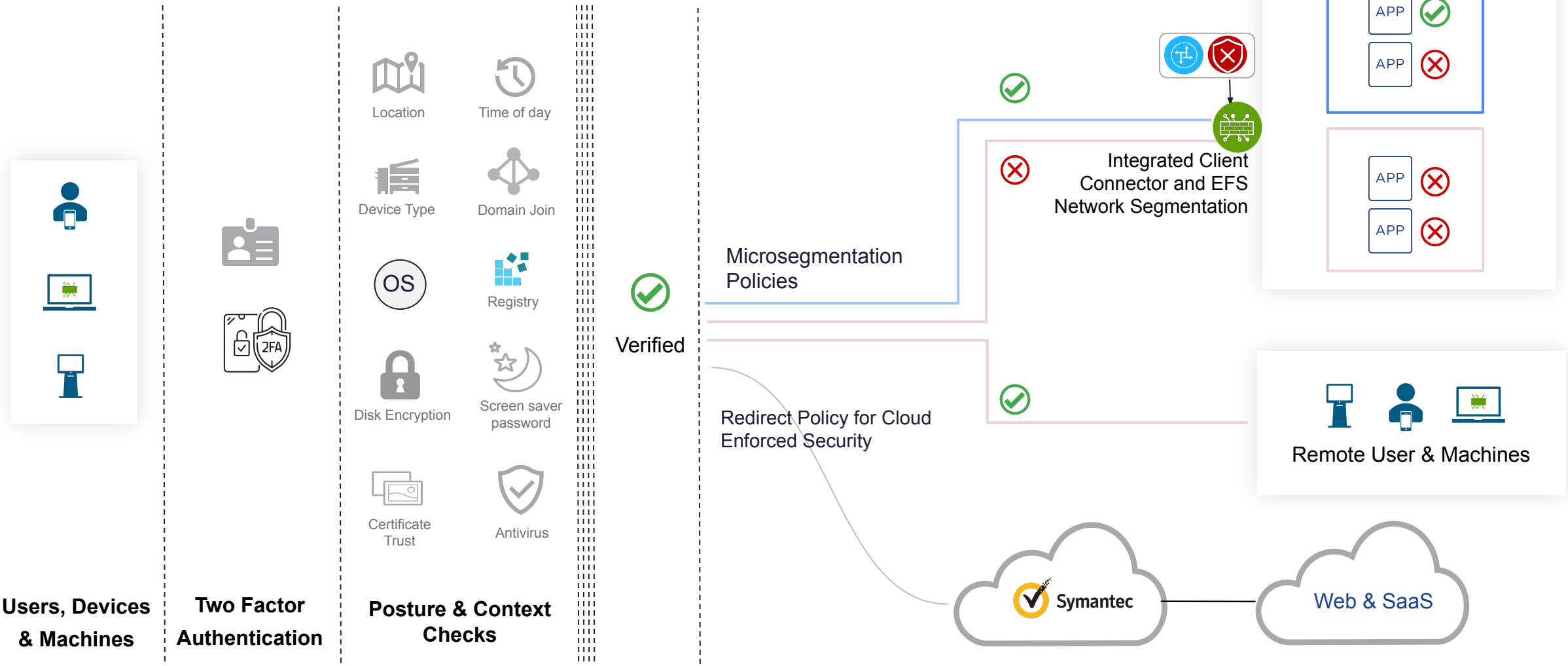




VeloCloud SD-Access

VeloCloud SD-Access: Zero Trust Network Access

Access based on Authentication, Authorization and Context



Tighter Security

End-to-end security down to the single node level

End-to-end Encryption

Protects data from unauthorized access and ensures data integrity

Contextual Access Based on Principles of ZTNA

- Identity-based authentication through SSO
- Access to resources based on allowed time of access, geography, OS types, anti-virus detection at the endpoint

Segmented Private Access

- Multiple communities of interests
- Private access to the authorized application over approved protocol

Easy Policy Management & Visibility

- Granular and Centralized policy configuration and enforcement
- Centralized view on end-to-end performance and connectivity

