



**Business
Services**



Three important steps to begin your SASE journey



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3 important steps to begin your SASE journey

Secure Access Service Edge (SASE) success requires more than just a great technology vendor. You must also select an expert SASE solution integrator that can help you develop a detailed plan to operationalize and integrate all service components. In collaboration with your integration partner, start your SASE journey by taking these three critical, initial steps.

- 1 – Conduct a baseline assessment
- 2 – Document your objectives and KPIs
- 3 – Get buy-in and organizational alignment

Don't forget: ["You're already on a SASE journey" blog post](#)

1

Conduct a baseline assessment

The first step in moving to a SASE architecture is to have your solution integrator evaluate the current state of your networking and security services. Only with a thorough understanding of your starting point can you map out a smart adoption plan for SASE. Choose a partner that has SASE experience with companies that are similar to yours in terms of employee size, geographic reach, and industry. They can then bring a deep understanding of how to transform your technology into your strategic end-state.

During the baseline assessment, your own networking and security teams should work with your solution integrator to make sure the following factors are addressed:



Security: Work closely with your SASE partner to develop an initial assessment of your current security applications and policies. Look closely at your current policies, your level of compliance with those policies and any changes you anticipate to your overall policy or infrastructure.



End-user experience: A SASE solution should enhance user experience. You need to take stock of what the end user experience looks like now. In many enterprises, this is difficult to measure with current tools. Companies are often dependent on incident/problem analysis as the only measurement of user experience. If you lack the tools to measure user experience, a solution integrator should be able to help you create a baseline.



Connectivity: Assess your current network environment (Internet and MPLS) as well as the future state of security and cloud environments. An increase in cloud applications could mean that Internet-based connectivity is better suited for your environment. Use of cloud-based security platforms can also make the Internet a more efficient underlay. Re-evaluate bandwidth within your current environment to determine the appropriate balance of private/public network expenditures – based on cost, performance and security requirements.



Service management: This is another critical assessment since SASE brings together elements of both security and network. Look closely at how your incident and problem management operation work today and consider the volume of incidents in both security and IT environments.

Document your objectives and KPIs

2

Identify and agree on your primary objectives before you begin your SASE journey. Is your organization looking for cost savings or business flexibility? How quickly does your finance team expect full ROI? The answers will shape your SASE solution and rollout plan. Here are some examples of typical objectives:



Cost savings versus current environment: this can vary widely across companies. If your organization has a lot of wasteful overlap in your current infrastructure (for example, multiple remote access solutions, multiple underlay providers, too many vendors to manage), then you can expect a higher percentage of savings. If your environment is already optimized, you may not see cost savings at all – but you can still expect other benefits from SASE (as listed below).



Security SSL decryption transparency is both measurable and achievable with SASE. We've seen enterprises with 60–85% encryption of their site traffic. And this rate is growing as SSL becomes even more prevalent. Encryption makes it increasingly difficult for security teams to detect threats to the corporate enterprise. SSL decryption addresses this growing challenge and is one of the key components of SASE solutions. Consider your encryption rate and the right balance of encryption vs detection.



Business flexibility is an important objective for enterprises active in mergers and acquisitions. In this case, SASE will accelerate integration, giving new users and new sites faster access to your corporate networks, resources and assets. Likewise, scaling down based on seasonal variations, projects, launches or other activities will be faster and easier with SASE than with traditional models. Look to quantify business flexibility in terms of current costs, volume and business impact. This is a common justification for SASE investments and quantified data will help you achieve both funding and internal alignment.



Workforce mobility is a requirement in today's enterprise. You need to determine to what extent your IT environment (across security, connectivity, application access and cloud) enables or prevents rapid changes in workforce mobility. Ask yourself, how quickly can users transition from office work to home work to traveling environments? You should identify and measure these factors to help you establish your SASE strategy.

More examples of objectives & KPIs

2



End-user experience improvement is a realistic expectation, but what are you measuring and what are your goals? Things to consider can include:

1. Measurable goals across application response time improvements
2. Easier/faster sign-on options
3. Establishing consistent experience across devices and locations

By baselining this data up front, you can measure the change in user experience throughout the journey.



