7 Compelling Reasons Why Analysts Recommend SASE

Gartner Introduces SASE in 2019

Let's start at the source. In 2019, Gartner introduced the new market category SASE (short for Secure Access Service Edge and pronounced "sassy"). SASE marked a stark change in the IT networking and network security industry. Rather than speaking to new functions or features, Gartner defined SASE as an evolution of convergence. This meant that network and security point solutions needed to become one seamless solution that converged network and security into a unified platform. SASE converges SD-WAN and a number of network security point solutions (FWaaS, CASB, SWG and ZTNA) with consolidated management, into one, holistic, converged and cloud-native service.

SD-WAN
Carrier
WAN Optimization
Bandwidth Aggregation
Networking Vendors
Network as a Sevice
CDN

Network **SASE** Security

Network Security
CASB
Cloud SWG
ZTNA/VPN
WAAPaaS
FWaaS
RBI
DNS

What Do Leading Industry Analysts Really Think About SASE?

But what do leading industry analysts really think about SASE, its benefits, use cases and long-term enterprise adoption? As you've probably guessed from reading the title, industry analysts have widespread regard for SASE, with Gartner estimating that 60% of enterprises will employ a SASE strategy by 2025. But why? Read the eBook, form your own opinion of SASE based on analyst insights, and decide if SASE is a fit for your enterprise needs.

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1/ Convergence Matters More Than Adding New Features

> **The bottom line is that SASE underlines a larger trend towards consolidating technology tools and integrating them together with cloud architectures."**
>
> Futuriom Cloud Secure Edge and SASE Trend Report ›

IT teams have traditionally employed a Swiss-army knife approach to networking and security, deploying best-of-breed yet isolated point solutions. However, this duct-taped approach only leads to increased complexity, an expanded attack surface, and a decrease in network performance. SASE solves this by focusing on the convergence of networking and security capabilities into one, holistic and cloud-native platform.
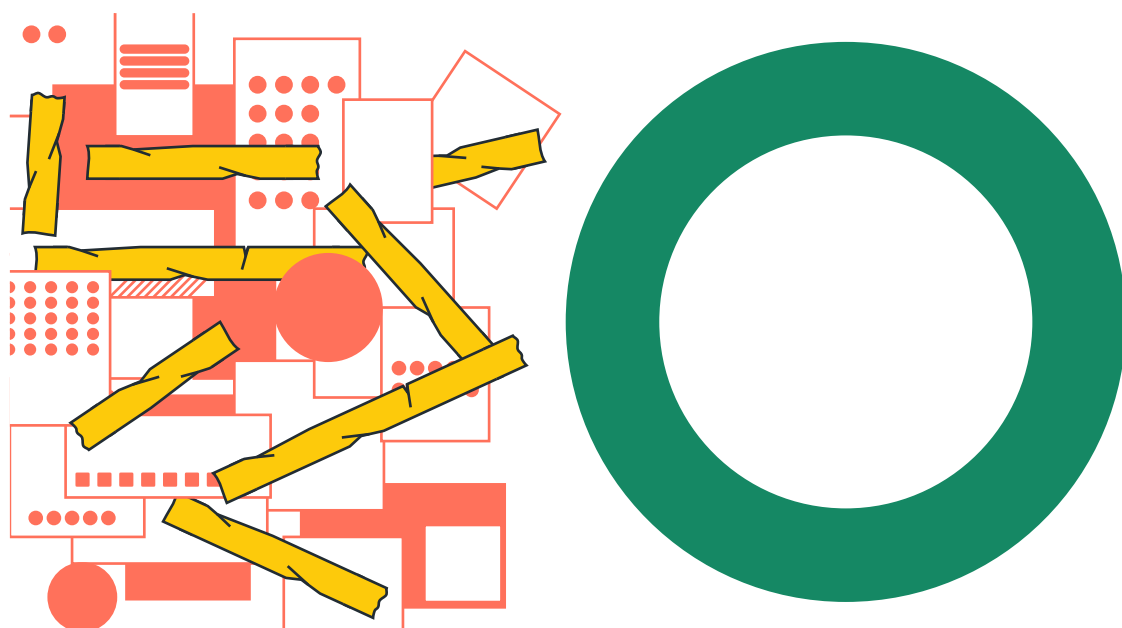
Through convergence, SASE's core capabilities are built once and leveraged to address multiple functional requirements. And so, the same software running QoS and path selection of SD-WAN, WAN optimization, and other networking functions is also the same software performing simultaneous security inspection and policy enforcement. SASE's greater focus on convergence ultimately leads to efficiencies that are greater than the sum of their parts, leading to improved performance due to single-pass processing, an increased security posture due to holistic intelligence, simplified network planning and shortened time to resolve issues through increased visibility.