VeloCloud SASE, secured by Symantec

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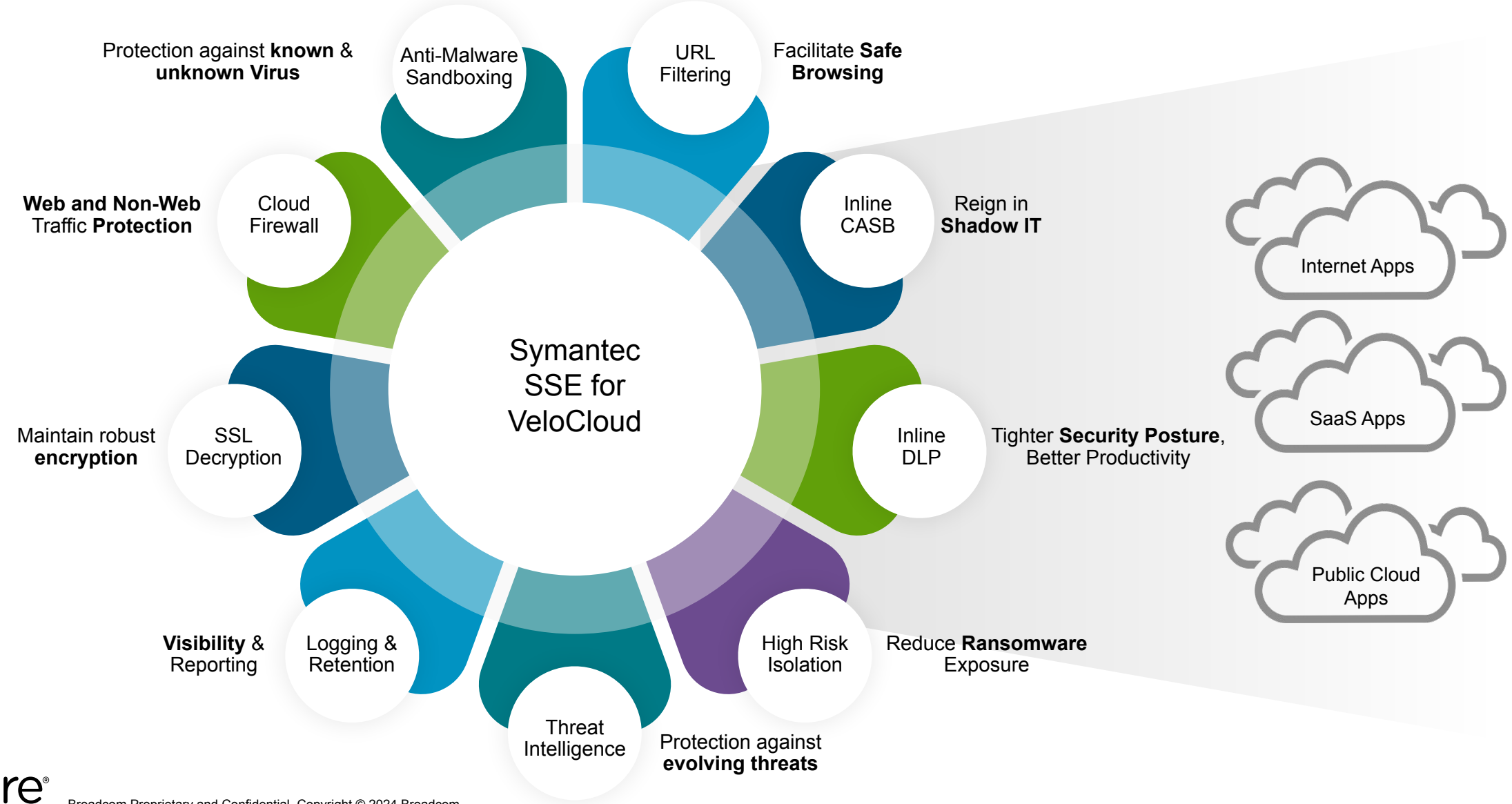
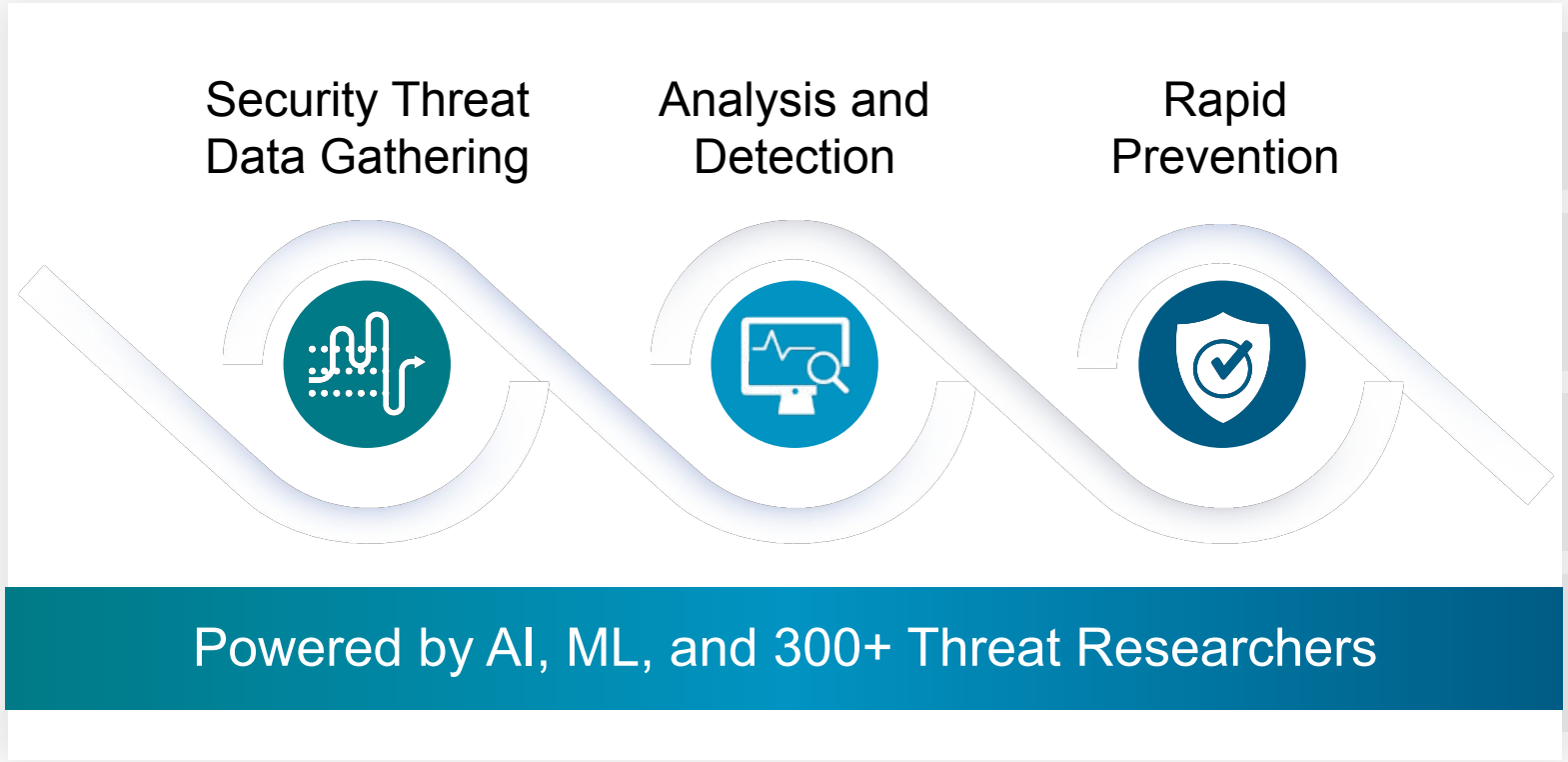
Symantec SSE: Comprehensive Threat and Data Protection



