



SASE

Unifying Connectivity and Security for an Evolving Workforce

Colt and Versa Networks



Agenda



- Introduction
- What is SASE?
Khalid Mahmood, Senior Product Specialist, Colt
- Your journey to SASE
Jayesh Patel, Director Sales Engineering, Colt
- Versa SASE
Richard Jones, Enterprise Sales Director – Northern EMEA, Versa Networks
- Q&A

Today's speakers



Khalid Mahmood,
Senior Product Specialist

colt



Jayesh Patel,
Director Sales Engineering

colt



Richard Jones,
Director Enterprise Sales
Director – Northern EMEA

 **VERSA**
NETWORKS



What is SASE?

Khalid Mahmood
Senior Product Specialist, Colt
Khalid.Mahmood@colt.net

By 2024, 60% of enterprises will have implemented SD-WAN, compared with about 30% in 2020*

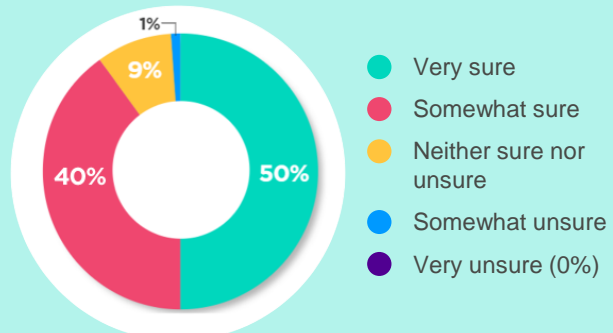
What's driving this growth?



Cloud migration continues to be a key pillar of enterprise digital transformation

76% of companies are using two or more public clouds, with an average of 2.3 clouds in use

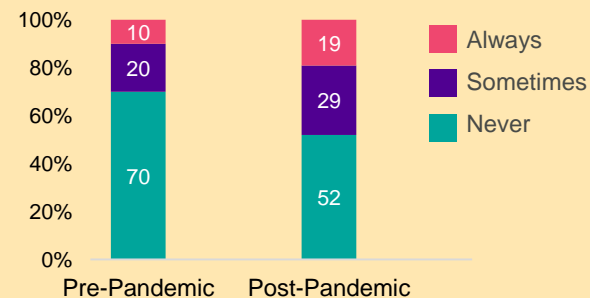
How sure are companies that SD WAN will help you achieve your cloud goals?



Remote & hybrid working is increasingly a must-have for business globally, even post-pandemic

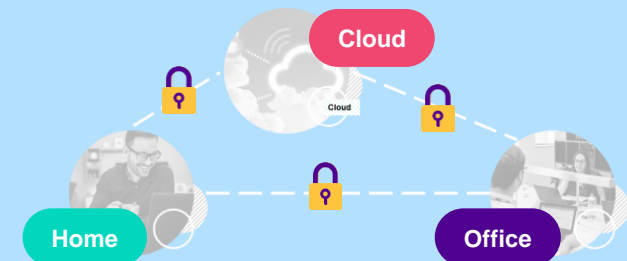
73% of employees desire to continue with flexible remote working post-pandemic

Percentage of Employees Working Remotely, Projected



Security has evolved while remaining mission-critical – it now must sustainably support today's distributed networks

By 2024, **over 60% of SD-WAN customers** will have implemented a SASE architecture



