



# SASE Adoption: Avoid the Pitfalls Many Companies Face

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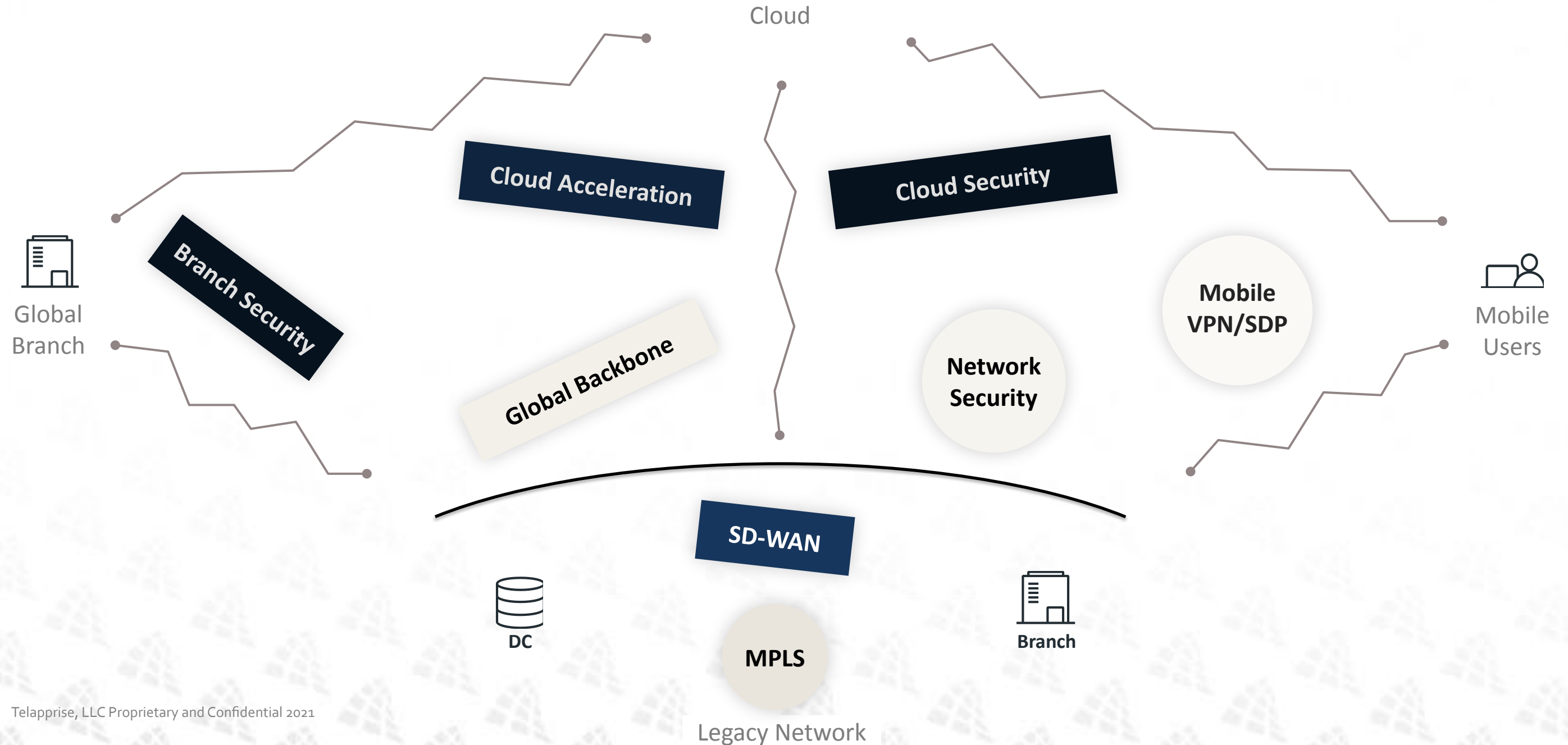
Head of Strategic Engineering  
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**MARK PEAY**