Symantec SSE: Proactive Threat Protection

Global Intelligence Network: Largest civilian threat intelligence platform



Protecting against zero-day and evolving threats

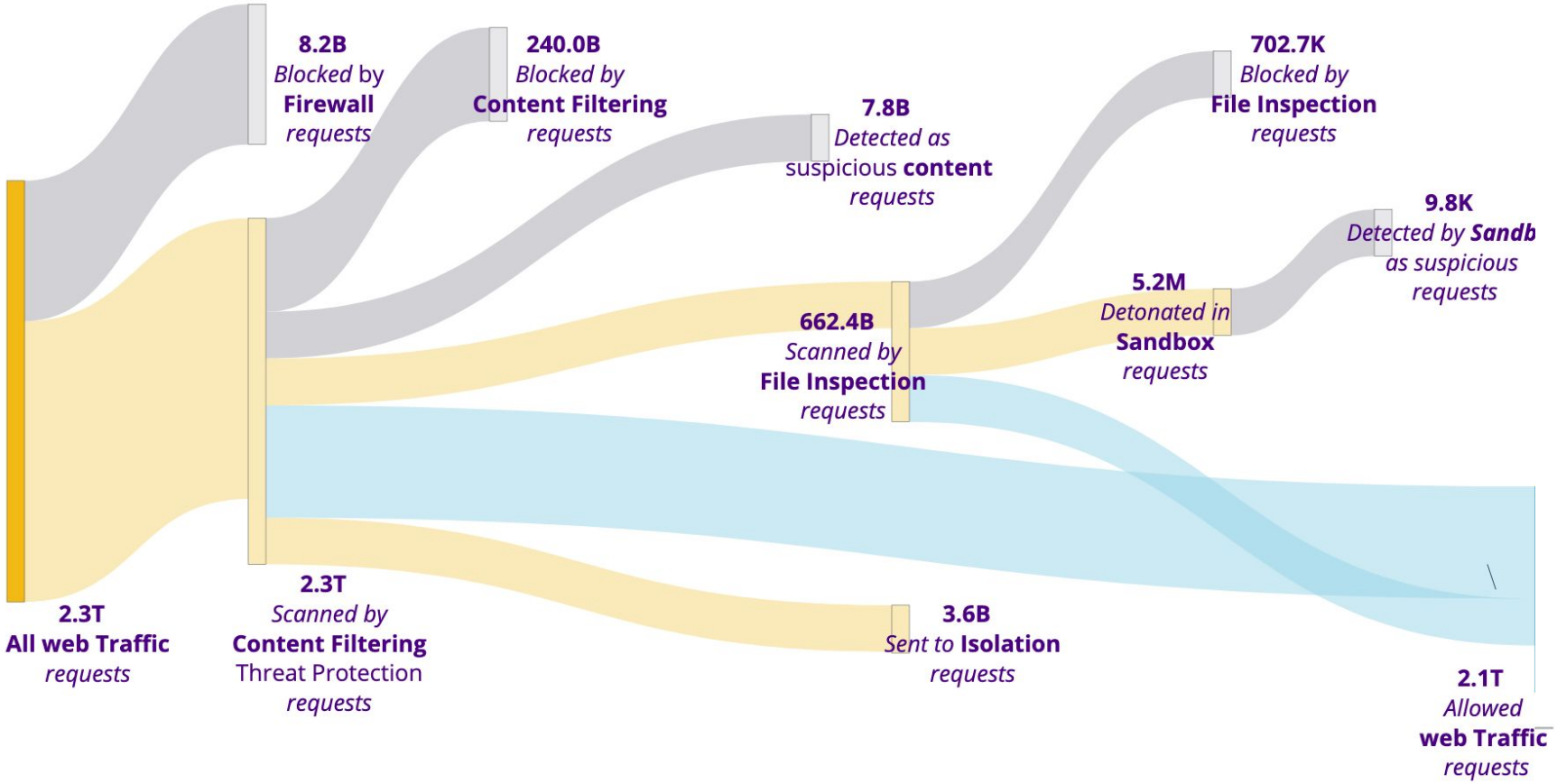
1 B+ telemetry data from 157 countries analyzed daily