> **In speaking to a CISO at a major webscale company recently, the major challenge today is integration of security, not the lack of functions available. In the CISO's words, he'd rather have a dozen B+ cybersecurity tools that are well integrated rather than a handful of A+ tools that aren't integrated."**
>
> Futuriom Cloud Secure Edge and SASE Trend Report ›

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2/ SASE is the Ultimate "Convergence of Convergence"

SASE isn't about deploying networking or security point solution on an "as needed" basis. It's a larger movement towards consolidating networking and security technology within a single, cloud-native architecture. According to Neil MacDonald, VP Distinguished Analyst at Gartner SASE is a "convergence of a convergence." But what does it mean?
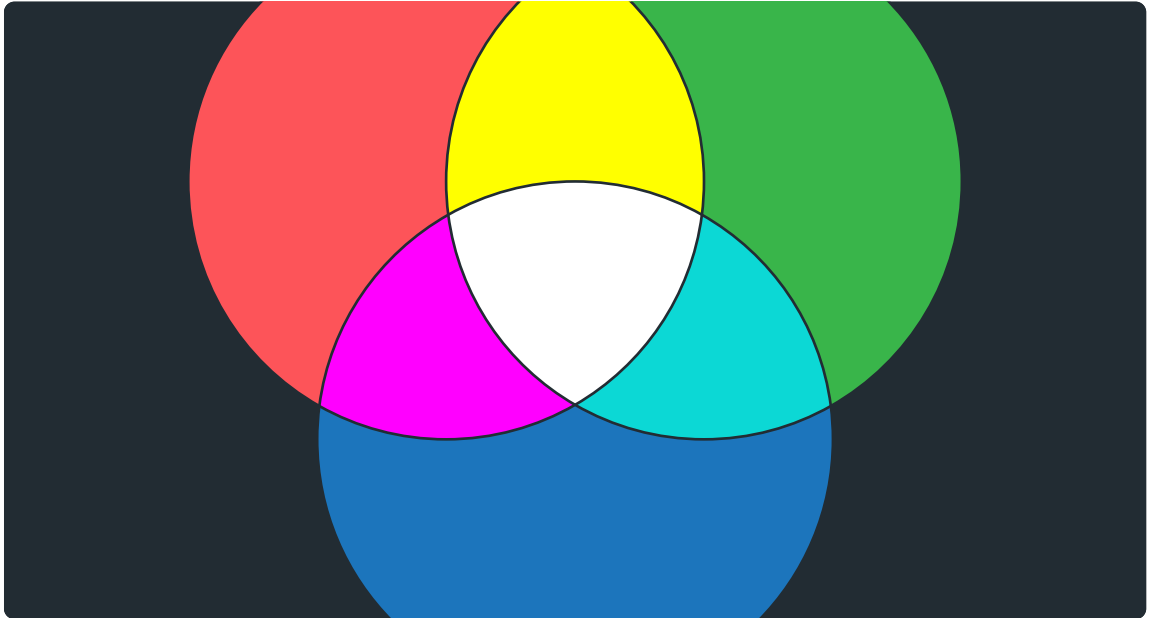
" **Ultimately, this ultimate convergence requires "convergence of security systems that produce efficiencies greater than the sum of their individual components."**

Gartner, Predicts 2022: Consolidated Security Platforms are the Future report

Achieving this convergence of convergence only comes when core capabilities are built once and leveraged to address multiple functional requirements via single pass architecture. So, the same traffic processing engine can address multiple technical and business requirements, such as threat prevention, data protection, network acceleration, etc.) through SASE's single pass inspection.

