

Magenta Security SASE

Sourcing Advisors & Analysts Days 2023 //
Breakout Session, June 29

Paul Schöber



IT and how we work are changing: a few facts*

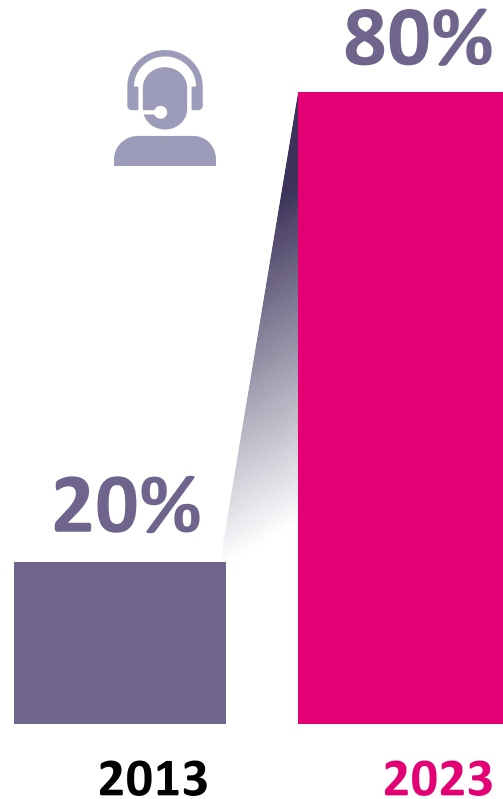
Hyperscaler GER

(AWS, Google, Microsoft)
data centers in GER



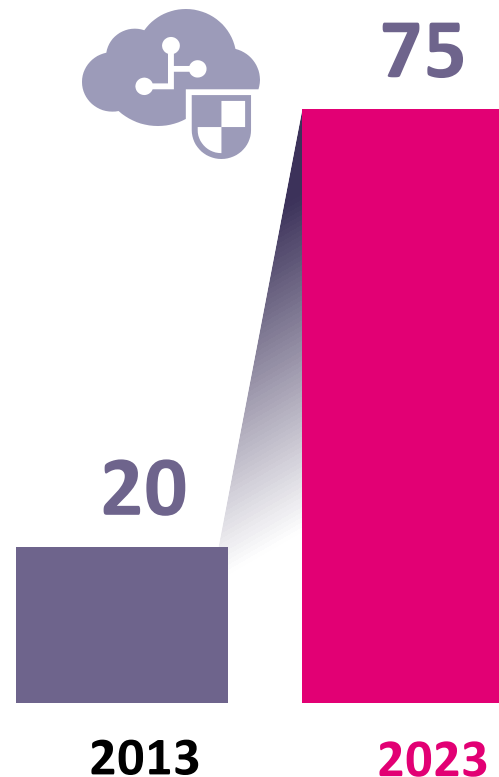
Mobile work

% of employees with
remote work option