Channel Director, West Region  
Cato Networks

# Networking and security complexity is exploding with point solutions

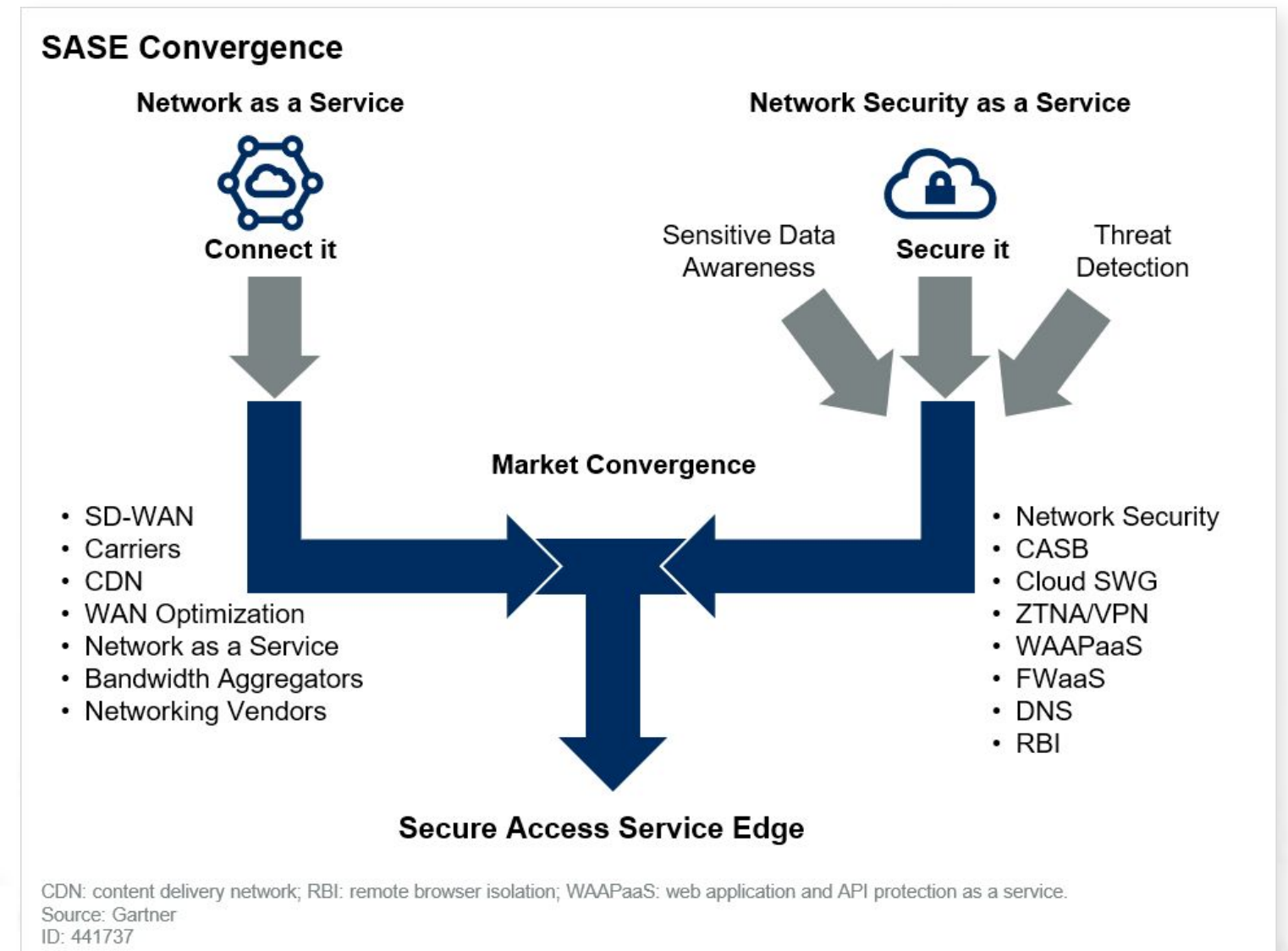


# The Emergence of Convergence With the Secure Access Service Edge (SASE)

*“Customer demands for simplicity, scalability, flexibility, low latency and pervasive security force convergence of the WAN edge and network security markets”.*

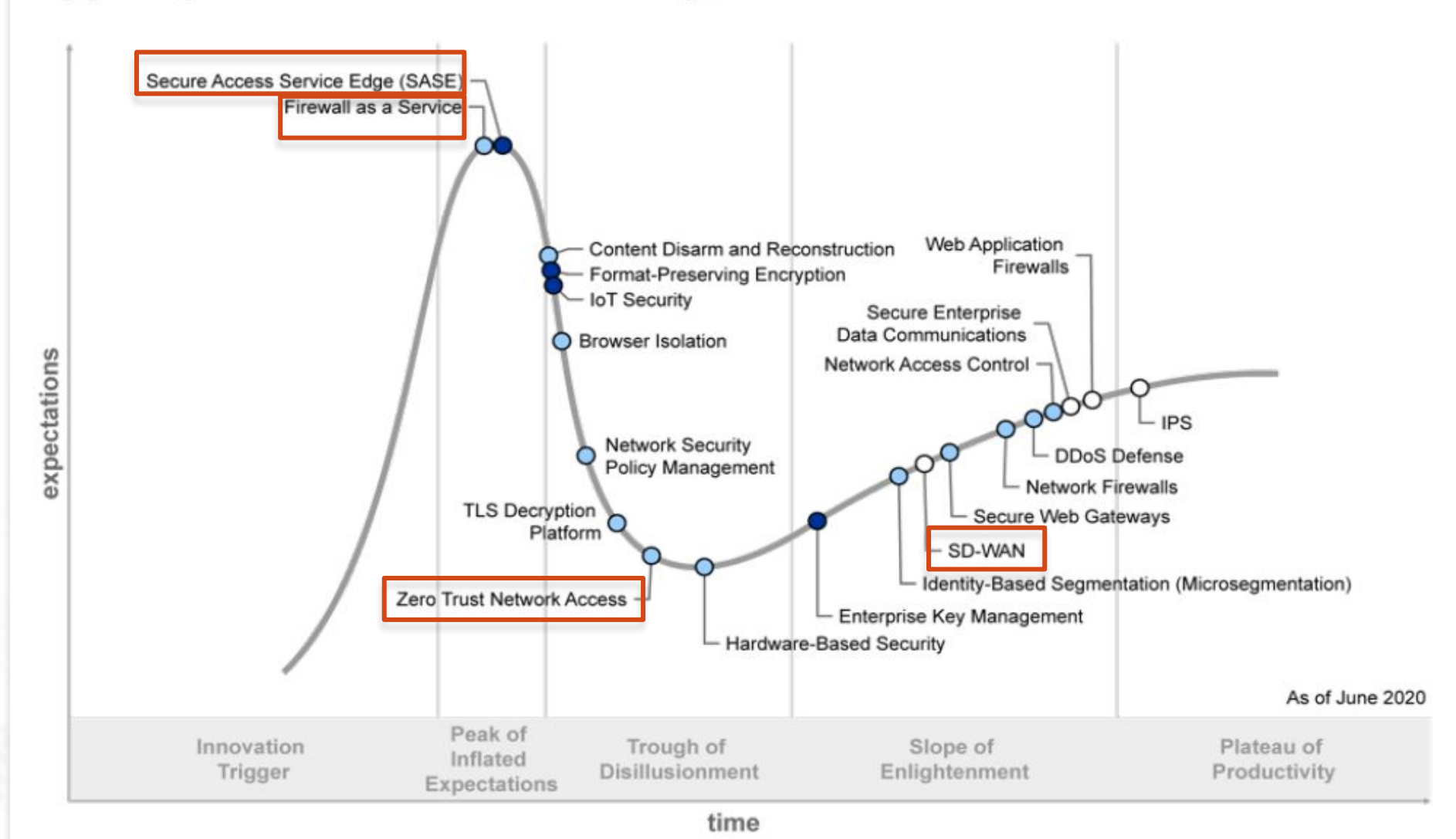
**Gartner**

Market Trends: How to Win as WAN Edge and Security Converge Into the Secure Access Service Edge, 2019