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3/ SASE Supports Gradual Migration: Think Evolution, Not Revolution

SASE is a revolutionary and transformative new market category of network and security convergence. However, SASE doesn't require enterprise IT teams to suddenly rearchitect their entire network and network security. SASE transformation can be as quick or gradual as the organization requires, with many IT teams taking between six months to five years to evolve their entire network and network security architecture, based on recommendations from Gartner's 2022 Strategic Roadmap for SASE Convergence.
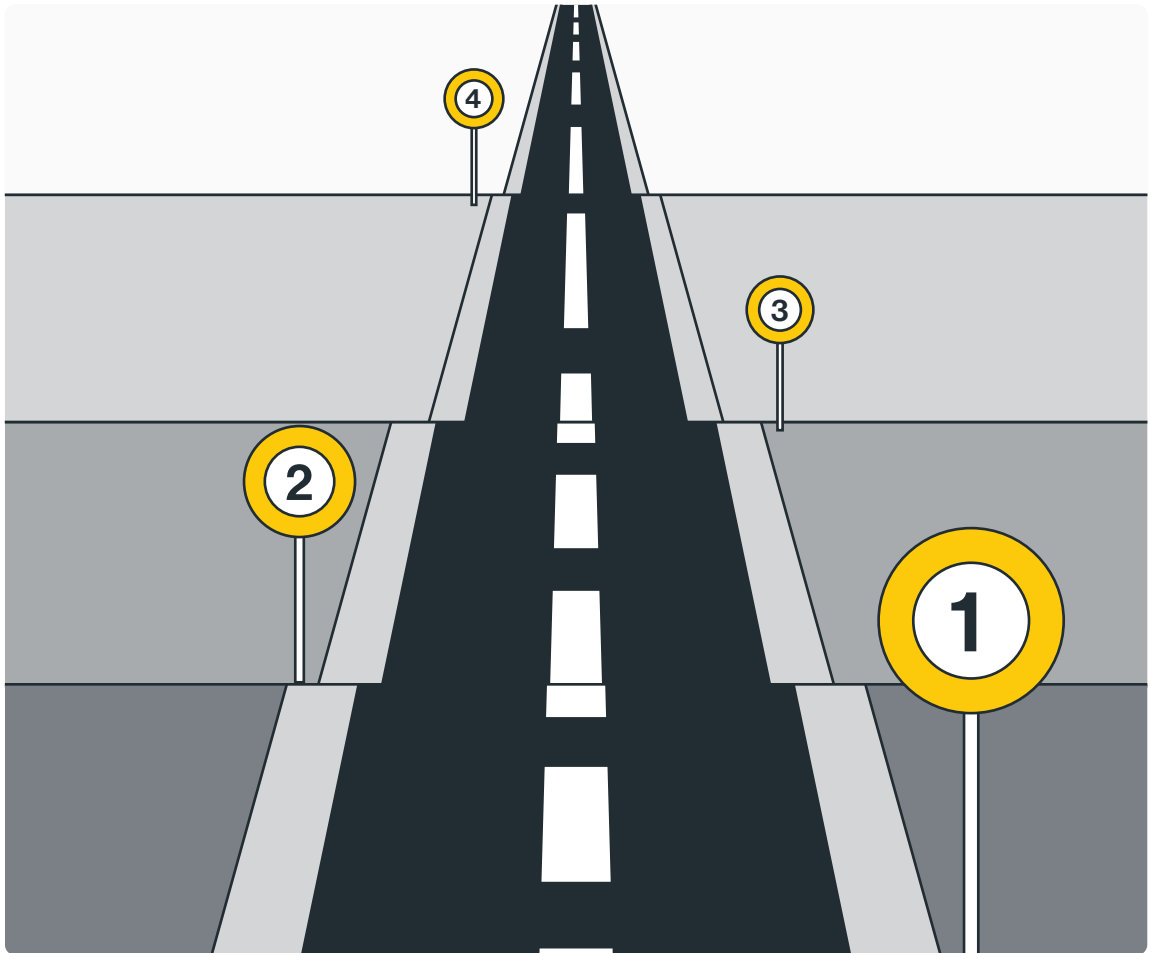
According to Senior Forrester Analyst, David Holmes, SASE is a long-term and strategic choice rather than a quick and tactical decision.

