

# Orange guide to SASE design and deployment

What to expect during your SASE design and deployment phases, and how to choose the right management model for your organization.



Business  
Services



 CISCO  
Partner  
Global Gold Integrator

# What's missing from your SASE conversation?

Secure Access Service Edge (SASE) has caught the attention of global enterprises, and for good reason. Enabling secure, “work from anywhere” access to data and applications has become a top IT priority, and it demands a new paradigm for integrated, cloud-delivered networking and security. That’s what SASE delivers.

Is your global enterprise getting serious about SASE adoption? If so, your research and planning might be focused primarily on technology choices – and finding a SASE technology vendor with the right solution. But that’s only half the challenge.

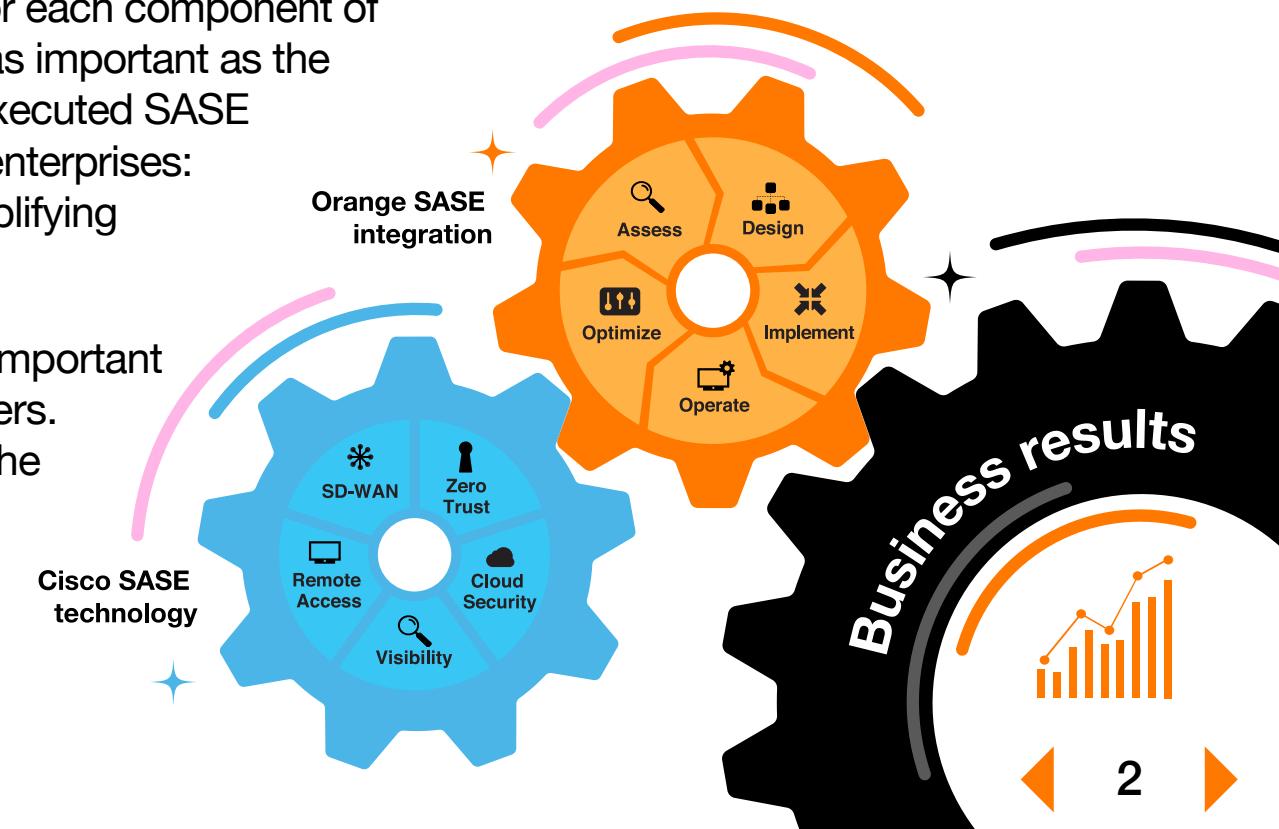
## Contents

- 1 SASE design and deployment best practices**
- 2 SASE management models: DIY vs. co-managed**
- 3 Partnering with Cisco and Orange**

**SASE adoption requires careful attention to solution design and integration, deployment and management.** Global enterprises must work with an integration partner to choose the best approach to meet their unique requirements. Choices can range from a DIY approach to a fully managed service, and the level of management may vary for each component of a SASE solution. These choices are just as important as the selection of SASE technologies. A well-executed SASE strategy can realize two key benefits for enterprises: reducing the number of vendors and simplifying management across the architecture.