# Market Leadership: Gartner Hype Cycle for Network Security (June 2020)

Hype Cycle for Network Security, 2020



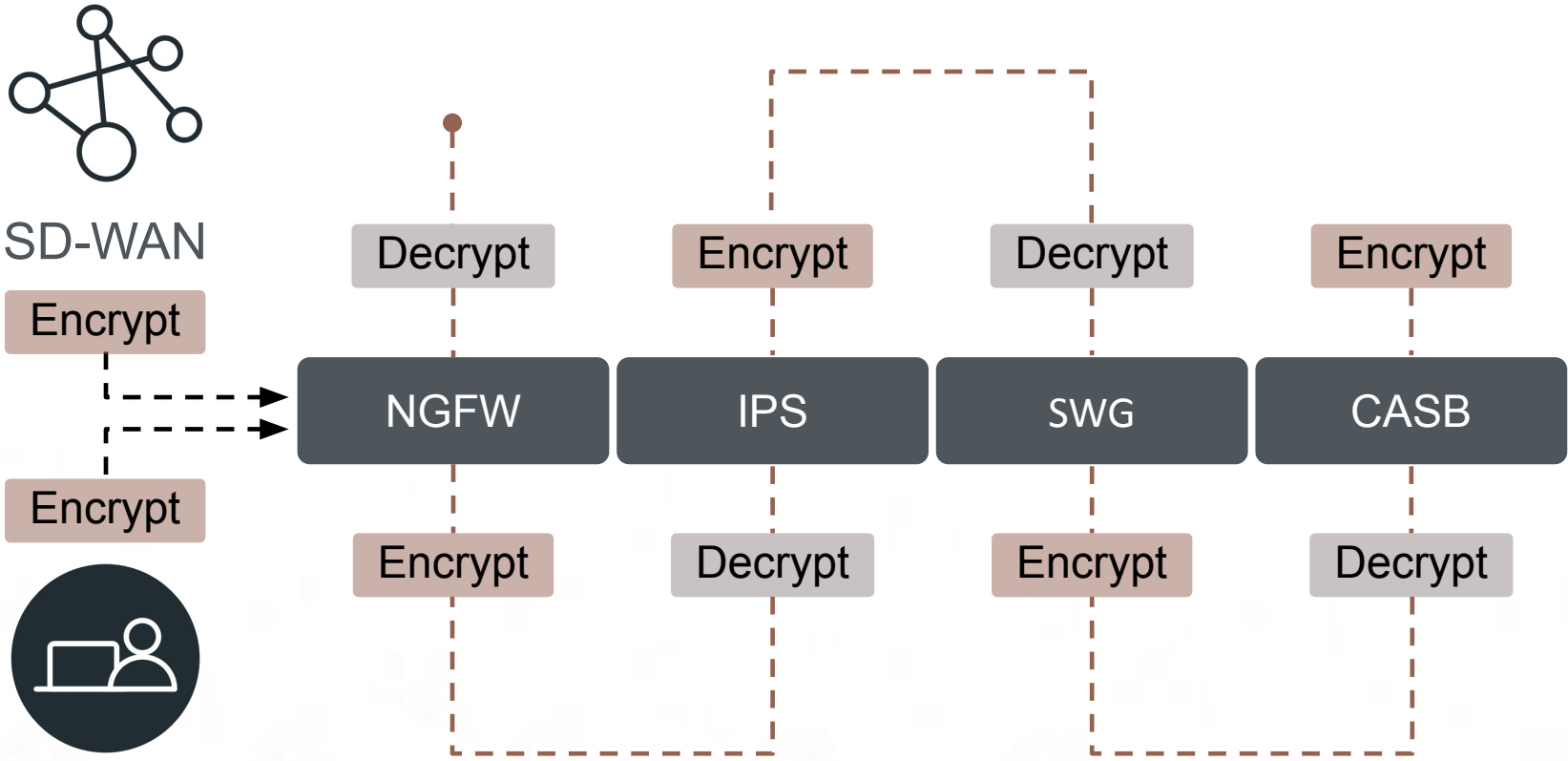
Cato is the only vendor that covers all 4 SASE related categories with a single architecture, platform, and management

# SASE 101

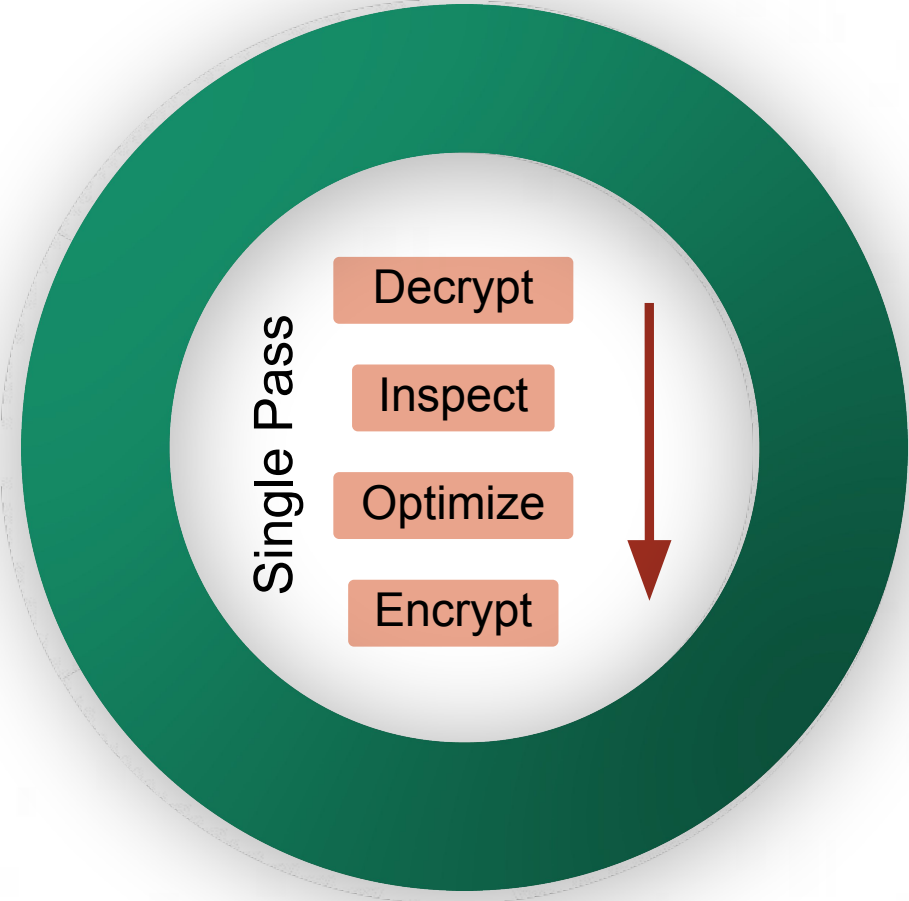
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# SASE Requirement #1: Converged