> **SASE should be designed to support a gradual migration. There definitely is a way not to buy everything at once but start small and grow gradually based on your need and your pace."**
>
> David Holmes , Senior Forrester Analyst

The benefit of picking a converged SASE platform over a point solution for an immediate pain, is that it puts you on the road to full SASE convergence, via this gradual SASE migration.

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4/ SASE Is About Unification and Simplification

In the eyes of Steve Garson, Analyst at Tech Target, SASE is about unification and simplification. "Cloud, remote access and mobile access are too essential to be thought of separately from other locations." With SASE, security has become inseparable from connectivity. And because remote access is built into SASE, remote users benefit from the complete security stack and network optimization in SASE architecture, which is not supported by legacy network and security architecture.

The unification and simplification of policy environment is also what makes SASE so transformative. Ultimately, time is one of the scarcest resources for any IT team, and this is where simplification is so valuable.

> " With SASE, policy environments are unified. You're not trying to define policies in eight different tools and implement consistent security across context."
>
> John Burke , CTO and Principal Analyst of Nemertes

This is one of SASE's leading benefits for enterprises everywhere, according to CTO John Burke, CTO and Principal Analyst of Nemertes.

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5/ SASE Allows Businesses to Operate with Speed and Agility

> " The network is ultimately tied to business, and becomes the business' key differentiator."
>
> Andre Kindnes (Principal Analyst at Forrester Research

And this is where SASE shines. Enterprise IT needs to deliver the optimization, security, agility, and efficiency that all modern businesses require. In Kindness' view, it's about building the infrastructure to run the business and execute business needs in a quick and agile way. If the network is too complex to manage, IT tasks a Telco or MSP to run it in their stead, losing control and agility.


In this sense, SASE supports business agility and adds value to businesses, rather than traditionally being thought of as a cost center. SASE allows IT to conduct all operations with ease and simplicity, via SASE's self-service and centralized management application. With SASE, you don't have to rearchitect your network to support new traffic patterns or build everything out by yourself. With a converged, global-optimized, high availability and cloud-native SASE solution, SASE allows you to focus on management and monitoring, while allowing your service provider to provide all new capabilities via the flip of a switch, as well as any updates, bug fixes, etc.

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6/ SASE Is Insurance for the Future

> **" It's pandemic insurance for the next pandemic."**
>
> John Burke, Analyst of Nemertes