46 B URLs analyzed

Focus is Prevention – not just Detection

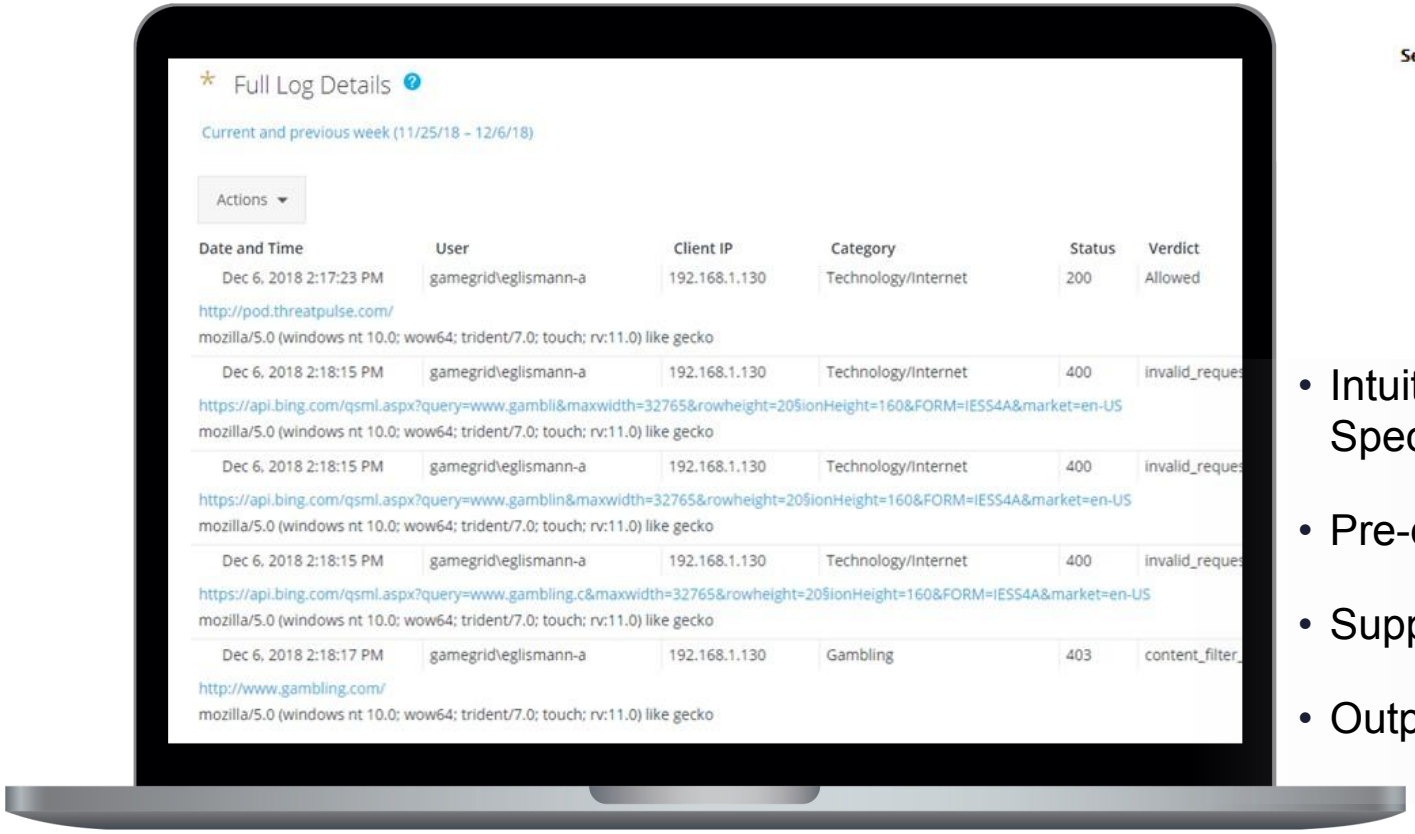
Symantec SSE: Layered Defense Statistics

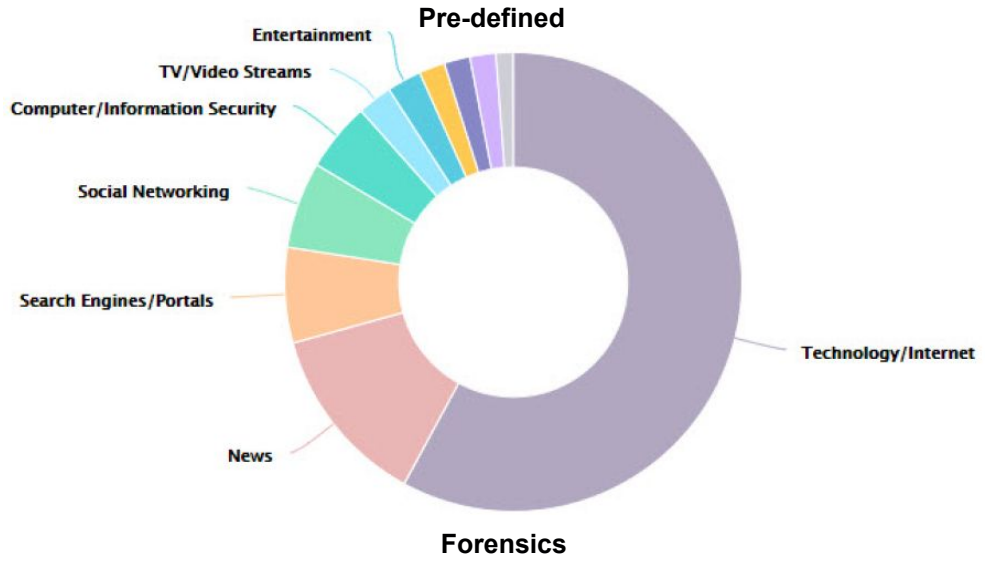
Stopping threats before they reach the Edge/ Branch



- Data shows security coverage for the trailing 6 months using Symantec SSE solution
- Approximately 10% of web requests blocked by policy, compliance, intentional, or unintentional malicious activity

Symantec SSE: Security Telemetry





- Intuitive reports for enterprise-wide use - CxO, Security Specialists, Network Administrators, HR managers
- Pre-defined reports with graphs and high-level details
- Support for custom reports
- Output formats include PDF,CVS, XML

Customer Wins and Deployments

Multiple SD-WAN + EFS Customer Wins - ABB Led

EFS orders from Aussie Broadband partner across multiple customers

Aussie Broadband

Existing Deployment

- 473 sites across 30 customers
- 510/610/620 Edges + 151 sites of FortiGate 60F
- Security stack backhaul to DC w/ centralized FortiGate VNF
- Customer analysis of link utilization demonstrated very low requirements compared to link size

Challenges

- High day 2 cost w/ Fortinet SD-WAN
- Significant performance impact w/ Fortinet for SD-WAN & security
- Locked-in security solution
- Less future flexibility to other SSE solutions

Solution

- 473 sites, 455 w/ IDS/IPS
- $217K ACV (30M, 50M,100M EFS licenses) across 30 customers
- 510/610/620 Edge platforms

Why VeloCloud?