This ebook highlights some of the most important SASE best practices for IT decision makers. Review the guidance to help you select the appropriate approach to the following:

- SASE design and deployment
- SASE operations and management



# Section 1

## SASE design and deployment best practices



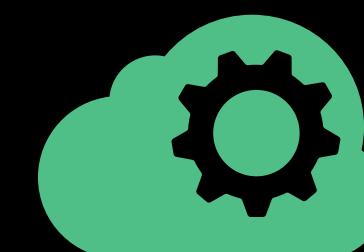
# Your SASE journey is likely unique

SASE isn't a product that you can just purchase and install. It's a reference architecture to follow, with the understanding that a SASE solution for one enterprise may look quite different from another.

**It cannot be stressed enough: There is no one-size-fits-all approach to SASE. Your organization's **journey to SASE** will be unique, based on your business goals and the starting point of your existing IT infrastructure, among other factors.**

For most enterprises, that SASE journey will likely be a gradual process that adopts SASE technology components over time, moving toward a defined goal. That's why proactive planning and understanding technology interdependencies is so critical.

Gartner states that enterprises can reduce their SASE adoption timeframe by 50%<sup>1</sup> when their migration planning takes into account key factors such as existing IT team skill sets, vendor capabilities and the timing of hardware refresh cycles.



**60%**

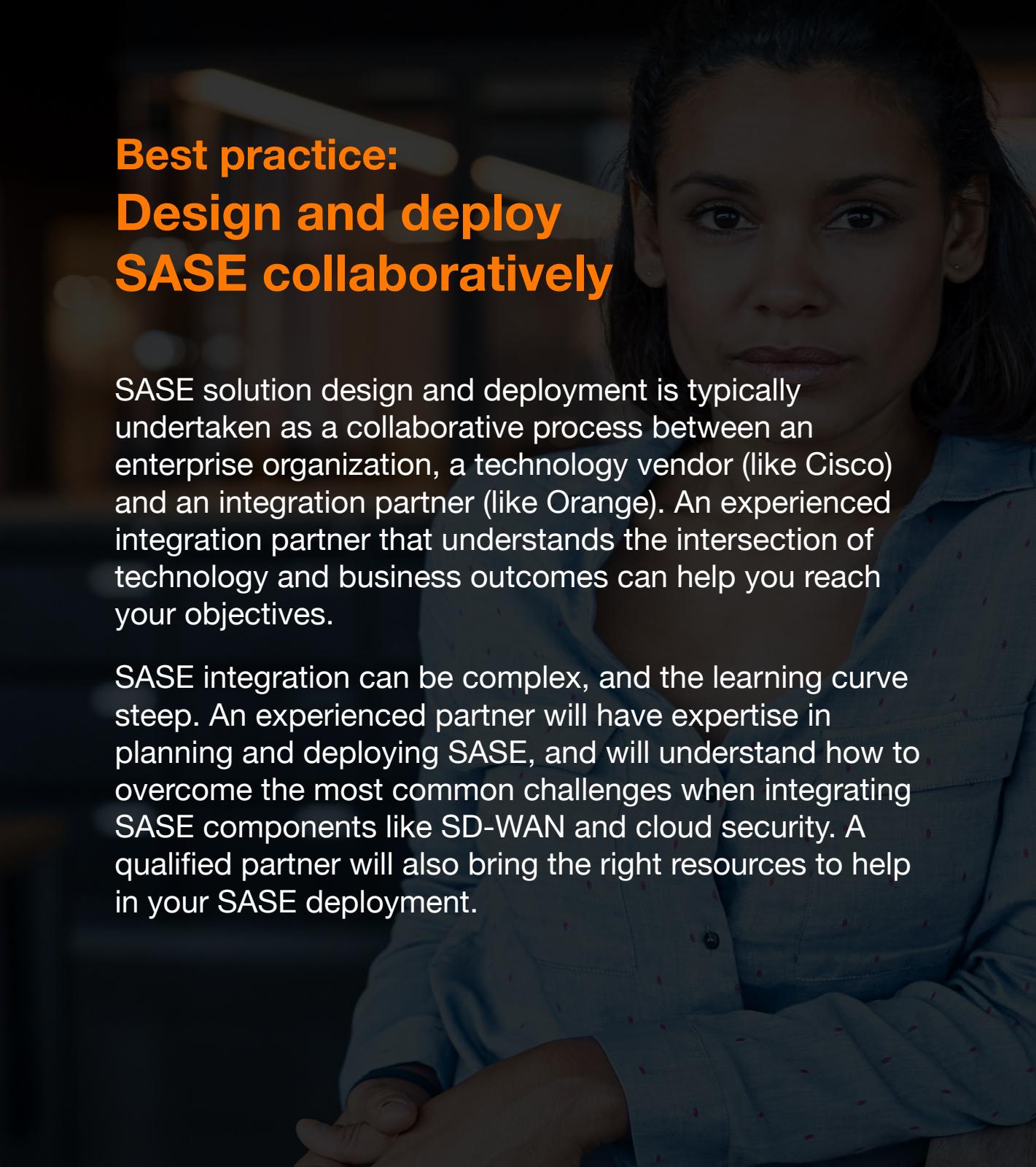
**Gartner predicts that by 2025, at least 60% of enterprises will have developed SASE adoption strategies and timelines (up from 10% in 2020).<sup>1</sup>**