Why does analyst John Burke of Nemertes call SASE "insurance against the next pandemic?" Let's face it. The world has many unknowns. In 2018, who could have predicted the COVID-19 pandemic? But pandemics aside, SASE future proofs your business and your network for "whatever's next." Whether it's digital transformation, M&As or even drastic changes in network traffic patterns, SASE allows an organization to move with speed and agility, no matter the change.
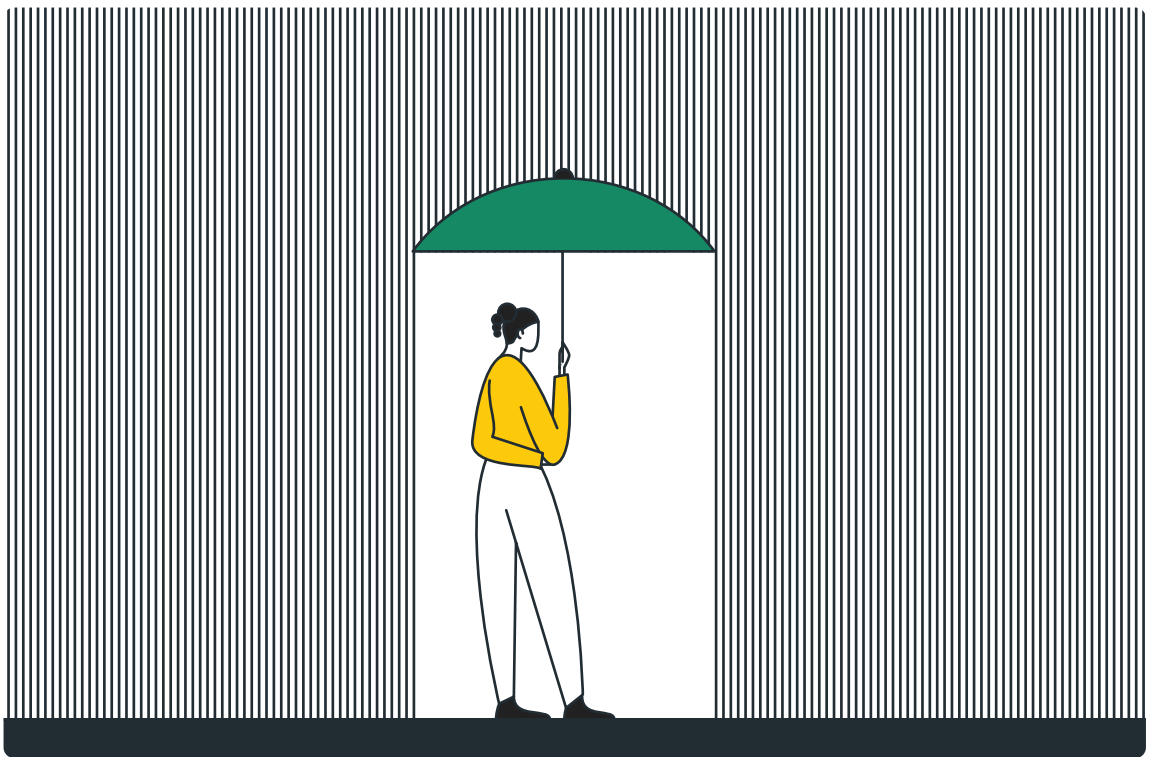
Let's take digital transformation, for example. Enterprises are going through a digital transformation driving changes to network architecture and taking businesses into the cloud. Legacy network and network security architecture was not designed to support such a cloud-centric and increasingly mobile business, resulting in backhauling, and an inconsistent experience for users and applications everywhere. Large enterprise systems can't easily be taken into the cloud and change is costly and slow, requiring IT teams to rearchitect their entire network to accommodate the change in traffic patterns, prevent backhauling and ensure a secure and consistent experience for users and applications everywhere (whether in the DC, branches or WFA). SASE is essential for being ready for the next big event when it happens. "It's pandemic insurance for the next pandemic," says Burke.

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7/ SASE Changes the Nature of IT Work from Tactical to Strategic

The network's health is ultimately tied to the health of the business. When the network is slow, lags, or there are outages, not only is the business bottom line affected, but also employee productivity. According to Andre Kindness, Principal Analyst at Forrester Research, help tickets go down by one-third when a network is fit for business and optimized. This frees up IT to focus on business-critical tasks, rather than keeping the lights on, and ensuring network performance.

Mary Barton, Consultant at Forrester, found that the network and security engineers reduced the time to configure and manage new systems with SASE, which has a dramatic impact on business.

> " **IT staff is ultimately more satisfied, because they no longer deploy to remote sites and get systems up and running."**
>
> Mary Barton, Consultant at Forrester

The fact that those sites are configured from a central location means that they operate consistently and employees across the organization have a consistent experience.

> " **The effect is IT morale goes up because the problems solved on a day-to-day basis are of a completely different order. They think about complex traffic problems and application troubleshooting and performance."**
>
> Mary Barton, Consultant at Forrester

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Got More Questions About SASE?

If you've gotten to the end of this eBook and you still have more questions about SASE, watch our "Ask Me Anything Webinar." As SASE becomes an increasingly popular choice in the IT networking and network security world, it's often prone to misunderstanding. Understand what is and is not SASE, core architecture, benefits, use cases, and how to select a SASE vendor in Cato's added-value webinar. Separate fact from hype, in our newest SD-WAN vs SASE AMA webinar.

Cato Networks Is SASE

"Cato pioneered SASE, creating the category before it existed," says Scott Raynovich, Founder and Chief Analyst at Futuriom. " They saw the need early on for enterprises to deliver global, cloud-delivered networking and security. It's a vision that is now paying off with tremendous growth."