## Multi-pass vs. Single-pass Architecture



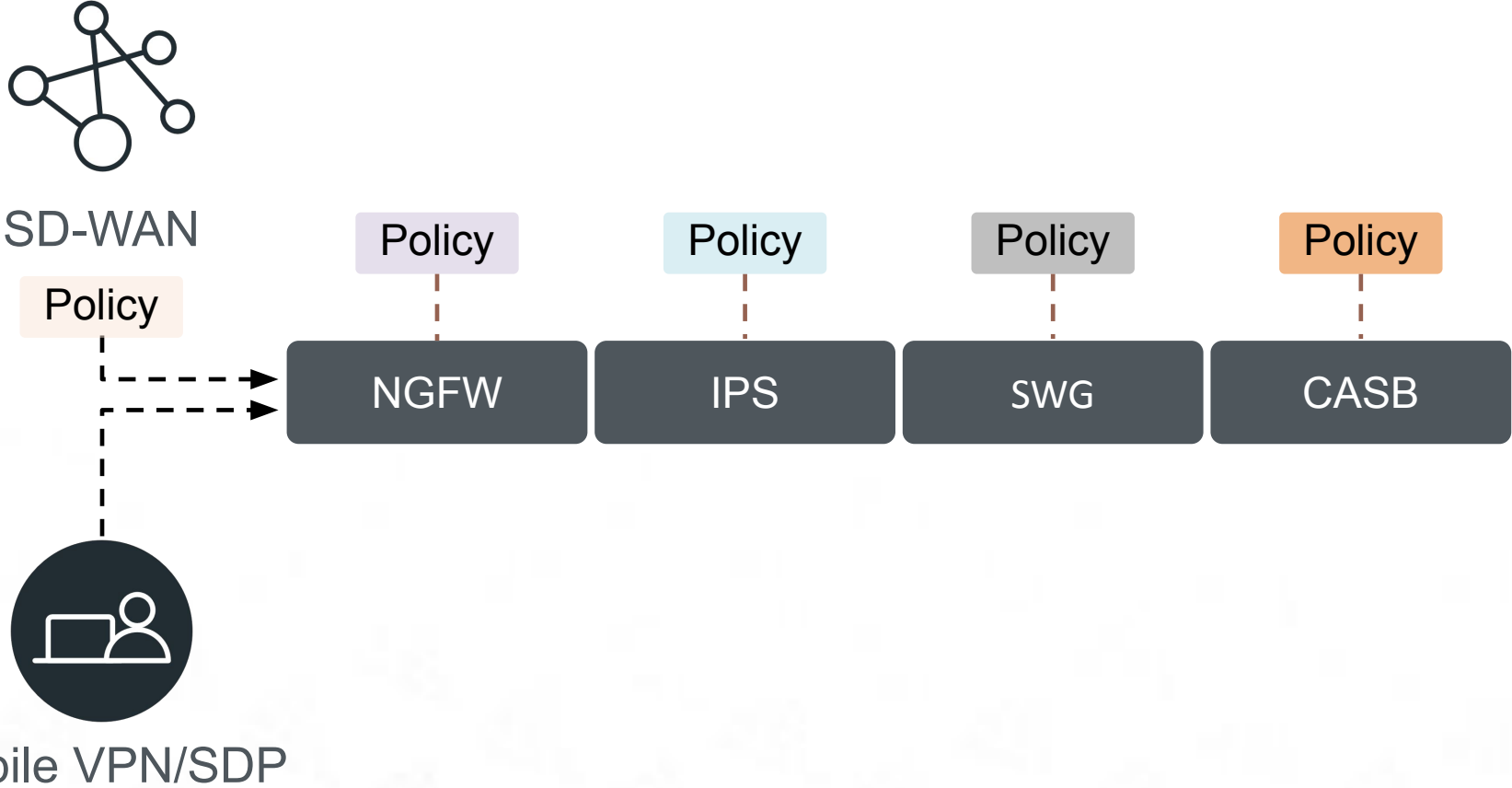
**Point Solutions Architecture**  
**Multiple Passes**  
Decrypt/Process/Encrypt  
Per Packet



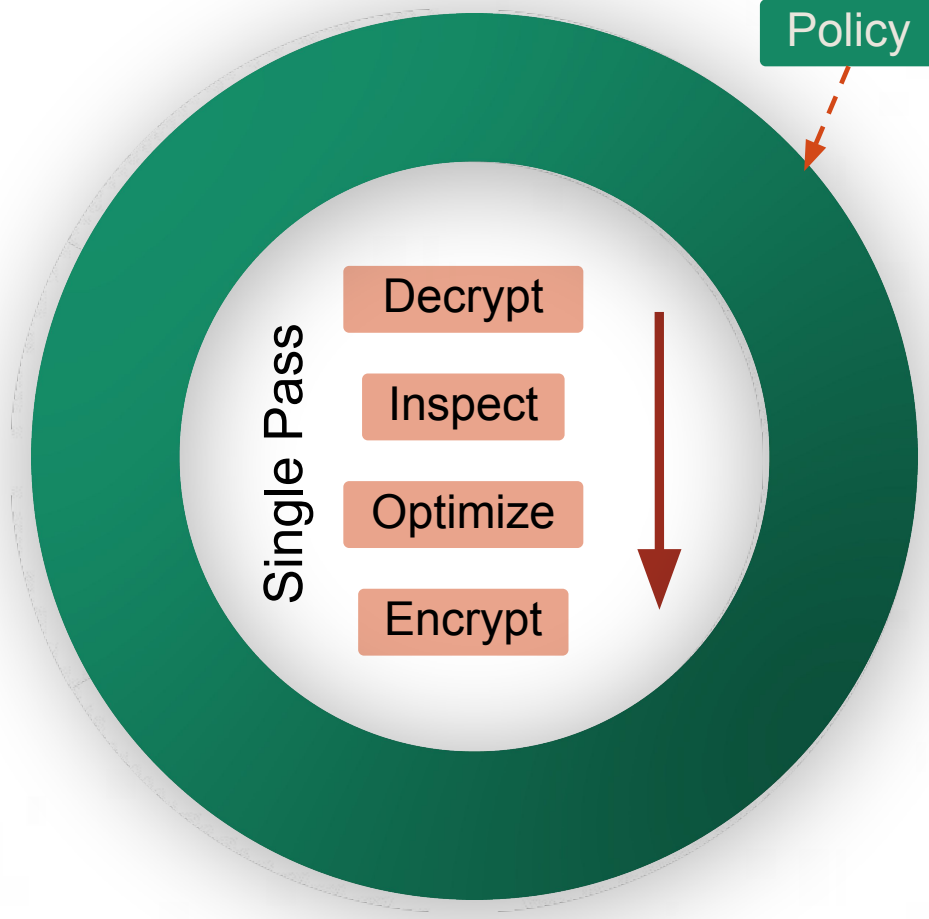
**Converged Architecture**  
**Single Pass**  
Decrypt/Process/Encrypt  
Per Packet