- Single box SD-WAN + Security
- Best in class SD-WAN App perf.
- Compelling SD-WAN + Security Pricing (utilization based)
- Flexible security solution w/ SSE options

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VeloCloud SD-Access: Key Customer Win in Australia

Customer: Jamestrong + METAL recycles forever

About:

- Precision metal packaging company for food, nutrition, and aerosol products.

Deal

- VeloCloud SD-WAN + Netskope SSE + VeloCloud SD-Access
  - 10 SD-WAN sites
  - 150-200 SD-Access users.
- Symantec SSE was not yet productized for their evaluation.

Why We Won

- SD-Access was simple to use and priced better compared to Netskope's private access.

Partner: Aussie Broadband

About:

- 4th largest retail ISP in Australia
- Current SD-WAN partner.
  - # Customers: 39
  - # user base: 10k-13k
  - # Edges: 880

Offers

- VeloCloud+Netskope for premium segment
- Fortinet for price conscious segment

Current Relationship Status:

- Not much focus on them due to resource constraints.
- Account team plans use this deal as an opportunity to re-engage and push for more SSE and SODA sales

Notes

- 2nd Partner after MacTel to start selling SD-Access in Australia.
- A 6-8 month on-n-off engagement.
- 1st SD-Access customer via this partner.
- This deal will act as a forcing function for Partner to train internal teams on SD-Access.
- Subsequent deals should take less time.
- SD-Access opportunity with existing customers:
  - 10k-13k user base.
  - $168k-$220k per year.

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Symantec SSE with VeloCloud SD-WAN: Lifelong Medical

Background

- Healthcare facility in California with 41 hospital facilities and 10 remote clinics
- Perfect Packet /VeloCloud SD-WAN customer since 2020
  - Saved hundreds of thousands of dollars on ISP costs
  - Reduced network outages to zero
  - Increased bandwidth by 300%

Challenges

- Wanted to replace Cisco Umbrella due to cost, support, and internal resources
- Had 11 different applications in testing to manage Web Isolation, DLP, CASB, Content Filtering, URL Filtering, DNS layer security, geofencing, and Interactive threat intel

Solution

- Deployed Symantec SSE for VeloCloud
- Implemented Secure Web Gateway and solved all of the above
- Single interface, low cost, low internal resource cost, trusted partner

Symantec SSE with VeloCloud SD-WAN: Community Care of West Virginia

Abstract

Background

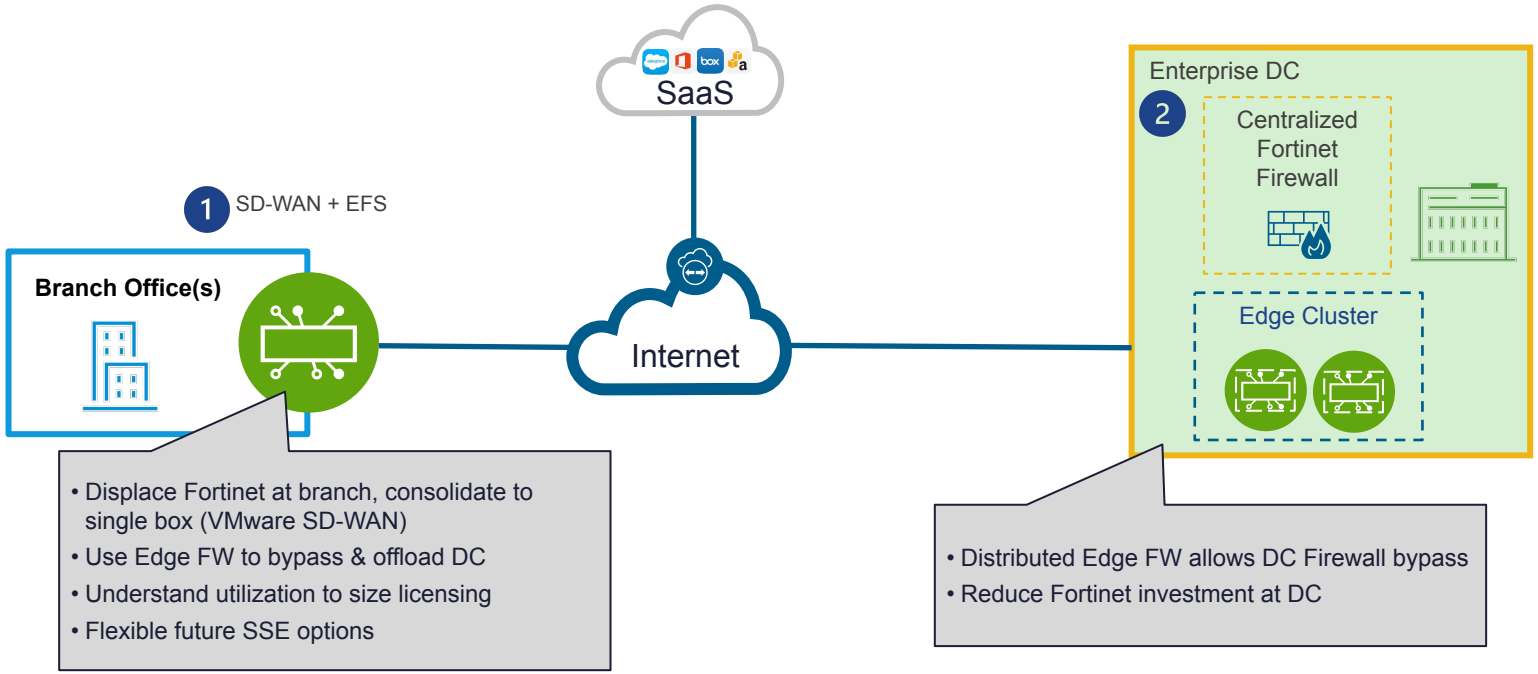
- Healthcare facility in West Virginia with 70 locations
- Perfect Packet /VeloCloud SD-WAN customer since 2020
  - Replaced 2 MPLS providers/hub and spoke
  - Added redundancy in tough-to-reach rural locations
  - Reduced network outages to zero
  - Increased bandwidth by 200%
  - Early adoption of Cloud Web Security, Workspace ONE, Secure Access
    - Removed on-prem firewalls
    - Migrate from Cloud Web Security