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About Cato Networks

Cato provides the world's leading single-vendor SASE platform, converging Cato SD-WAN and a cloud-native security service edge, Cato SSE 360, into a global cloud service. Cato SASE Cloud optimizes and secures application access for all users and locations everywhere. Using Cato, customers easily replace costly and rigid legacy MPLS with modern network architecture based on SD-WAN, secure and optimize a hybrid workforce working from anywhere, and enable seamless cloud migration. Cato enforces granular access policies, protects users against threats, and prevents sensitive data loss, all easily managed from a single pane of glass. With Cato your business is ready for whatever's next.

Cato SASE Cloud with SSE 360
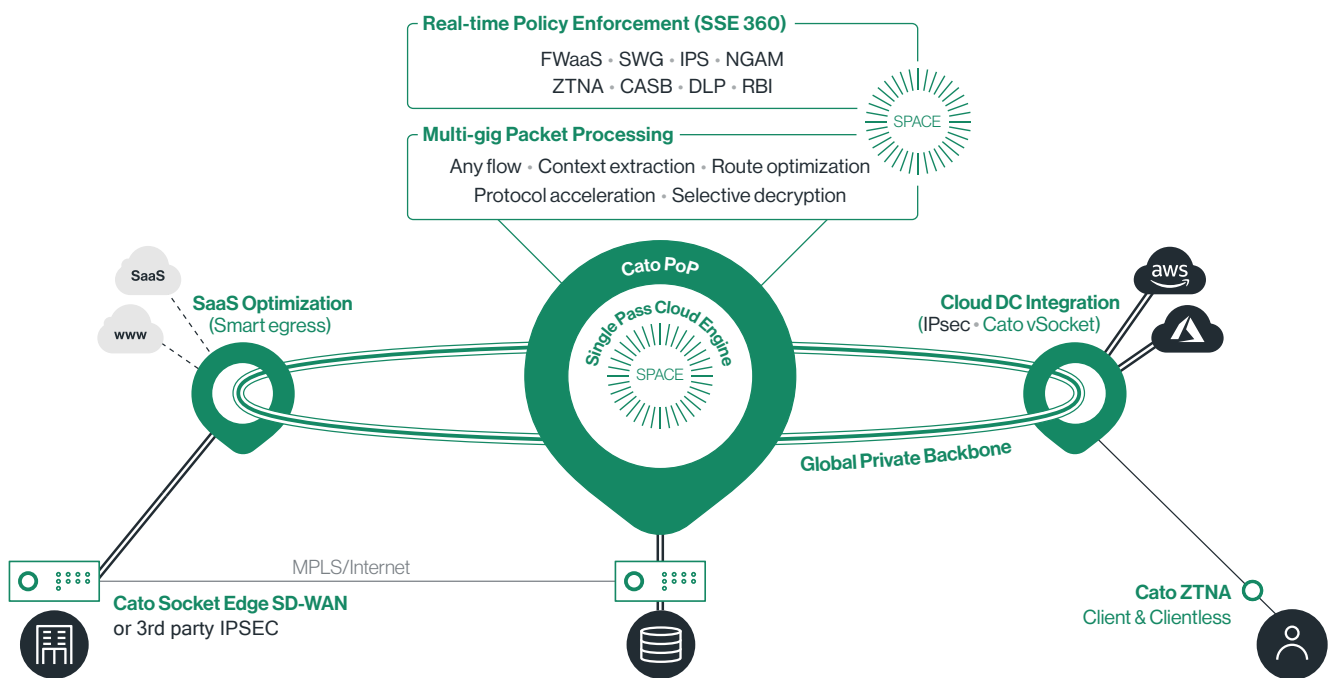
For more details, please contact us

Contact your Bytes Account Manager today!
Email us on tellmemore@bytes.co.uk
Call us on +441372 418500

Cato SASE Cloud

SSE 360

Secure Remote Access

Edge SD-WAN

Global Private Backbone

Multi-cloud / Hybrid-cloud

SaaS Optimization

Cato Management Application

Use Cases

MPLS Migration to SD-WAN

Secure Remote Access

Secure Branch Internet Access

Optimized Global Connectivity

Secure Hybrid-cloud and Multi-cloud

Work From Home

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SASE, SSE, ZTNA, SD-WAN: Your journey, your way.

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