<sup>1</sup> Gartner, "2021 Strategic Roadmap for SASE Convergence," 25 March 2021

# Define your SASE outcomes and expectations

Before exploring SASE technical components, you must first understand and define your business requirements and expected outcomes. Typical outcomes are shown in the graphic below.





## **Best practice: Design and deploy SASE collaboratively**

SASE solution design and deployment is typically undertaken as a collaborative process between an enterprise organization, a technology vendor (like Cisco) and an integration partner (like Orange). An experienced integration partner that understands the intersection of technology and business outcomes can help you reach your objectives.

SASE integration can be complex, and the learning curve steep. An experienced partner will have expertise in planning and deploying SASE, and will understand how to overcome the most common challenges when integrating SASE components like SD-WAN and cloud security. A qualified partner will also bring the right resources to help in your SASE deployment.

## **What to look for in a SASE integration partner**

**Choose an integration partner with these qualities:**

- **Experience** in designing and deploying SASE architectures for other global enterprises
- **Proven** expertise in configuring the technology components of your OEM vendor of choice
- **Collaborative** and close working relationship with the OEM technology vendor
- **Global reach** and capacity to assist with deployment in your regional offices
- **Flexibility** in approach, allowing your organization to own certain responsibilities while taking on the ones you want to outsource



**Tip: Don't wait too long to choose an integration partner. Explore partner options in parallel to your technology vendor research.**

# Three phases to design and deploy a SASE solution

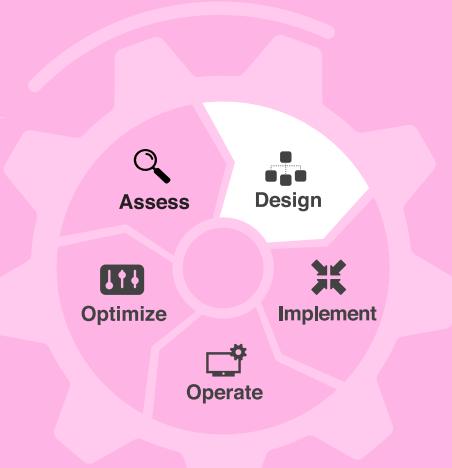
Going live with a partial or complete SASE solution requires close collaboration with an integration partner across the first three phases of SASE integration: **Assess, Design and Implement.**

# 1 Assess



- Begin with a baseline assessment of your current networking and network security services.
- Due diligence tasks may include analyzing security policies; evaluating the current end user experience; analyzing cloud posture (both current and future); compiling a list of current vendors, licenses and contract renewals; and determining what SASE elements you may already have in place, such as SD-WAN, ZTNA and underlay connectivity.
- By determining your starting point, you can gauge how to leverage your existing infrastructure investments as you transition to a SASE architecture.
- You should exit the Assess phase with a clear sense of your proposed SASE use cases (secure edge, secure remote worker, etc.) and the outcomes your organization wants to achieve with SASE.