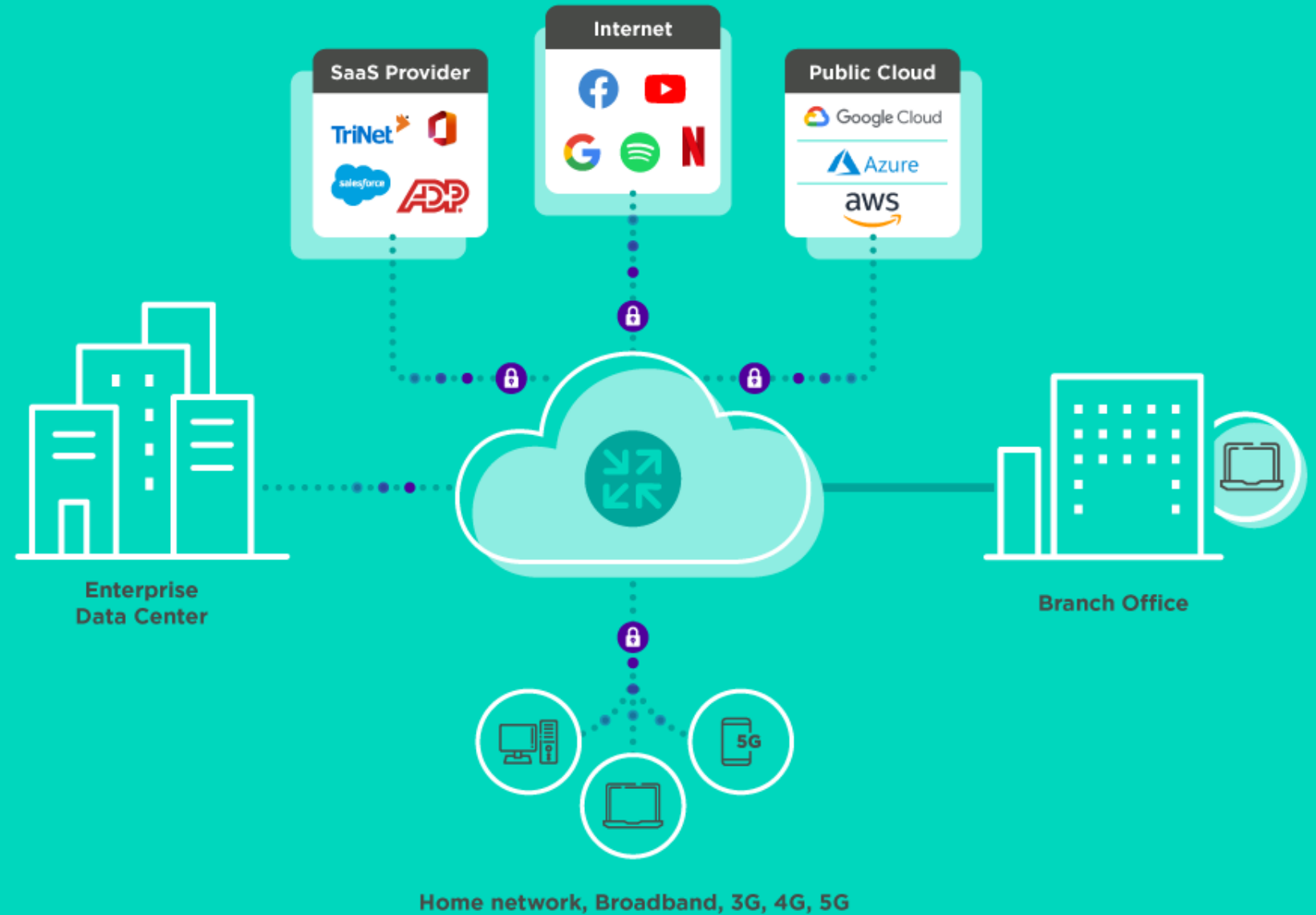
* Gartner 2020

The Modern Enterprise Network

Internet becoming Corporate Network: The internet is becoming a corporate network for many businesses. SD WAN, enterprise networks are now becoming Hybrid.

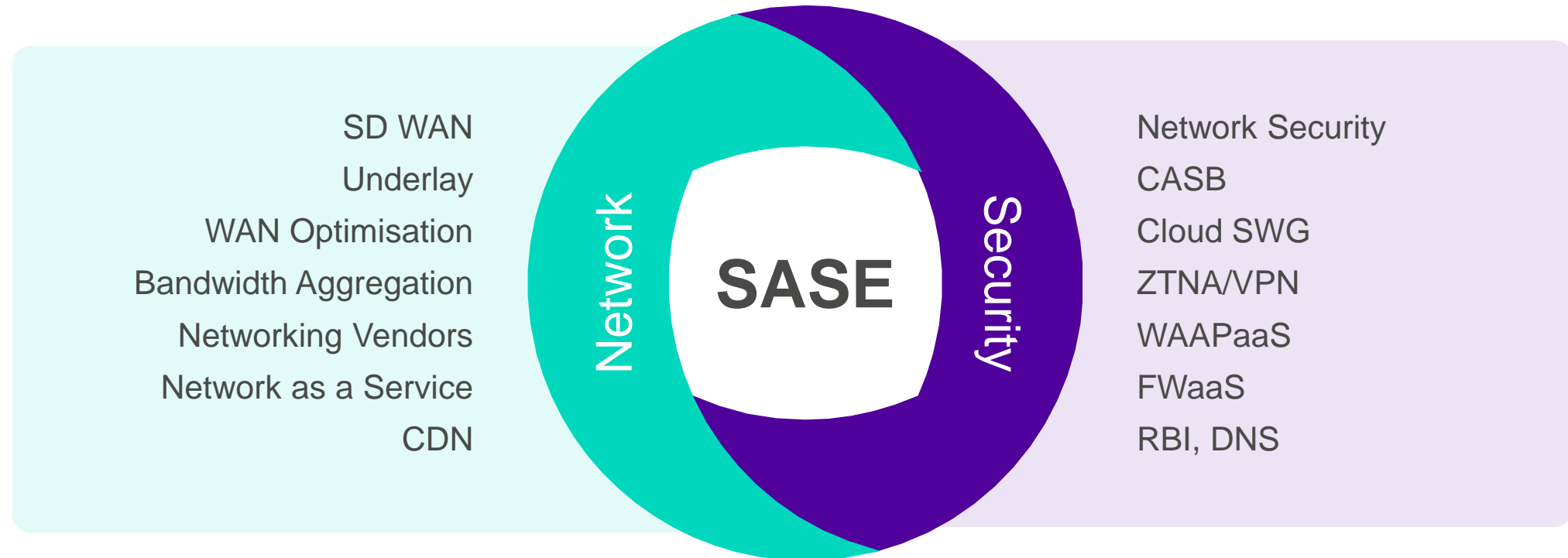
Users are connecting from everywhere: Hybrid working is leading to employees working from the office and home.

Need for enhanced Security i.e. SASE: With a cloud-based infrastructure, and a hybrid workforce, the perimeter is no longer fixed.



What is the SASE Service Framework?

- Connects and Protects Users, Devices, and Apps



Secure

The framework includes a variety of enhanced modern security controls



Access

The framework is based on SD WAN network access



Service

The model is as-a-Service (XaaS) so it is scalable, on demand and often per-user-per-month pricing