# SASE Requirement #1: Converged

## Multiple Policies vs. One Policy



**Point Solutions Architecture  
Multiple Policies**

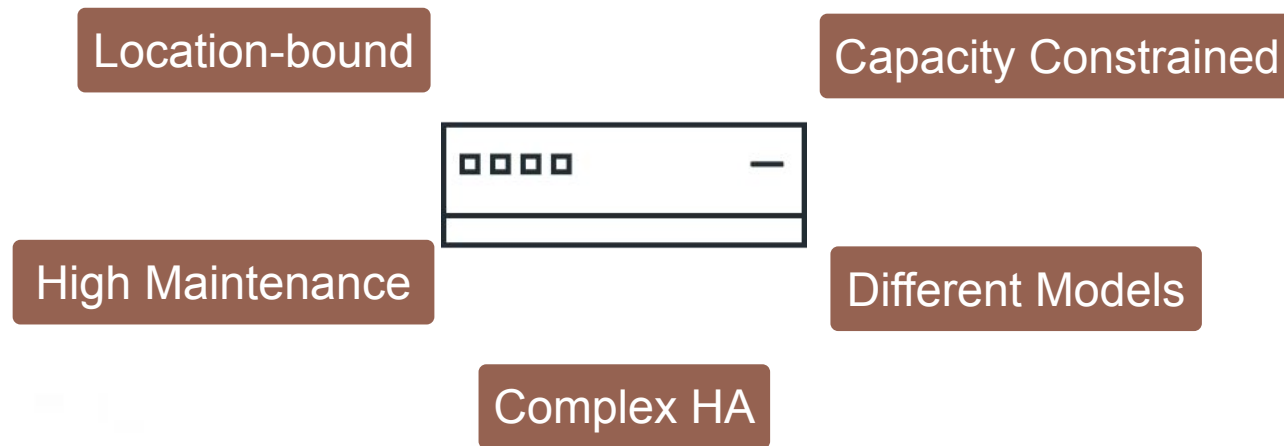


**Converged Architecture  
Single Policy**

# SASE Requirement #2: Cloud-Native



## Appliance



## SASE Cloud



“ While the list of individual capabilities continues to evolve... **servicing those [SASE] capabilities from the cloud edge is non-negotiable and fundamental to SASE**”