# 2 Design



- Develop a SASE roadmap and timeline to determine how and when you'll adopt each of the building blocks of SASE: SD-WAN, cloud security, zero-trust network access, remote access and network visibility. It should include quick wins and long-term steps.
- Your roadmap or plan should specify how each SASE component will integrate tightly with other services in the cloud – this is especially important with multiple vendor environments that can bring additional complexity. It should detail how your organization can mitigate risk and maintain security at all levels during the entire adoption process.
- Finally, you should work with your technology vendor and integration partner to run proof of concepts (POCs) at each step of your SASE solution development. A POC will allow for simulations of network conditions and security scenarios.



## Gartner's SASE adoption recommendations

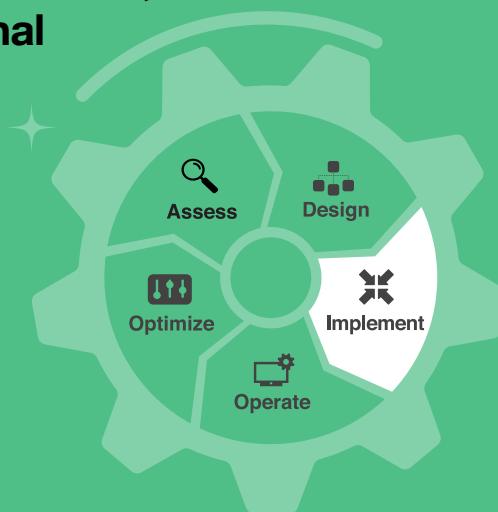
Gartner's "2021 Strategic Roadmap for SASE Convergence" report contains a trove of strategic guidance to help you build a SASE adoption roadmap and recommendations for when to adopt SASE component technologies.



[Read the report](#)

# 3 Implement

- During the Design and Implement phases, you and your integration partner will work closely with your technology vendor to choose a consumption model and licensing approach. Look for a flexible consumption model that allows you to scale up and down as needed. Ideally, multiple SASE components can be bundled into one license or subscription.
- The rollout of SASE components to your network should be done slowly through a pilot program. By deploying solutions at a handful of sites, your integration partner and internal stakeholders can catch potential problems early.
- Full deployment can proceed once the pilot program is complete and its learnings have been incorporated.



## SASE deployment case study

View this case study from Orange's technology partner, Cisco. Get an extensive technical review, including lessons learned and recommendations, of how one global enterprise designed and deployed a SASE architecture.



[View the case study](#)

Section

2

# SASE management models: DIY vs. co-managed



# What level of management is right for your organization?

Before deploying the first elements of your SASE architecture, you should consider how these integrated services will be managed day to day. For most global enterprises, the choices boil down to DIY versus co-managed models. Most companies pick a management model that is somewhere between a fully outsourced model and DIY, since they want to maintain autonomy over elements of their security infrastructure.

Consider these two recommendations as you explore management options:

- 1 Review your ITIL responsibilities:** Examine the elements of your custom-designed SASE solution through the lens of **ITIL**, the IT service management framework that spells out best practices. Focus on the typical service design and operation processes: event management, incident management, capacity management and so on. How well would each of these processes work if managed internally? Which ones could potentially be outsourced?
- 2 Revisit your SASE roadmap:** In the short term, perhaps your IT organization has the ability to manage basic SASE functions. But what about two years from now, when you have integrated more advanced components like zero trust, micro-segmentation or SSL decryption? Will your team still have the capacity and expertise to manage them? Consult your SASE roadmap with these questions in mind.



# DIY management considerations

Some organizations may opt for a build-and-transfer approach in which an integration partner will design and deploy their SASE architecture. Then, once the rollout is complete, their internal IT teams will assume responsibility for all management and operation.



To determine if the DIY management model is appropriate for your enterprise, consider these factors:

- 1 Data and security:** If your data security is central to your business, such as in the financial services industry, then a DIY approach may be a business imperative to maintain full control of your data and security infrastructure.
- 2 Training, capacity and expertise:** In a DIY model, you should determine if you have enough staff, with the right expertise, to fully manage all networking and security aspects of your SASE architecture. Also consider if you have the appropriate training programs to get your staff up to speed on new operating models and reporting structures.