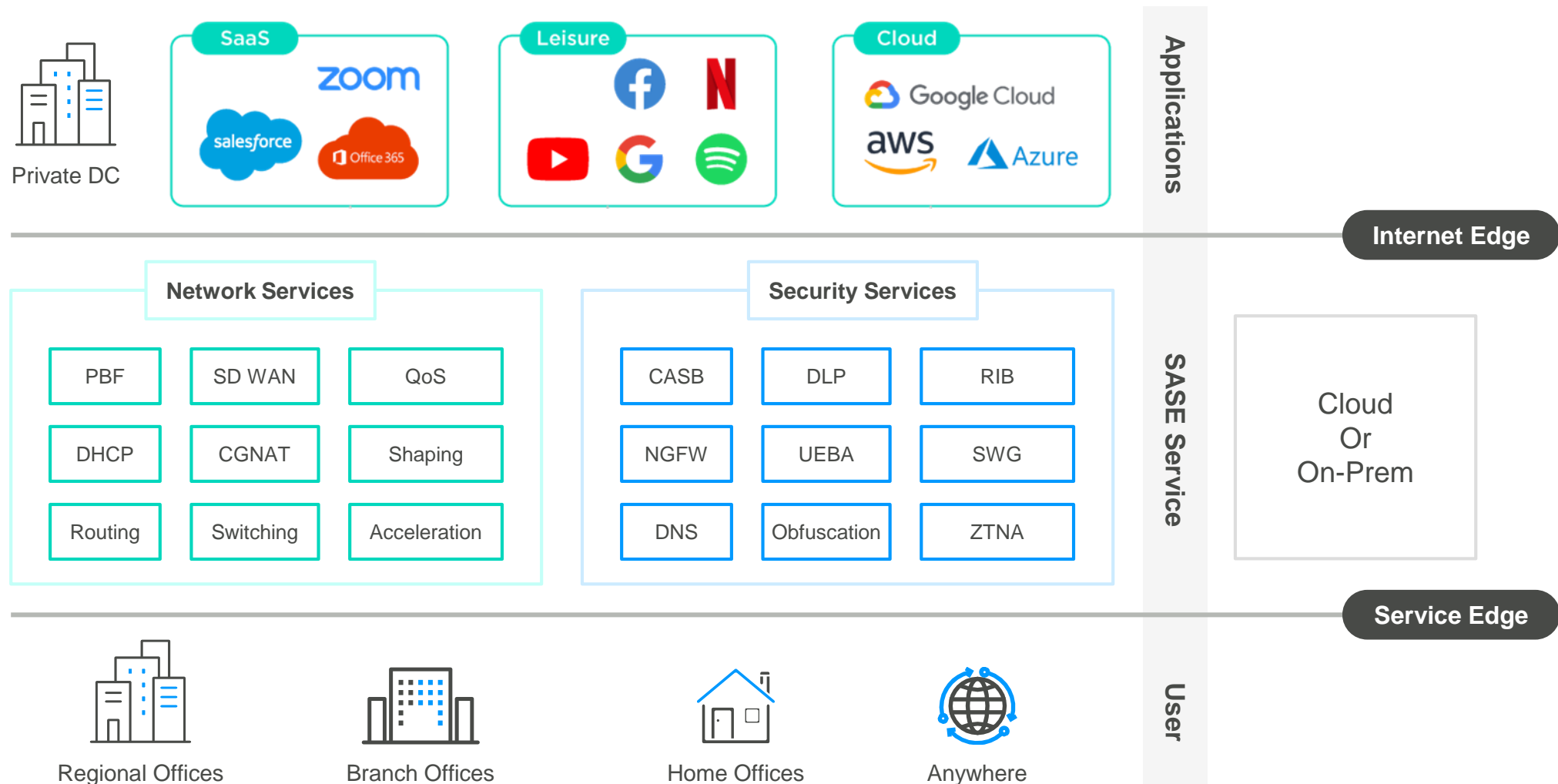
Edge

The services are delivered directly to the connection rather than at the DC or branch

SASE is a cloud architecture model that combines networking and security into a single service

How does SASE framework apply to Network?

The Convergence of Networking and Security via the Cloud, On-Premises, or a Blended Combination of Both