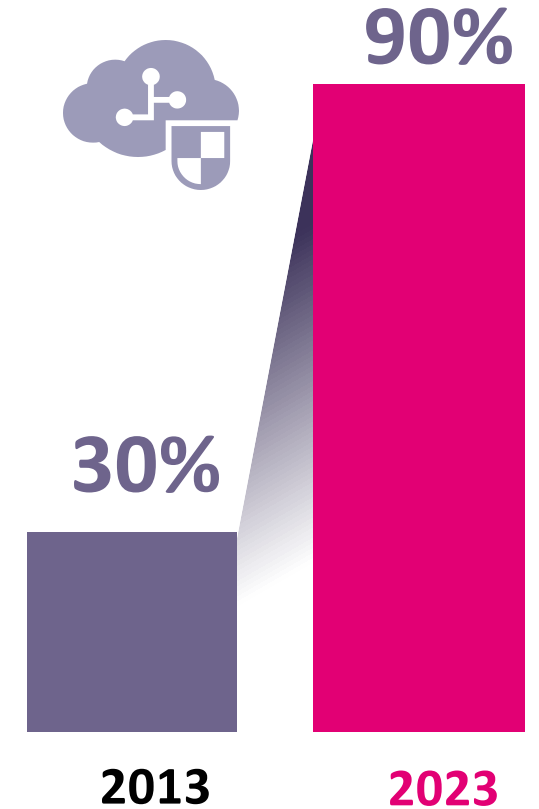
Security

security tools
at bigger companies



Cyber crime

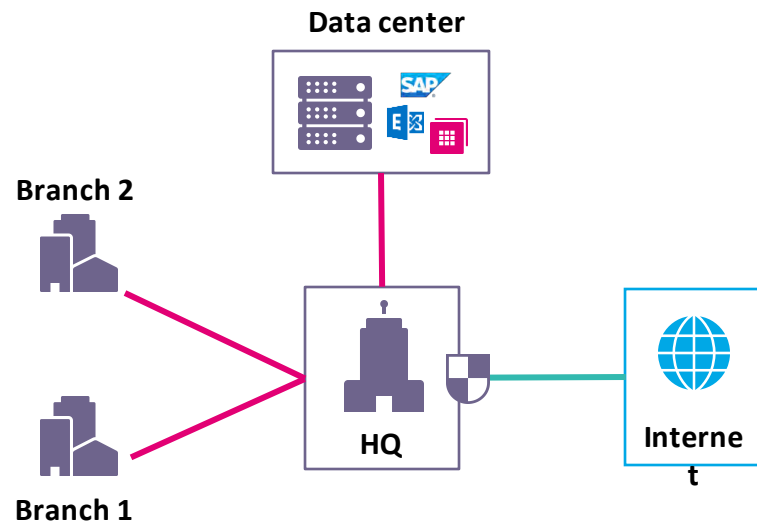
% of companies
being attacked



* Source: bitkom.org, welt.de; isg group

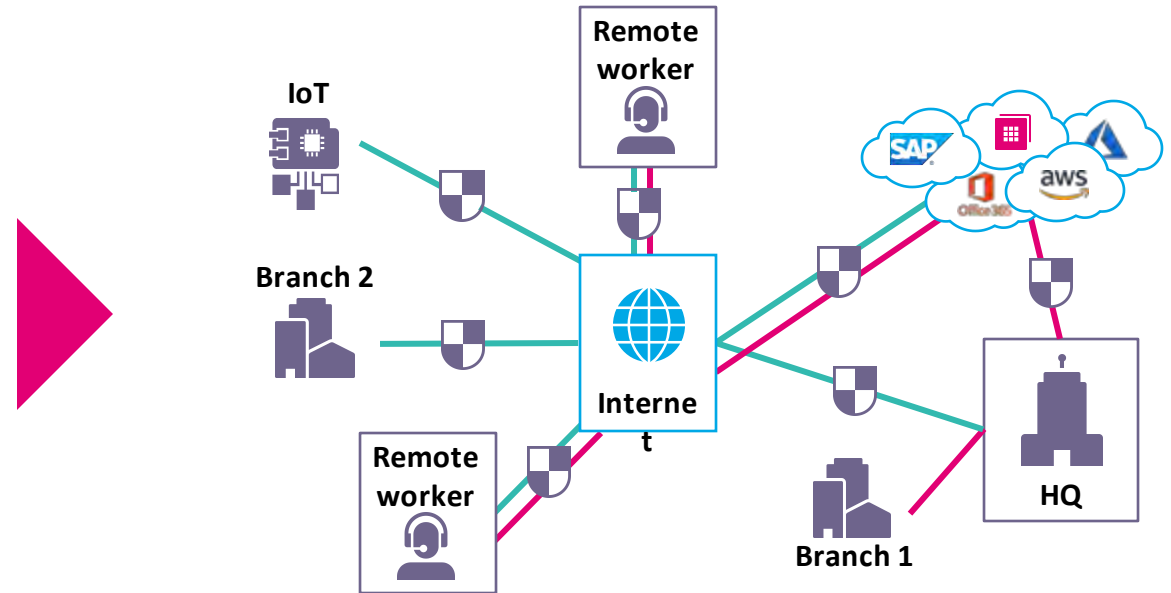
The challenge of network modernization

From office first — data center first ...