# Co-management considerations

As an alternative to DIY, global enterprises should consider a co-managed approach to SASE. This consideration can be made before, during or after a SASE deployment is complete. Enterprises can work with an integration partner to allocate which management responsibilities should be retained versus outsourced. For example, responsibilities could be split 50/50 or 80/20, depending on your business requirements and internal expertise. Stated differently, IT functions could be divided: Security policies could be managed by the enterprise while network operations could be handled by the integration partner.

## Examples of commonly outsourced responsibilities:

- Capacity management
- Day-to-day maintenance and management of SASE component orchestrators and management planes
- Moves, adds, changes and deletes
- Reporting, event/syslog analysis that enables service level agreements (SLAs) and trend indicators

## Examples of enterprise owned responsibilities:

- Security policy development
- Security event management
- Security operations center (SOC) analysis
- Data analysis



**Tip:** Avoid traditional managed service providers that dictate what you can and cannot manage internally. Outdated, inflexible approaches won't work for SASE architectures.

# DIY vs. co-managed SASE

## DIY advantages

Full internal oversight of security infrastructure, network management and data, with no third-party access

Potentially faster resolution of small IT problems

Full ownership of hardware and infrastructure

Complete control of software upgrade cycle

VS

## Co-managed advantages

Specialized expertise in SASE integration and management (especially hard to find/hire security expertise)

Potentially faster resolution of complex IT problems

Deep experience with managing OEM vendor solutions

Clear SLAs ensure timely response, hold partner accountable

Contractual simplicity and agility; OPEX cost structure (no ownership of hardware)

Rapid scalability and availability of services

Outsourced day-to-day management frees up internal staff for high-priority projects