Colt SASE Framework



Self-service SD WAN Portal

Colt SASE



SASE Client



SASE Gateway



Firewall as a Service



Cloud Access Security Broker



Zero Trust Network Access

Colt SD WAN



Analytics



Security



WAN Optimization



Dynamic Path Selection



Multi-Cloud

Any Transport



MPLS



xDSL



Internet



3G



4G/LTE/5G

Any Location



Branch



Edge/uCPE



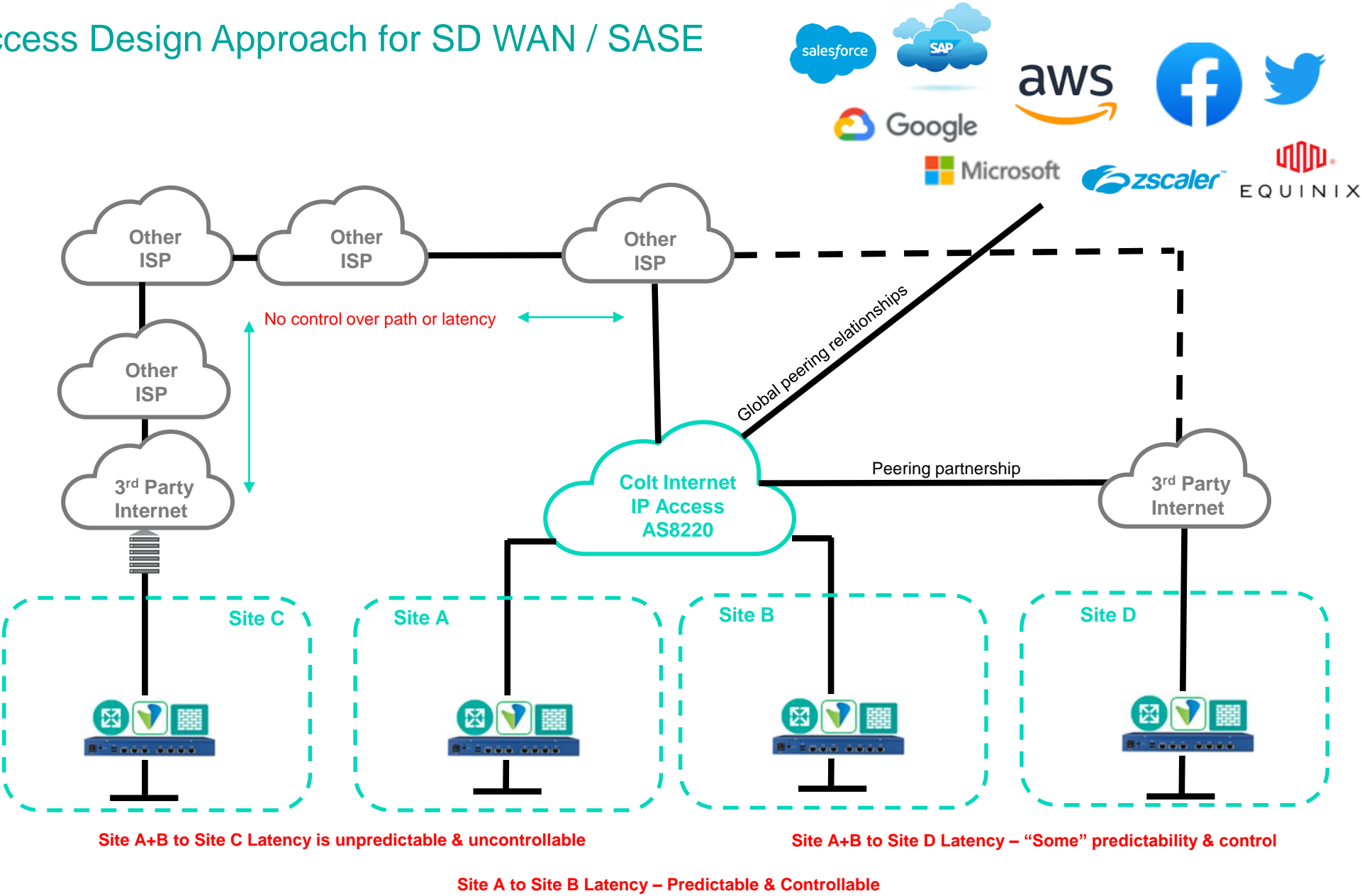
Cloud



Your Journey to SASE

Jay Patel
Director Sales Engineering, Colt
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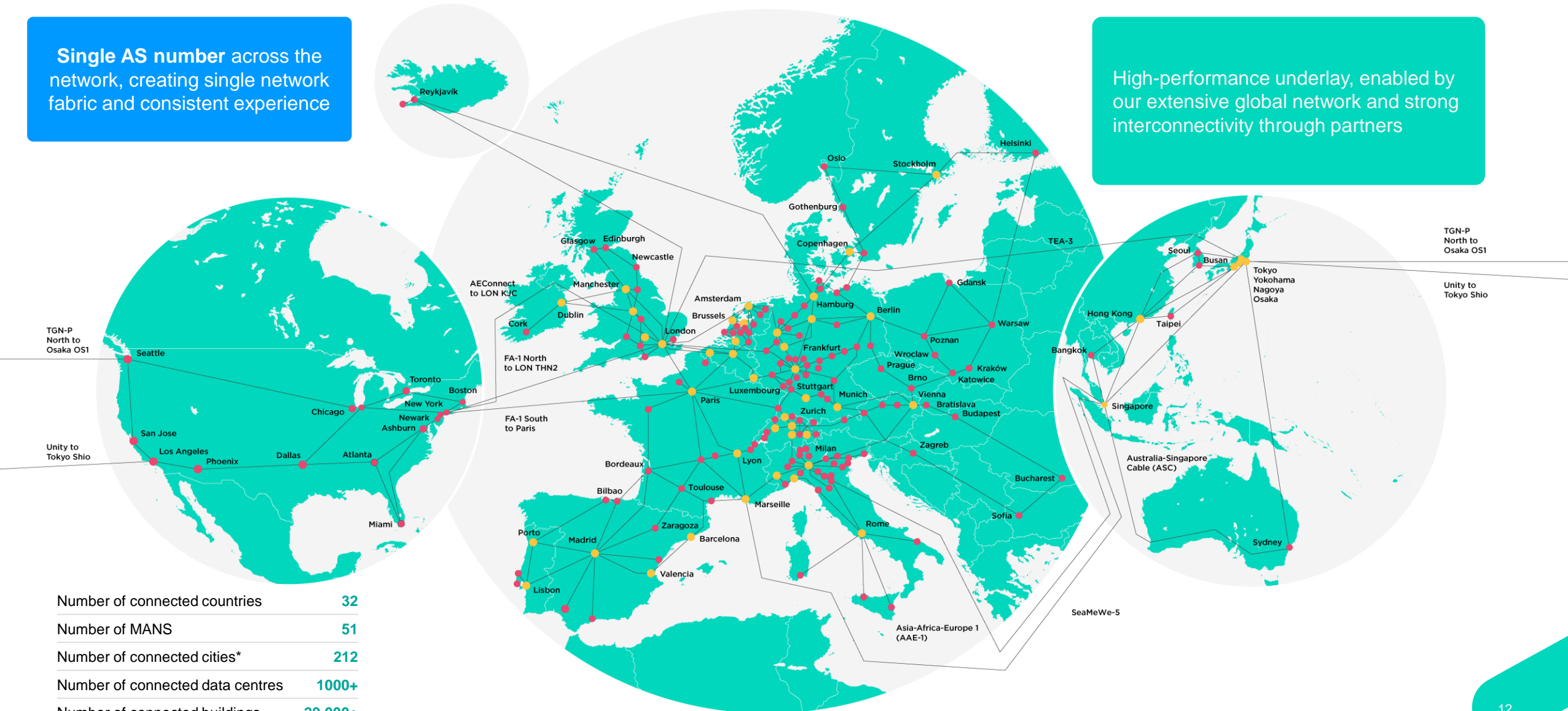
Internet Access Design Approach for SD WAN / SASE