- Centralized private network topology
- A single perimeter of protection against external threats

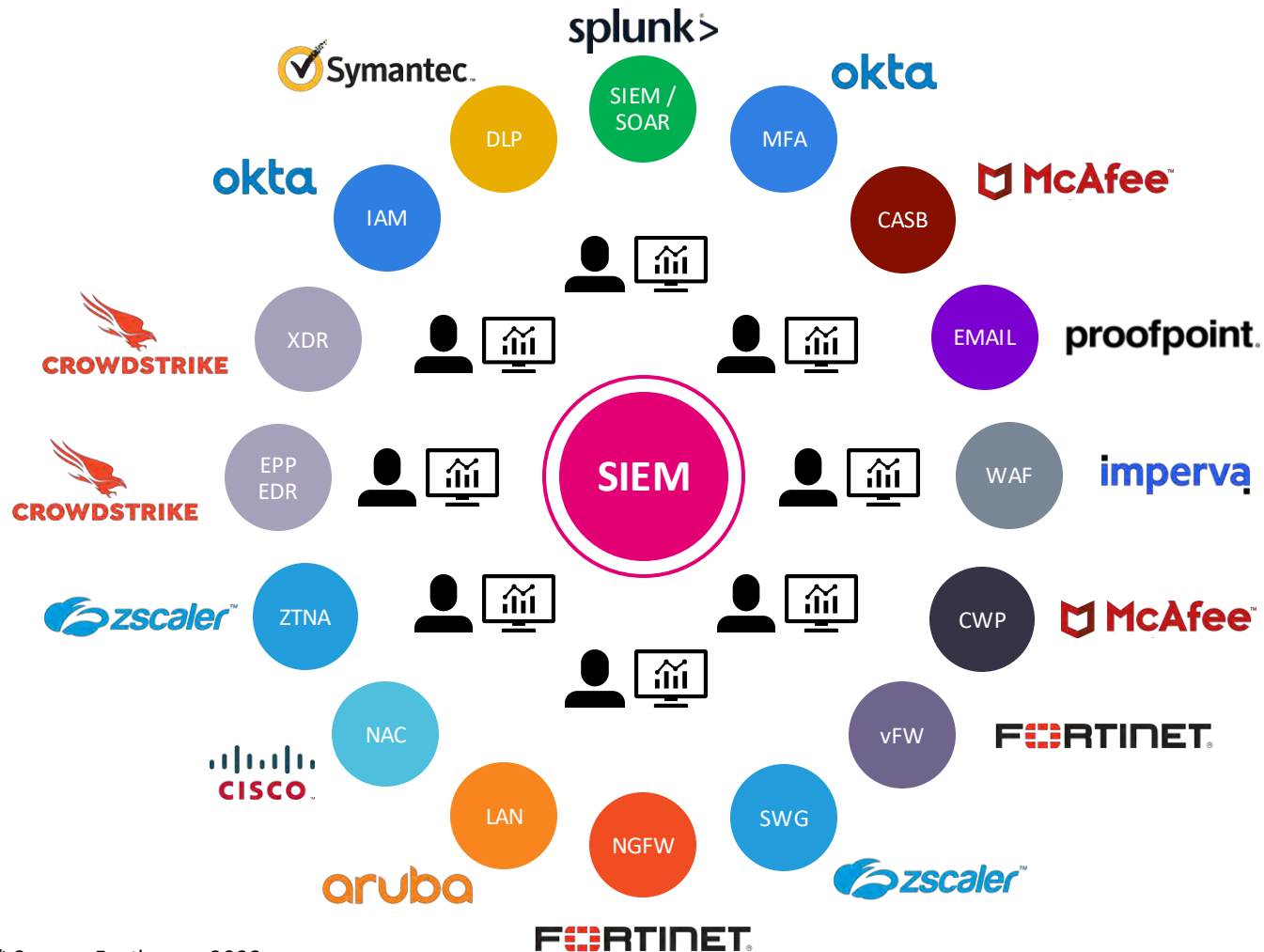
to mobile first – cloud first – security first