ROI with a 3- to 5-year payback is achievable. ROI is dependent on many factors, including sunk costs, existing contracts, depreciation of current assets and roll-out schedules for the new solution components.



Connectivity objectives should include vendor consolidation, architecture optimization (including multiple access technologies/design components), public/private networking (Internet/MPLS) on a site-by-site basis, bandwidth requirements, flexible access and cloud integration options.



Visibility improvements should be an objective in your SASE initiatives. Today's enterprises typically have very little visibility into end-to-end application performance. IT departments rely on user feedback and underlay network metrics for measurement criteria. Because SD-WAN is application-aware, SASE solutions can improve application performance on a per-application basis. IT managers have full visibility through the control plane and can therefore measure end-user experience. Define your key application objectives and KPIs.

These are just a few examples of SASE objectives. Your enterprise may have other criteria for a SASE deployment. Regardless of the topics or even the individual metrics, it's important to have clearly identified and measurable objectives. Together with your baseline assessment, this information forms the basis of the gap analysis. Before you begin the design phase, however, there is another critical step.

3

Get buy-in and organizational alignment

Obtaining up-front buy-in from all stakeholders is key to a successful deployment.



Leadership is critical for successful SASE initiatives. A SASE implementation typically requires breaking down the traditional silos among various teams, which must now work closely together to design and implement a converged SASE solution. Executives must play a strong role in removing these barriers and driving a single, comprehensive strategy. Although individual executives may have their own unique goals, they must collaborate with other leaders to bring teams and strategies together.

Network and security teams often have misaligned mandates. At a high-level, the network team seeks to connect everyone and everything while the security team wants to control access to various assets. These two objectives can often cause tension and must be addressed for successful SASE deployments. A collaborative team should include personnel responsible for WAN and security resources as well as experts for your cloud initiatives and application teams. You don't want to get too far along in your assessment without your primary stakeholders on board. In fact, it's probably best to have this team "own" the plan from the very beginning (including all the benchmarking and objectives planning noted above in this book).