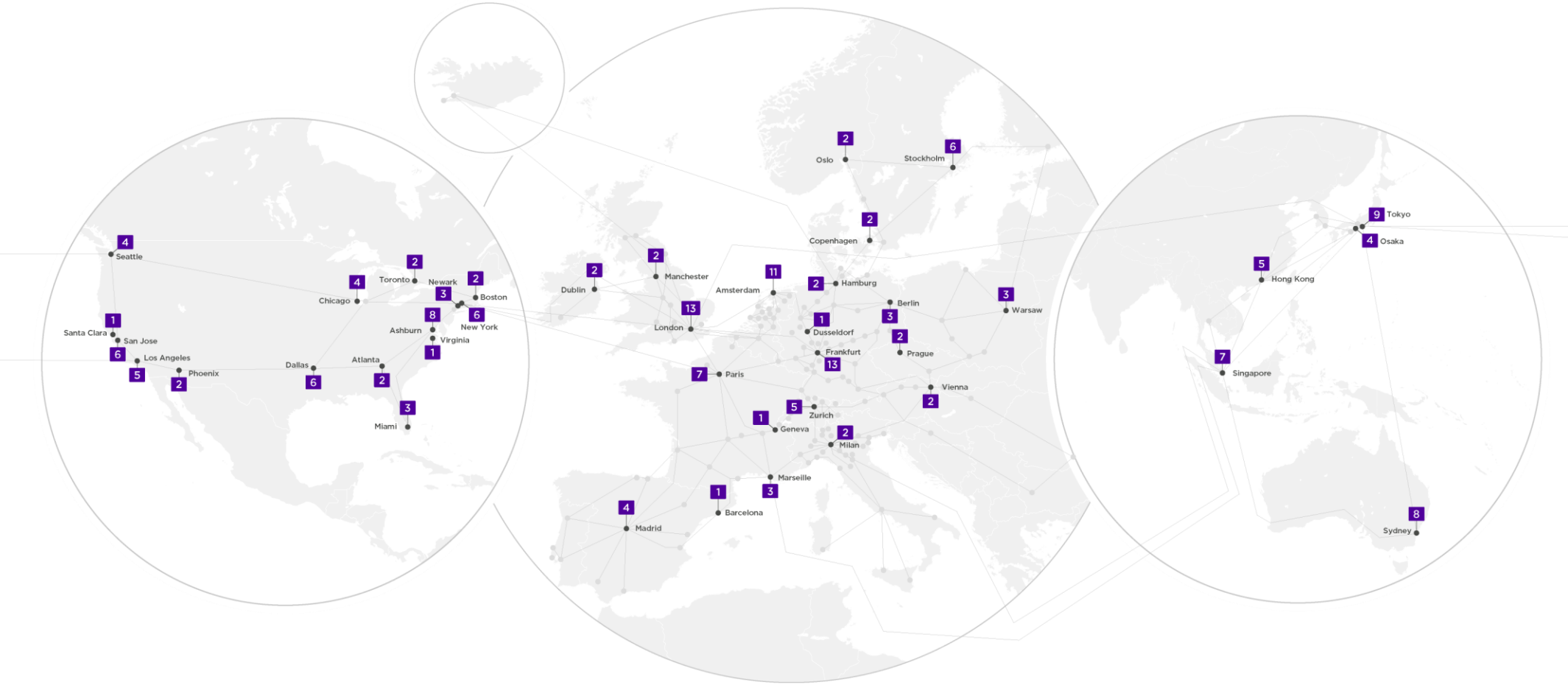
Our network: delivering optimised underlay connectivity

Single AS number across the network, creating single network fabric and consistent experience

High-performance underlay, enabled by our extensive global network and strong interconnectivity through partners



Strong cloud connectivity is key (225+ connected Cloud PoP's worldwide)



52 PoP's



35 PoP's



68 PoP's



42 PoP's



20 PoP's



2 PoP's



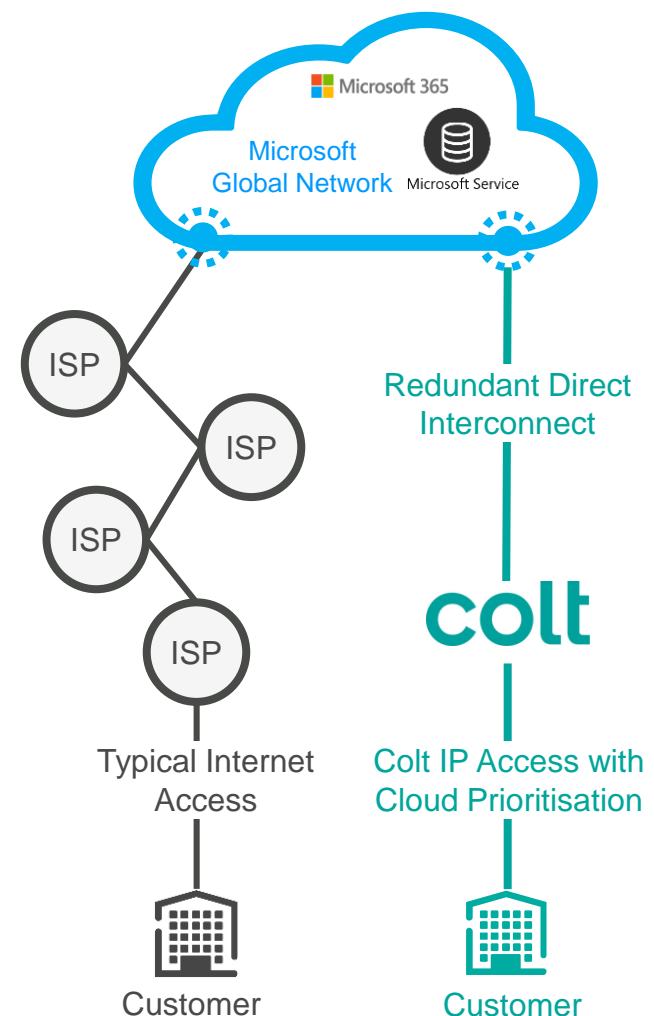
3 PoP's



Alibaba Cloud

6 PoPs

Colt IP Access Cloud Prioritisation – Overview



	Typical Internet Access	IP Access with Cloud Prioritisation
Number of AS hops	Unknown	1 hop
Routing	Non Deterministic (Hot Potato Routing)	Deterministic (Cold Potato Routing)
Latency & Jitter	High & Non Deterministic	Low & Deterministic
Latency SLA	No	Yes
QoS	No	Yes


What is Cloud Prioritisation?