Solution

- Successfully migrated to Symantec SSE for VeloCloud
- Added Web Isolation
- Better experience with DLP
- Better experience with CASB

Secure SD-WAN Branch – Customer Deployments

Convert existing install base to use EFS vs. centralized NGFW for on-prem branch security



VeloCloud SD-WAN Edge w/ EFS Design Use Cases

Firewall Replacements (SD-WAN led)	New VeloCloud SD-WAN Edge Installs	Replace Branch Security via Centralized NGFW w/ SD-WAN + EFS	VeloCloud for branches w/ remote access SD-WAN + EFS + SODA

Near-term Strategy Solution Sale Strategy

Use Cases

1. Branch Firewall (Fortinet, Barracuda) replacements
2. New! SD-WAN branch installs
3. Replace centralized NGFW (hair-pinned) for branch security
4. Integrated remote access w/ client connector at edge

Thank You

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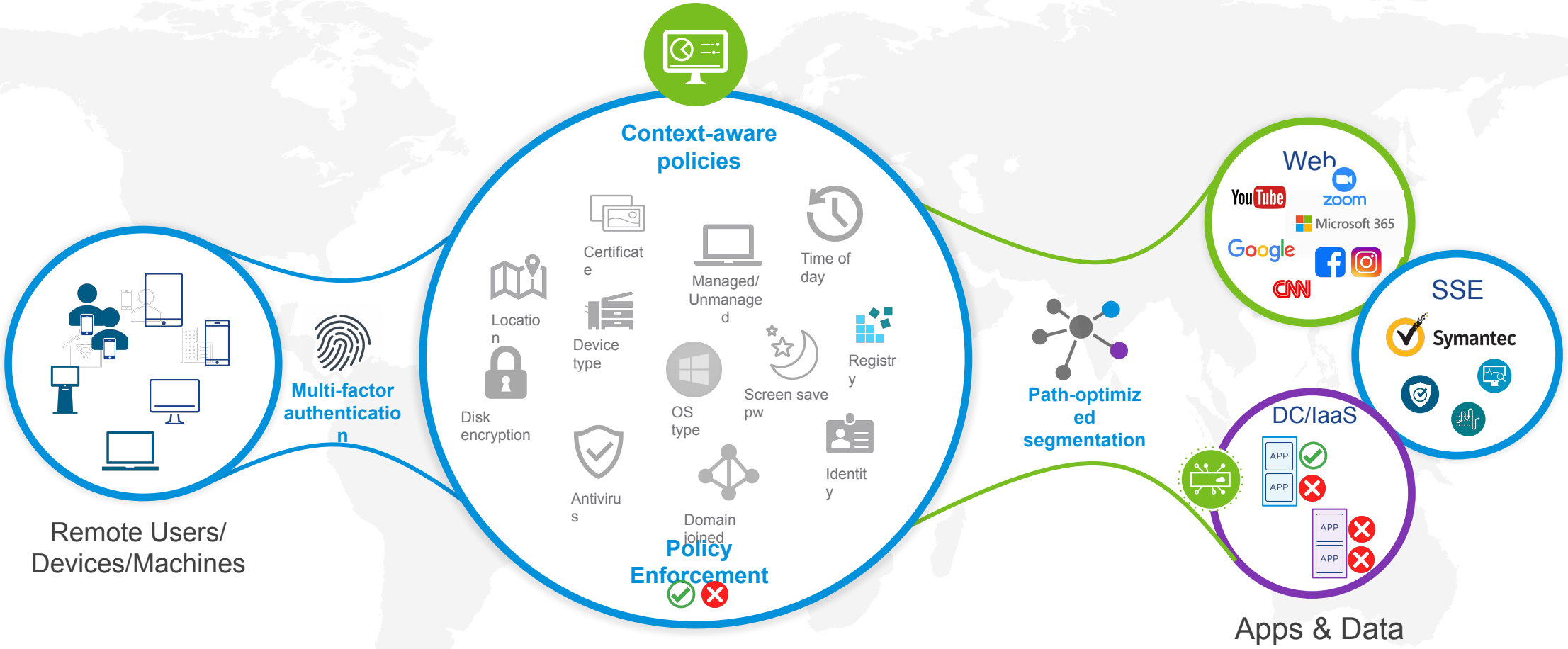
VMware SD-Access: Zero Trust Network Access