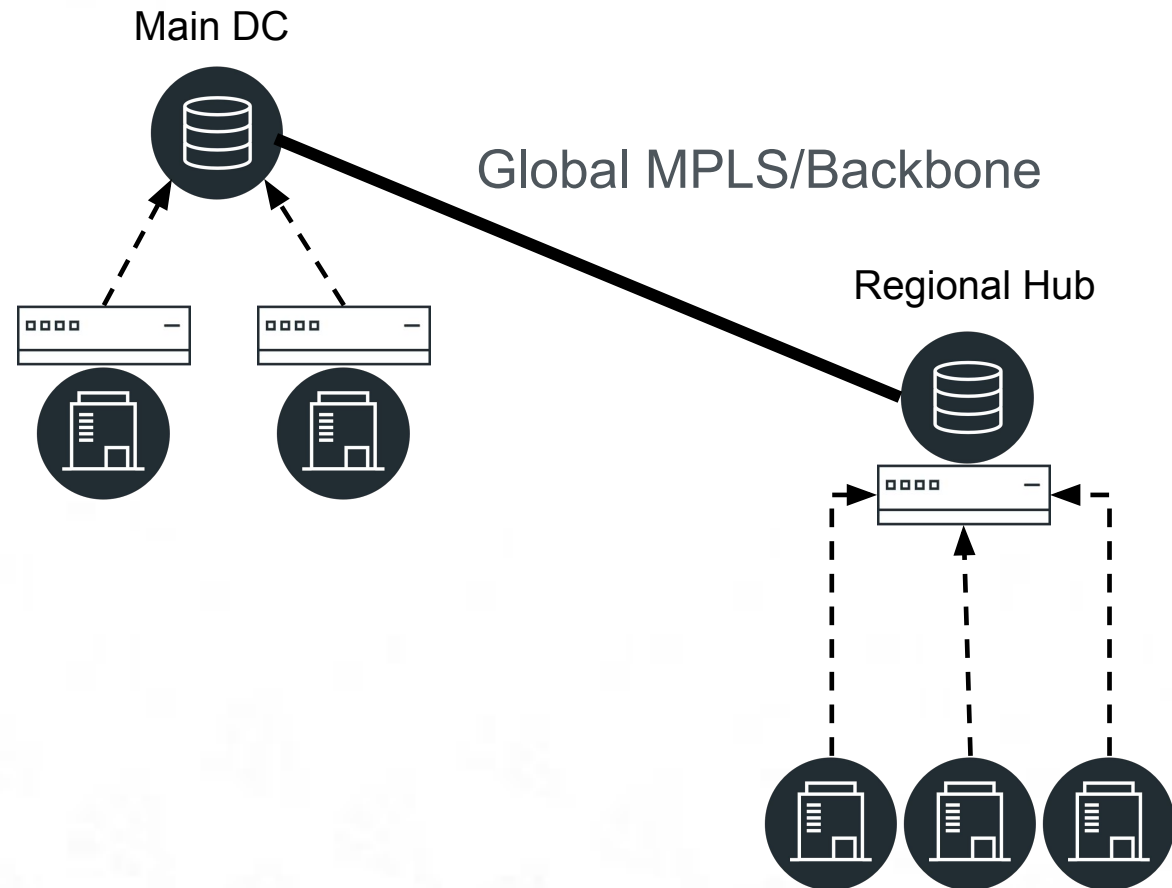


Emerging Technologies and Trends Impact Radar: Communications 2020 Gartner

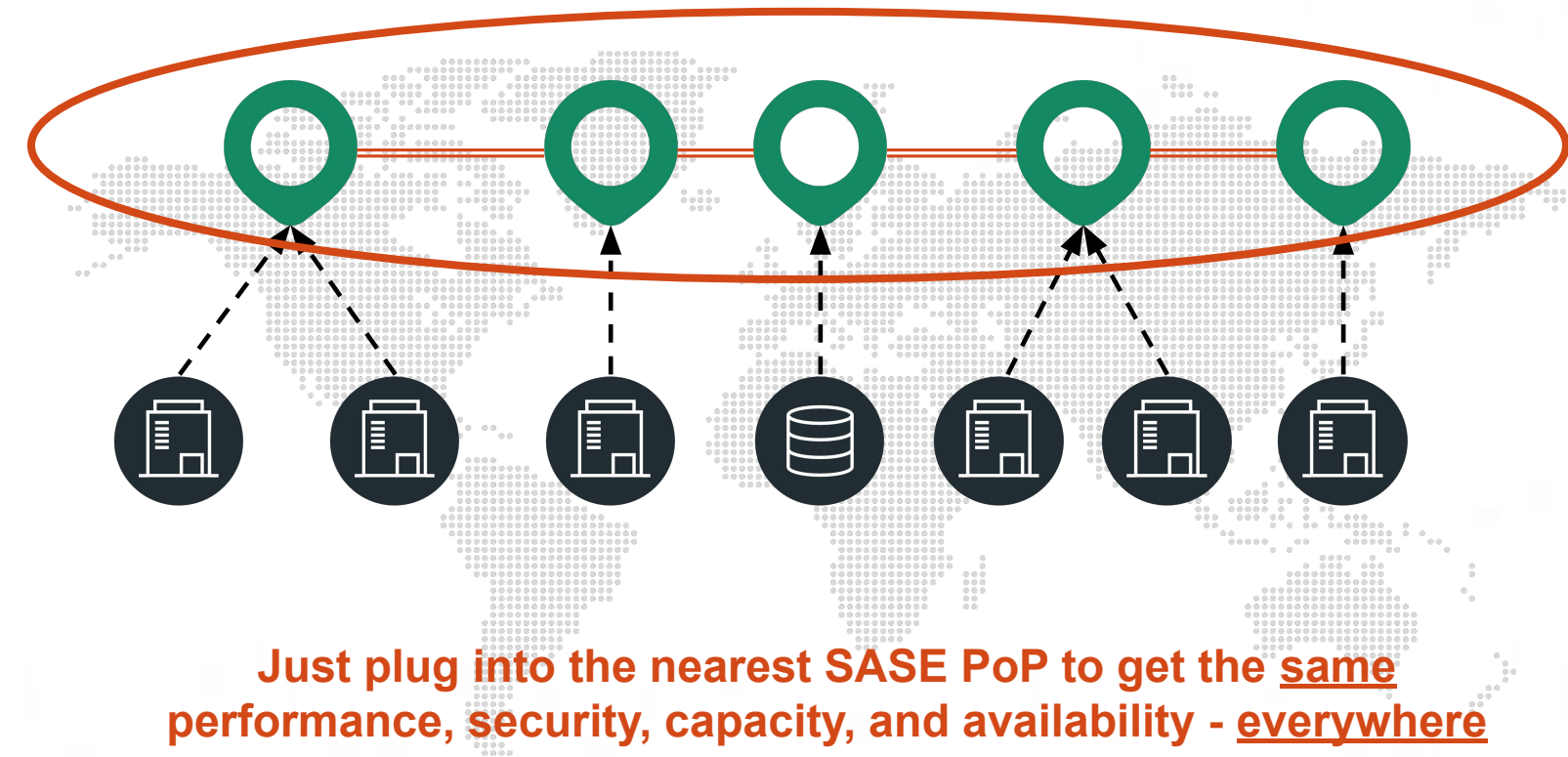


# SASE Requirement #3: Global

## Do It Yourself Multi-Tier Global Network



## Global SASE Service PoPs



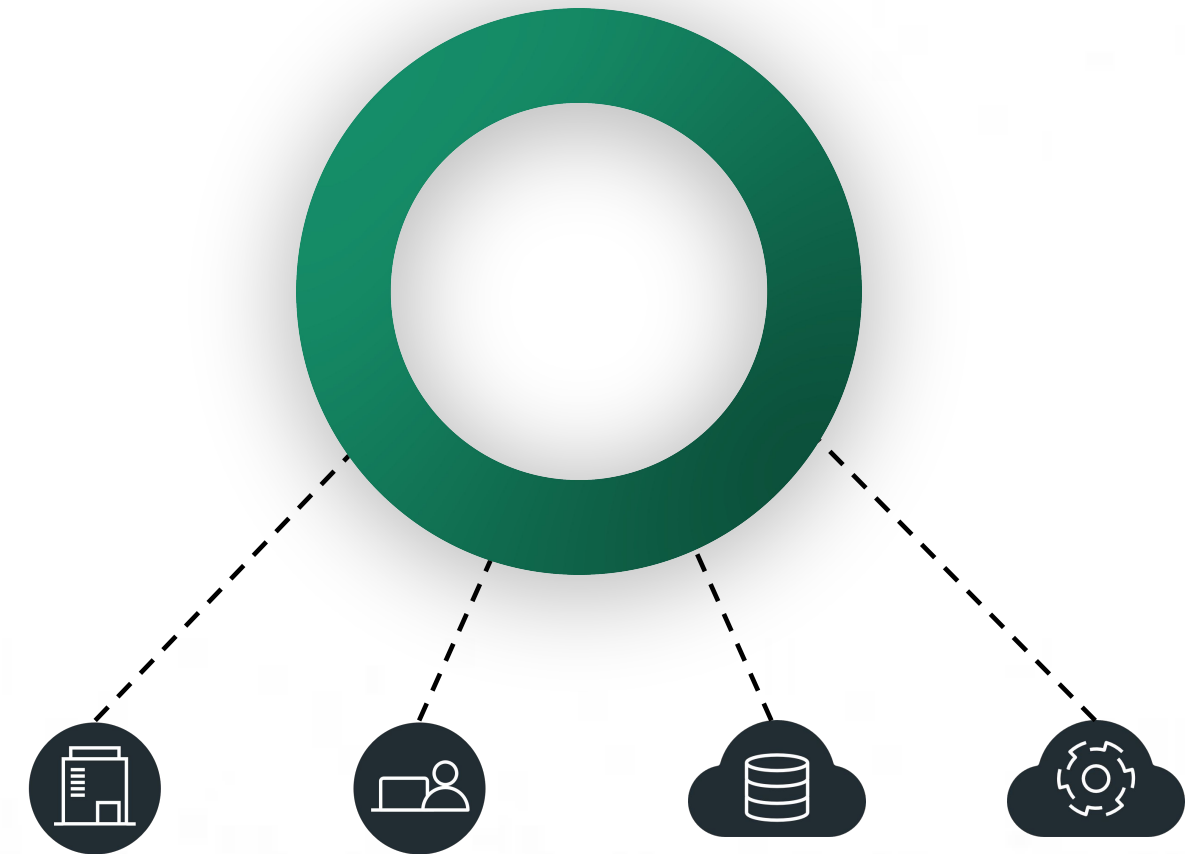
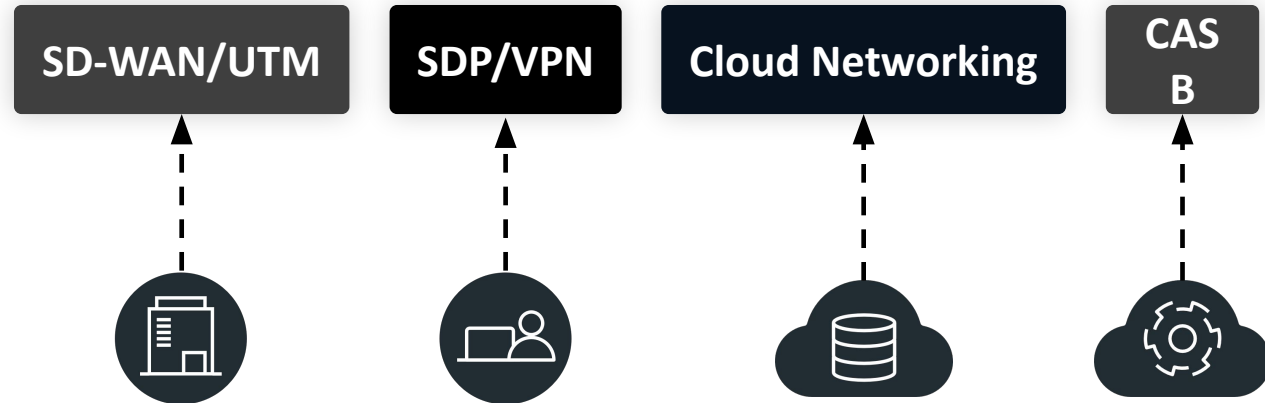
- "It isn't sufficient to offer a SASE service built solely on a public cloud provider's limited number of PoPs."
- "Significant investments in geographically dispersed PoPs will be necessary."