- Cloud Prioritisation is a new add-on to Colt IP Access
- Ensures best quality of service for Microsoft services using the public Internet (Microsoft 365)
- WorkS in conjunction with MS Azure Peering Service to be launched by Microsoft in Nov 2019


Cloud Prioritisation feature offers...


- Reliable performance for mission critical applications
- Specific SLA for Round Trip Delay to next Microsoft peering point
- Redundant direct interconnect with Microsoft, optimized routing: Shortest network path to Microsoft network edge
- Prioritisation of Microsoft Traffic on CPE / PE


Solution Overview



52 PoP's



35 PoP's



68 PoP's

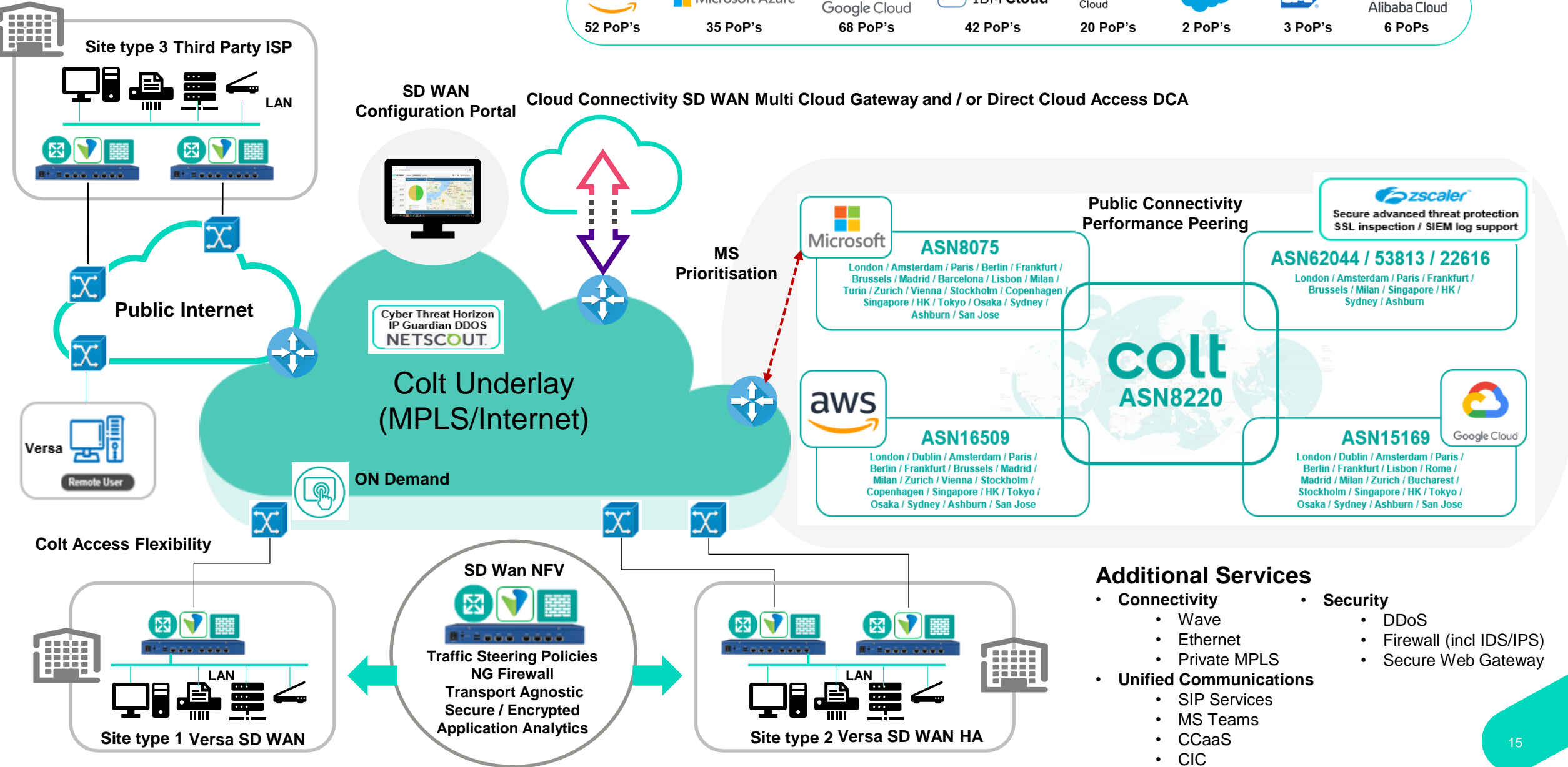

42 PoP's


20 PoP's


2 PoP's


3 PoP's


6 PoPs



Additional Services

- **Connectivity**
 - Wave
 - Ethernet
 - Private MPLS
- **Unified Communications**
 - SIP Services
 - MS Teams
 - CCaaS
 - CIC
- **Security**
 - DDoS
 - Firewall (incl IDS/IPS)
 - Secure Web Gateway

Customer Success Story

The Solution

The Result

Customer
Global Software Company

Industry
Enterprise Software
Accounting
Payroll
HR

Product and Services
Colt SD WAN Services
Project Management
Service Management
TRC+

Locations
Initial rollout to sites in France,
UK and IE

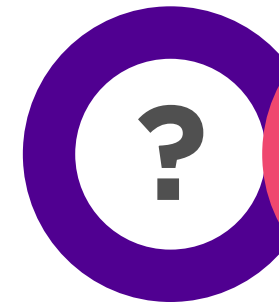
- Managed Versa SD-WAN
- Fully diverse solution (Dual links & CPE's)
- Phased approach to supporting full global SD WAN rollout
- Multiple sites with large 1Gb+ connections
- Project Management
- Service Management & TRC+

- Fully diverse solution (Dual links & CPE's)
- Global Secure SD WAN solution
- Advance reporting and application visibility
- SASE ready solution



Requirements

- Standardise global network experience
- Consolidate and optimize global vendor landscape
- Agile and flexible network infrastructure with ability to respond to changing business dynamics
- Internet as an underlay transport
- Application aware routing and analytics
- Integrated Security and SASE functionality



Why Colt?