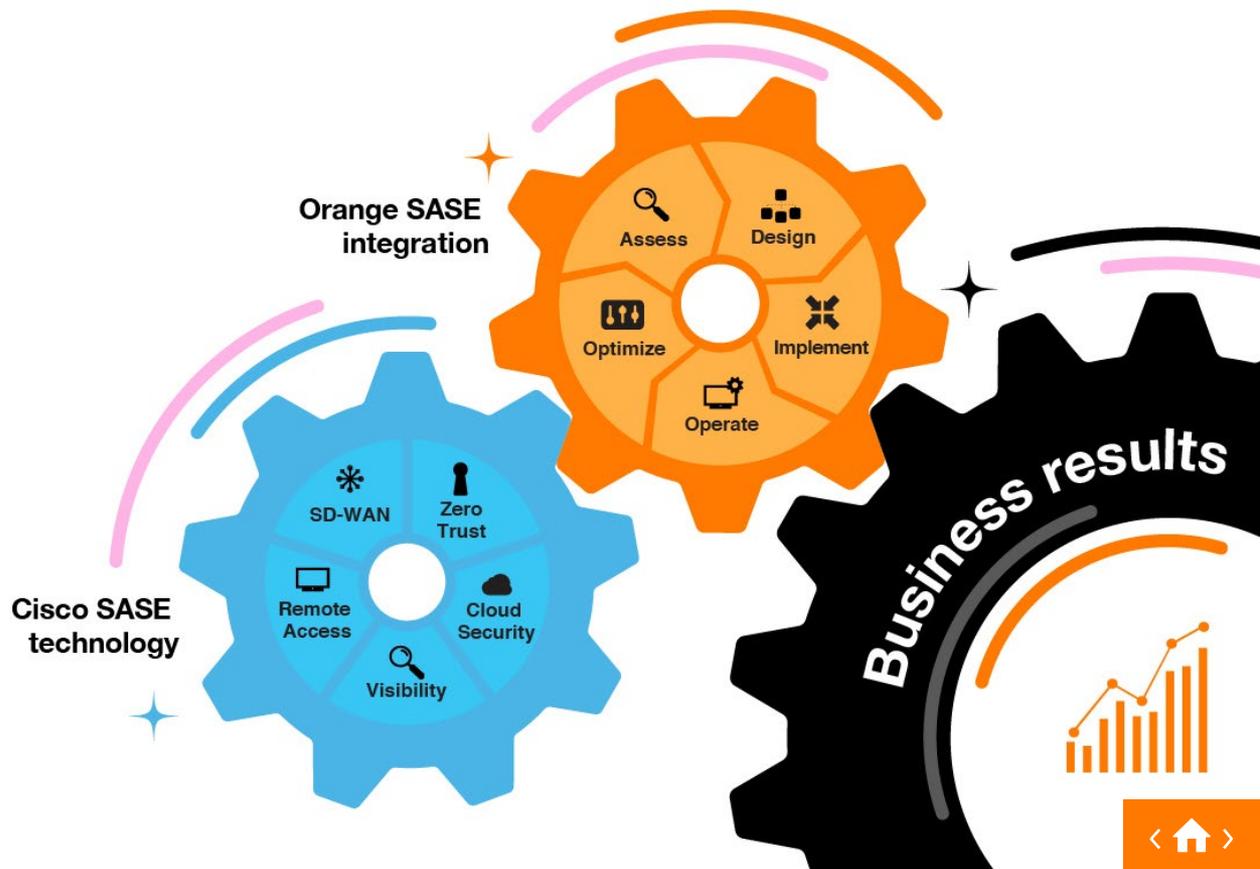
In large, transformational projects like SASE, it is especially important to listen to your end users. Establish a small focus group of users to consult throughout the process. Engage them early so that they feel like part of the team and so that you can consider their needs in your initial design criteria. This user group also needs to understand and be invested in defining the success criteria. Make sure that the measurements represent their needs and experience. For example, users care about ease of use and application performance rather than round-trip delay. Jointly defining the user criteria and measurement categories will contribute to a strong alignment with your intended business outcomes.

You don't have to go on this journey alone

The journey to SASE is not a one-size-fits-all approach and you don't want to go it alone. It's important to work with a solution integrator like Orange that can identify where you are on your SASE journey and propose the best solution tailored to your organization's needs.

The Orange SASE solution

Recognize the two sides of any SASE solution: technology and integration.





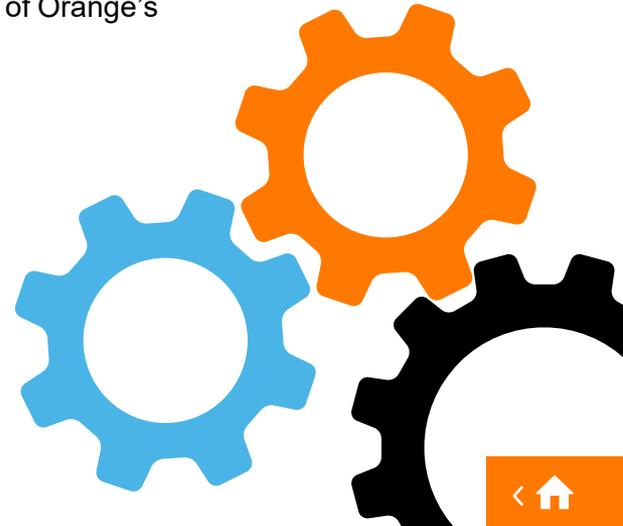
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Orange and Cisco's SASE partnership

For the past 25 years, Orange and Cisco have collaborated closely to deliver premier IT solutions. Today, we're at the vanguard of SASE innovation: Cisco has developed a comprehensive SASE portfolio backed by decades of technology leadership, and Orange has the expertise to implement and manage a SASE solution that meets the unique needs of your global enterprise.

Do you have questions about how to begin a SASE journey at your organization? Talk with one of Orange's SASE specialists today. [Contact us](#).



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