**Gartner**

# SASE Requirement #4: Any Edge

Edge On Ramps into a Common SASE platform

Different solution per edge



**Different Policies, Different HA Design**

**Different Capacity Planning, Complex Troubleshooting**

**Same Policy, Same HA Design**

**No Capacity Planning, Simplified troubleshooting**

# What isn't SASE?

It is not  
Chaining Point  
Solutions

" This is a case where **software architecture and implementation matters.** [...] **best-of-breed vendors** [...] linking a large number of products via **virtual machine service chaining**, especially when the products come from a **number of acquisitions.**"

Not Converged

It is not  
On-premises Boxes

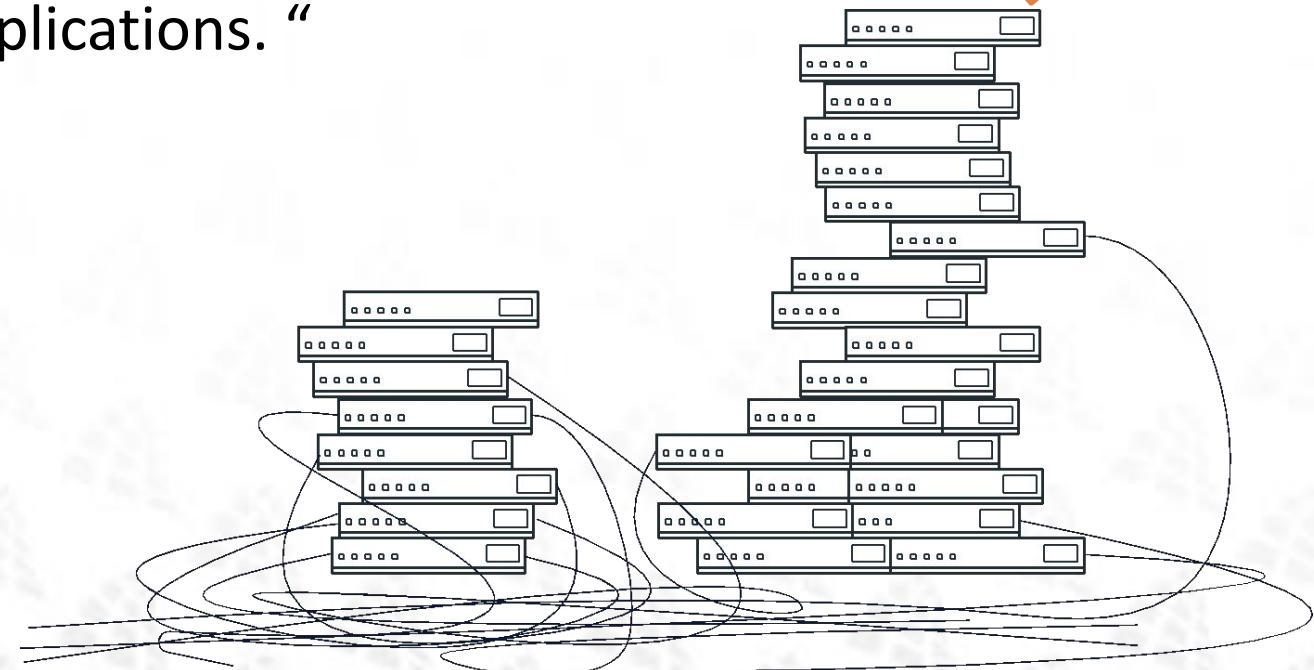
" SASE offerings that rely on an **on-premises box-oriented** delivery model will be **unable to meet the requirements** of an increasing number of mobile workforce and latency sensitive applications. "

Not Cloud  
Not Global

It is not  
A Telco Bundle

" SASE is an **existential threat to [on-premise CPE] strategy** as it will block the ability of telcos to effectively compete with SASE providers.

Not Converged  
Not Cloud



# Cato Cloud = SASE Simplicity



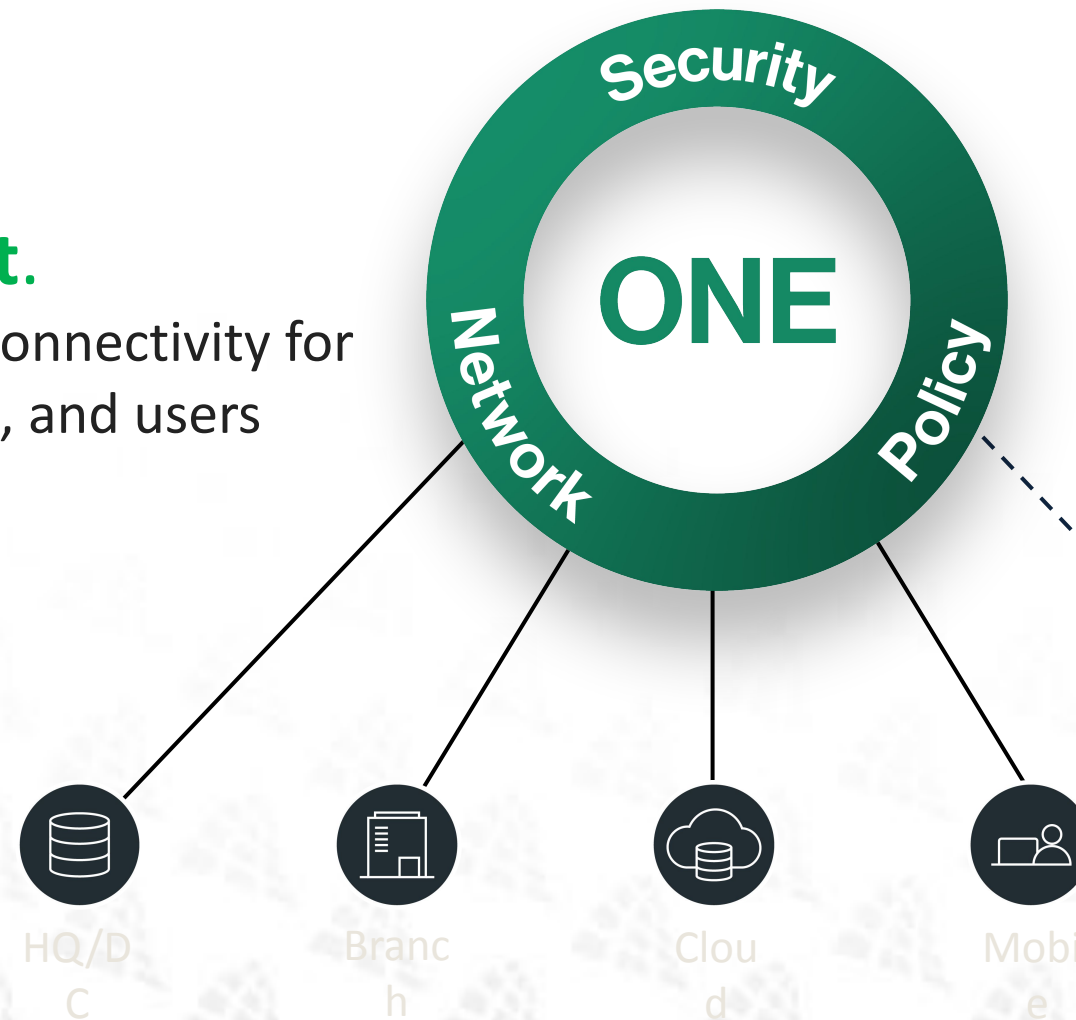
Globally Available . Edge Agnostic . Cloud Native .  
Software-Defined Management