- Disruptor mindset!
- Open and constructive technical discussions, IWS approach
- Created a collaborative partnership value
- Collective expert resource to support the engagement
- Security and Proactive Management focus
- Demonstration lab sessions
- Global reach & service capabilities
- Innovative commercial proposition
- Worked as a team and won together



Digital Transformation – Change is the new normal

We bring everyone around one table: together with your IT and business responsables, our specialists from planning and sales discuss how you can implement the right technologies in a constantly changing environment and use them for the benefit of you and your customers.

Colt Innovation Workshop – in brief

Who



In order to achieve maximum efficiency, the required participants are determined in advance. We recommend to bring the responsible persons from your departments together.

How



The 2-3 hour Discovery Workshop takes place by individual arrangement either on your premises or at one of our branches.

What




Together we discuss your business needs and current challenges. Our experts indicate possible solutions that can be implemented in a timely manner.

Why does Colt run Innovation Workshops

We would be pleased to invite you to an **Innovation Workshop** in order to:-

- get to know and support you as a **Colt customer** in the best possible way;
- align ourselves with **your business needs**;
- work with you to identify the **right solutions** for your short, medium and **long-term business success**.

The word "colt" in a teal, lowercase, sans-serif font.

colt

The text "Versa SASE" in a teal, sans-serif font, with "Versa" and "SASE" on the same line.

Versa SASE

The contact information for Richard Jones, including his name, title, and email address.

Richard Jones
Enterprise Sales Director – Northern EMEA, Versa
Richard@versa-networks.com



Founded in 2012, Silicon Valley

Cisco and Juniper Executives

Strategic Focus; Network, Security, SASE



500+ Employees

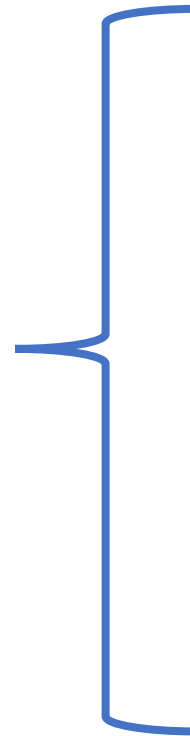
5000+ Customers

200,000+ Branches



DEPLOYED BY THOUSANDS OF ENTERPRISES





Industry Leading SD-WAN

+

Next Generation Firewall with
Unified Threat Management

+

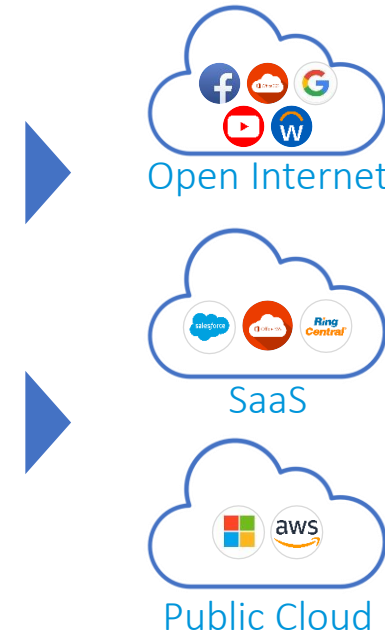
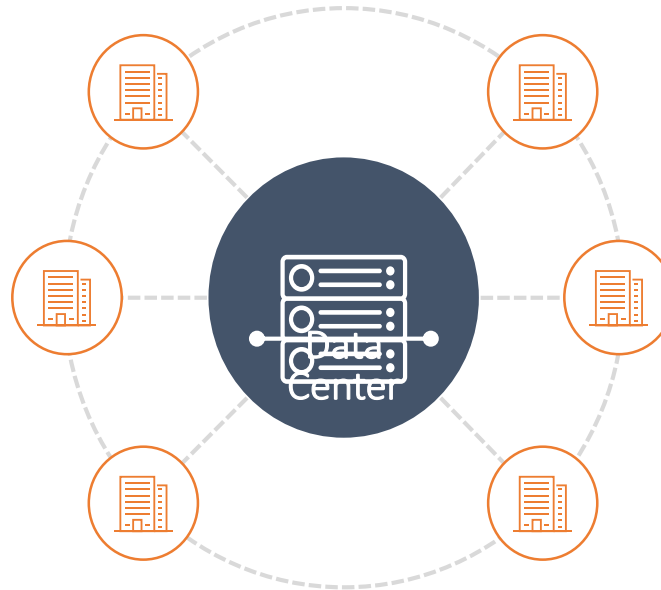
Advanced Routing

Versa unifies SD-WAN and Security.

Business Digital Transformation

Anywhere & anytime access to applications and services

- Users need access to business applications from anywhere
- Excellent user experience is important for a productive and distributed workforce



- Applications are moving to multi-cloud
- Network and security vulnerabilities are expanding

Site to Data Center

Client to Multi-Cloud



VERSA SECURE SDWAN

Advanced Secure SD-WAN to the branch office

VERSA SECURE ACCESS

Zero Trust Network Access VPN for Work-from-Anywhere

VERSA SECURE WEB GATEWAY

Secure web browsing and internet application access for Work-from-Anywhere

- ID Management
- NGFW and Malware Detection
- Proxy

Advanced Security On-premises and Cloud-Delivered



Heavy Branch, Light Cloud

Power branches, HQ, Security heavy



Medium Branch, Medium Cloud

Bank café, warehouses, med-large branch



Heavy Cloud, Light Branch

Work-from-Anywhere, home offices, kiosks



Industry awards & recognition



Gartner®

Versa scores the **highest** in latest
Gartner SASE report of 56 companies

Versa SASE Wins 2021 **BIG Innovation Award** from
the **Business Intelligence Group** for Technology



Versa SASE is the winner of the
Network Security awards category of
the **CyberSecured Awards 2020**

Versa Secure SD-WAN named winner of the **2020**
Communications Solutions Product of the Year award



CRN®

Versa named one of the **top 25 hottest** Edge Software
companies for all of 2020!