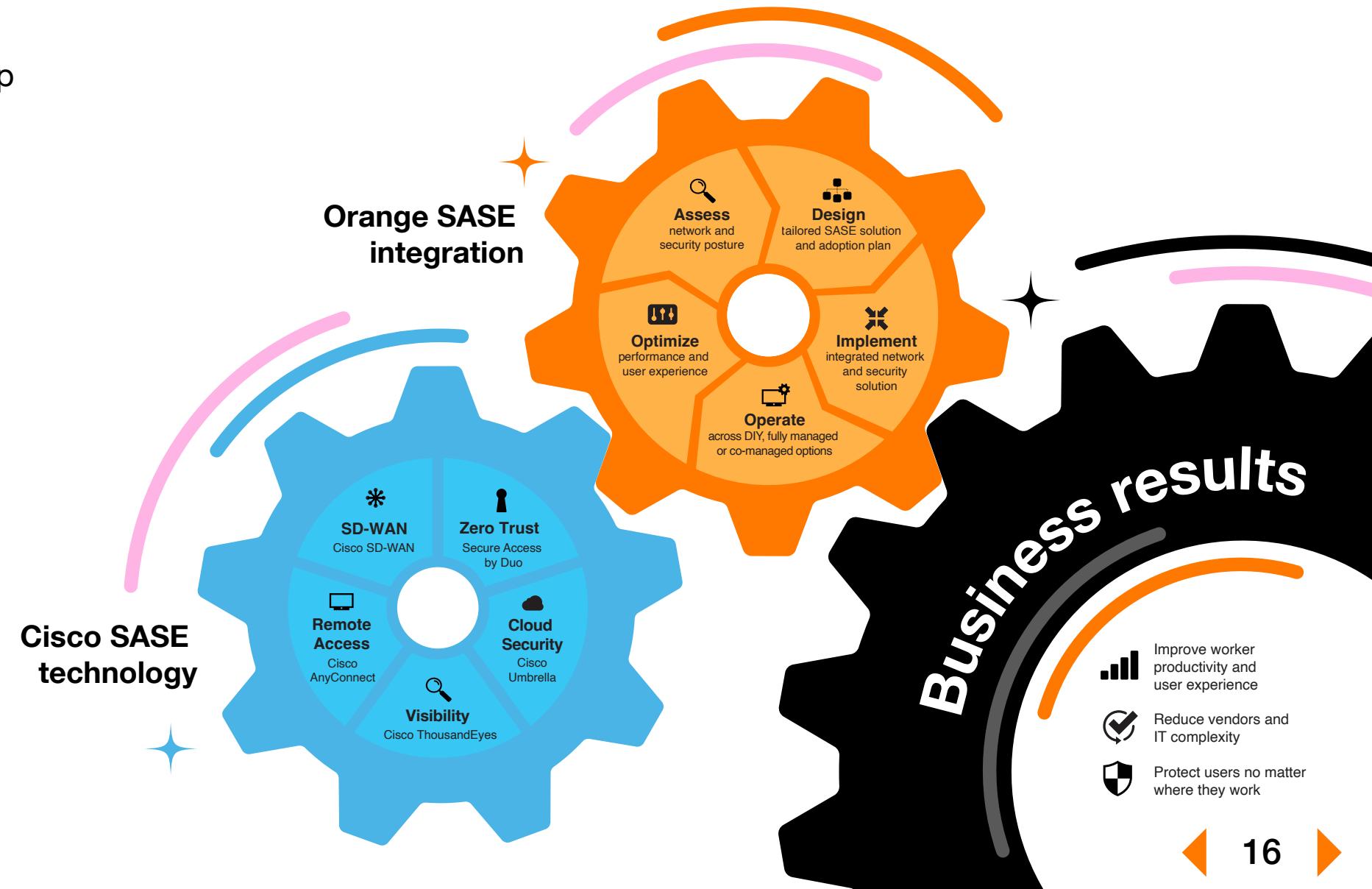
# Section 3

## Partnering with Orange and Cisco



# Orange and Cisco: Driving results for your business

Embark on your SASE journey in partnership with Orange Business Services and our technology partner, Cisco. Orange and Cisco are two recognized leaders at the forefront of SASE innovation. Cisco delivers the integrated technology components for a comprehensive SASE solution, and Orange brings unparalleled expertise in designing, deploying and managing Cisco SASE solutions. For the past 25 years, Orange and Cisco have collaborated closely to achieve the best results for global enterprises like yours.



# Orange and Cisco: Your partners for SASE solution design and management

## Cisco advantages

**SASE leader:** 2021 Gartner® Magic Quadrant™ leader for WAN Edge Infrastructure

**SD-WAN leader:** Largest SD-WAN solution provider in the world; #1 market share and 40,000 customers

**Cloud security pioneer:** Cisco Umbrella is #1 for security efficacy, backed by the world's largest commercial threat intelligence team (Talos).

**SASE integration:** One-click integration between Cisco Umbrella (cloud security) and Cisco SD-WAN; mature SASE vision for continued integration

**Global deployment:** Industry's largest install base

**Zero-trust leader:** Cisco Duo named a Forrester Wave leader, two years running

**Network observability:** Cisco ThousandEyes provides the largest collective view of the internet and cloud networks

&

## Orange advantages

**Networking leader:** 2021 Gartner® Magic Quadrant™ leader for Network Services, Global

**SD-WAN leader:** #1 in Vertical Systems Group's Mid- 2021 Global Provider Carrier Managed SD-WAN Leaderboard

**Security expertise:** 1,000+ security experts and 16 SOCs worldwide to protect global enterprises

**Cisco SASE specialist:** Deep experience in designing and managing Cisco SASE components

**Global reach:** 3,000+ multinational clients across 220 countries and territories

**Open Labs testing:** Global network of Open Labs to prototype your customized SASE solution and test interoperability and performance

**Flexible approach:** Consultative approach to determine the best SASE journey for your enterprise

# The goal: security and simplicity



By following best practices for SASE deployment and management, you'll move faster to build an effective SASE architecture. Although the process can take time, it's important to remember the end goal: strengthening security posture and simplifying your network architecture across the globe.

The trends driving SASE adoption – digital transformation and a distributed workforce – are accelerating, making SASE an even greater business imperative. By choosing the right SASE technology and integration partners, your organization will be positioned for long-term success.

**Contact Orange to discuss your options**

Do you have questions about how to approach SASE design, deployment and management? To speak with an expert, [contact Orange today](#).

Copyright © Orange Business Services 2022. All rights reserved. Orange Business Services is a trading name of the Orange Group and is a trademark of Orange Brand Services Limited. Product information, including specifications, is subject to change without prior notice.