## Secure.

Protect all traffic with built-in security as a service

## Connect.

End-to-end optimized connectivity for all locations, clouds, and users



## Run.

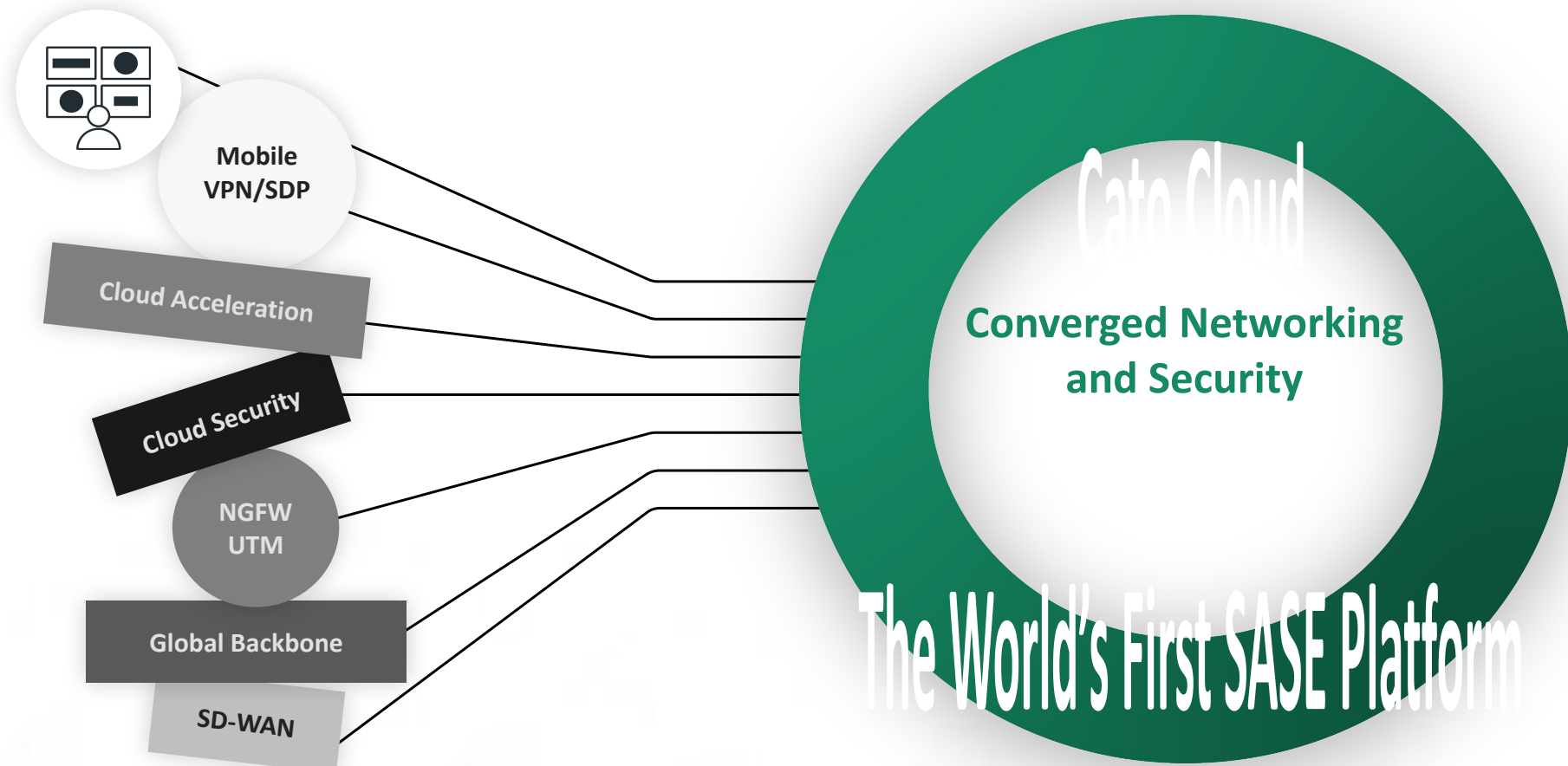
Flexible management including self-service, co-managed, or a fully managed service



# Cato Cloud is the World's First True SASE Platform



Converged. Cloud-native. Global. All Edges.



“ **SASE** services will **converge** a number of disparate network and network security services including SD-WAN, secure web gateway, CASB, SDP, DNS protection and FWaaS”.

**Gartner**

# Cato Cloud Global Private Backbone: 70+ PoPs



**Multi Provider, SLA-backed, Self Healing**



ISO 27001 Certified



SOC2 Approved



GDPR Compliant

# Other 'SASE' solutions (EE)

Some assembly required ...



# SIMPLICITY IS NEEDED, CONVERGENCE IS THE WAY FORWARD



“Before making a final decision, Sixt ran test networks side by side to compare stats and get feedback from users and technical staff.

Key criteria included ease of use, performance and reliability. Sixt tested final vendor contenders against each other and against its existing infrastructure.

**Cato** performed better on all the metrics ... including a 15% improvement in latency across the Atlantic.”

[Korolov](#), 2021





**Any Questions?**

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# Thank You

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