Key takeaways

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Senior Product Specialist, Colt
Khalid.Mahmood@colt.net

What are the points to keep in mind?

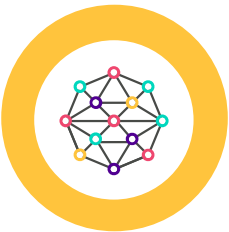
Setting yourself up for success



Define your security and business objectives at the outset - to avoid failure and disappointment



Choosing a partner with the right blend of experience, credibility and commitment to help you succeed in your journey



Connectivity is key - Use SD WAN as your SASE starting point and give equal priority and consideration to your connectivity and security requirements

Things to avoid:



Short-term fixes: Plan for today and tomorrow and avoid short-term solutions.



Piecemeal approach to security: Not all SASE solutions are equal. Focus on a fully integrated solution that is scalable, cost-effective and offers a comprehensive feature-set to meet your future requirements.



Poor planning: Modernisation of your network is transformative and requires a clear business strategy, understanding of your current environment, and an implementation strategy tailored for your unique needs.

Why Colt as your partner for SD WAN and SASE?



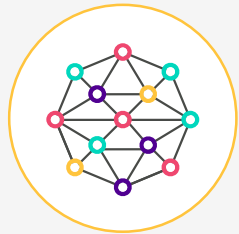
Consultative approach with experienced global team (delivering SD WAN since 2016)



Complementary portfolio, i.e. underlay, UC, security, Professional Services



Geographic footprint with strong interconnections with global ISPs



Single fabric for network underlay, single AS number



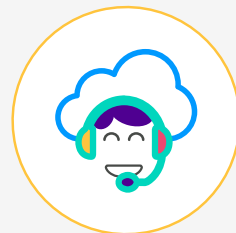
Leading number of cloud PoPs with key CSPs, strong direct peering strategy



Strong partnerships with SD WAN and SASE leaders Versa and VMWare



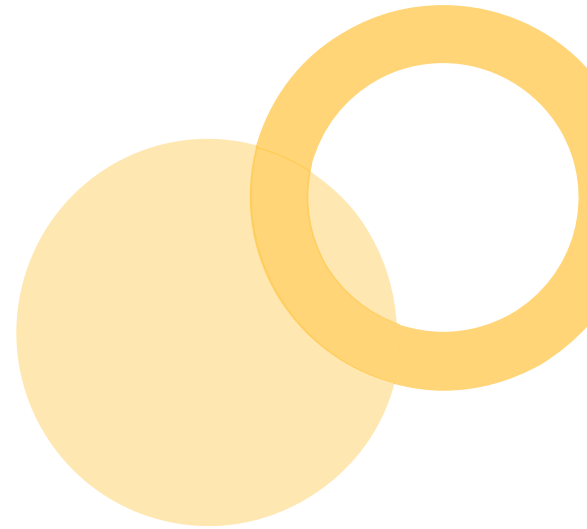
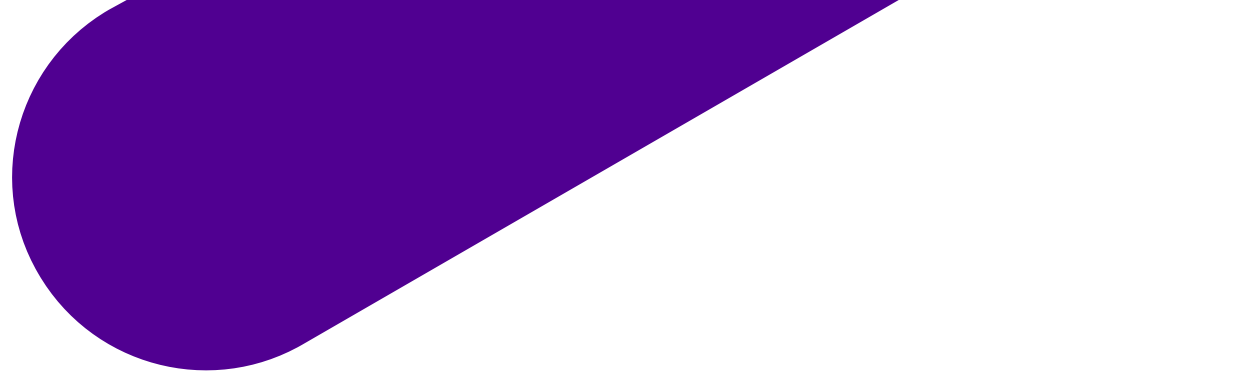
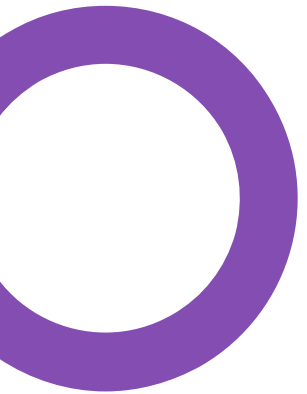
Award-winning solution, highly rated by analysts



Customer service at our core – industry-leading NPS score

colt

Q&A



Next steps

Our mission is to be the most customer – oriented business in the industry. The customer is at the forefront of **Colt Innovation Workshops**, led by Colt Sales Engineers.

We offer an open discussion between your Leadership team and our Sales Engineers, to share thoughts about technology evolution and the way it impacts your business.

Contact sales@colt.net to book one!



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Thank you