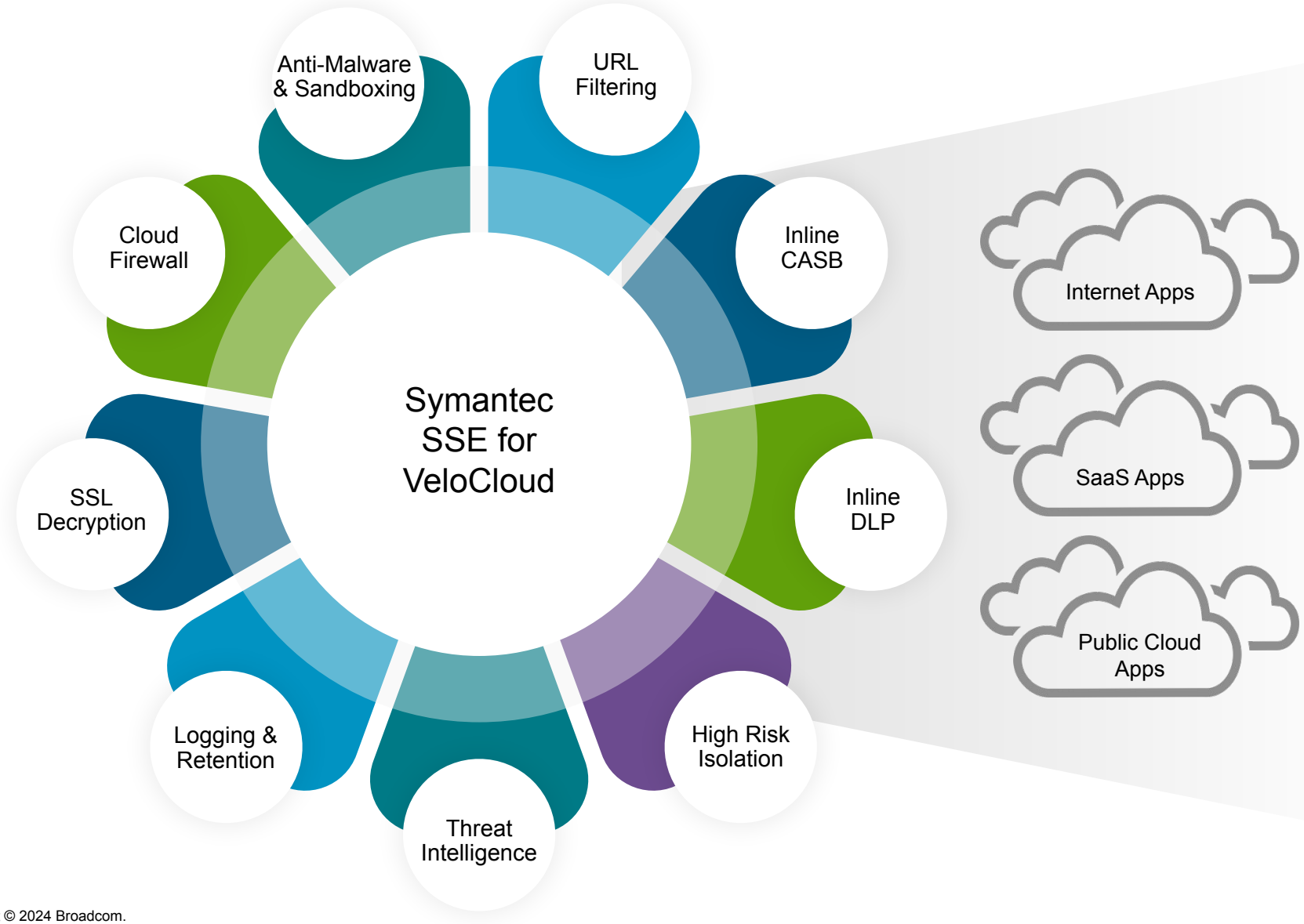
Access based on Authentication, Authorization and Context



Symantec SSE: Protection against Threats from the Internet

ADVANTAGE

- Integrated with best-in-class VeloCloud SD-WAN
- Adopted by High Risk and Compliance Prone customers
- Comprehensive Threat and Data Protection
- Global Points of Presence (POPs)
- Consistent policy enforcement for Hybrid Work



Edge Firewall Functions

IDS/IPS

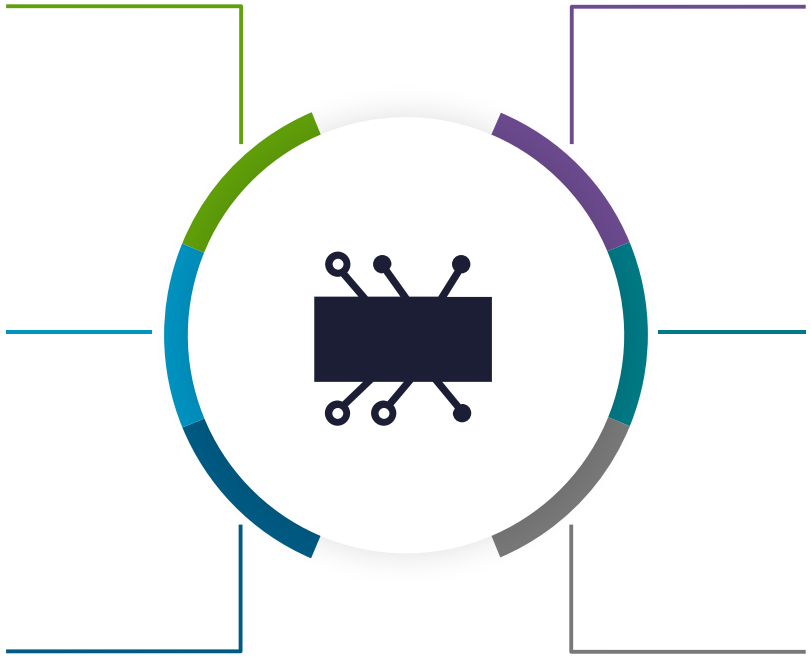
R5.2 Monitor network traffic for malicious activity by comparing the traffic against a known set of signatures; Generate alerts and take predefined actions against the suspicious traffic

Security Monitoring & Logging

R5.2 Enable Edge to forward firewall logs to VMware hosted cloud storage; Monitor all security-related info from Security Dashboard (UI)

Stateful FW Segmentation Flood Protection

R3.4 Monitor and control incoming/outgoing traffic based on the state, attributes, and connection history
of the traffic



URL Filtering

R6.0 Allow/deny certain categories of URLs based on company policies; Block access to suspected or known bad URLs based on reputation

Malicious IP Filtering

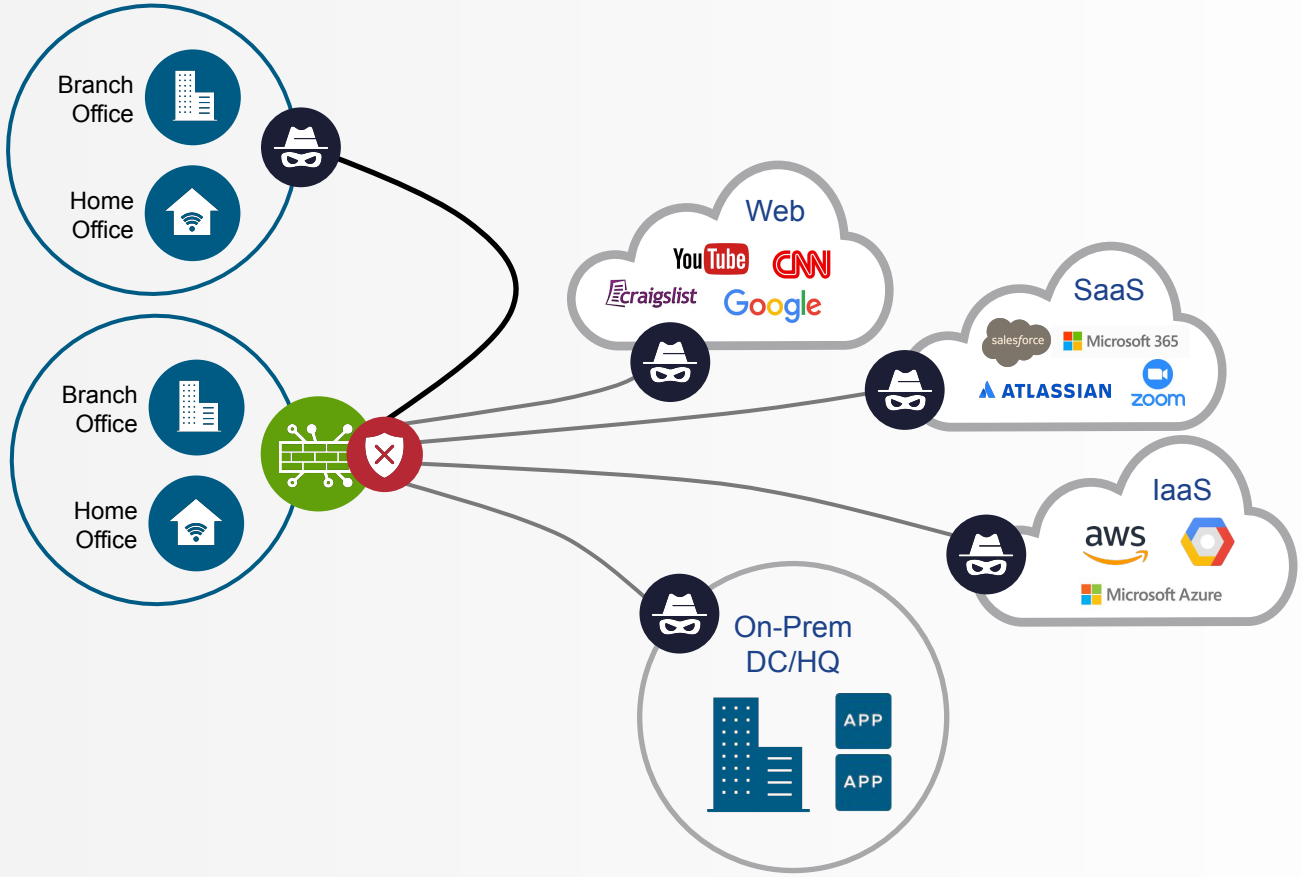
R6.0 Protect apps against known malicious IP addresses by dynamically updating from the VMware global threat intelligence network

App ID

R3.4 Auto identify and categorize network app traffic, and optimize routing and prioritization based on built-in business policies

On-Prem Edge Security in a Box

Enhanced Firewall Services



Cost Savings from HW reduction

- Eliminating the need for a separate security FW appliance at each branch
- HW and SW lifecycle management savings

Ease of Operations

- Leverages latest threat intel
- Central Pane to manage Policies
- Reducing risk of human errors

Proven Solution

- Powered by VMware Threat Intel Cloud
- ICSA Labs and FIPS 2 Certification
- Stateful FW, IDS, IPS, URL Filtering, IP Filtering
- Security Monitoring, Logging & Reporting

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