- Decentralized networks in which up to 80% of traffic is internet traffic
- Remote workers demand outstanding access and adequate security
- Office locations are becoming less important — connectivity from anywhere

Security footprints are expanding rapidly

20 cybersecurity point products (11 vendor examples)



“For every new threat, a new tool”

The increasing diversity of tools creates new security vulnerabilities.

- **Misconfiguration:** 38% of alerts from WAFs for instance are false positives
- **Vulnerabilities:** resulting from inconsistent security policies
- **Slow response to threats:** because the tools don't share information with each other

This diversity is costly

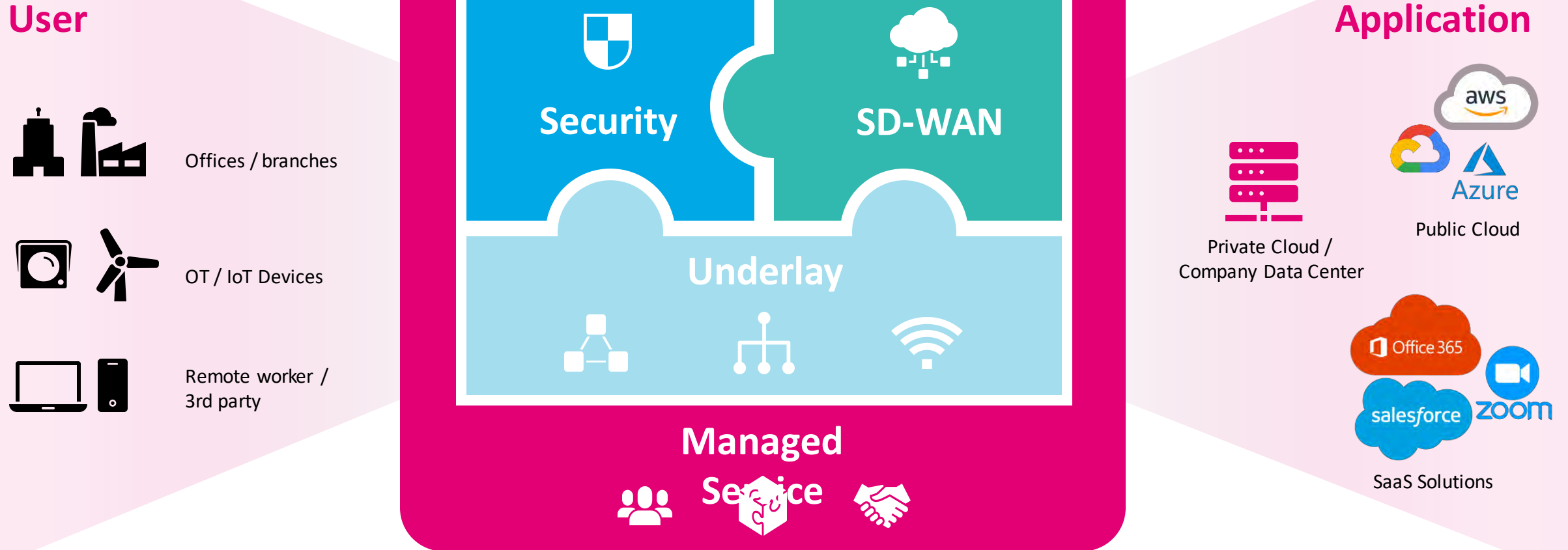
- **Overlapping** functionality with over 40% of the tools used*
- **No advantages of scale** or bundling
- Contract dates **don't coincide**, SLAs, etc.

* Source: Fastly.com 2023

Magenta Security SASE

Secure and high-performance user-to-application Connection as a Service

Full SASE stack

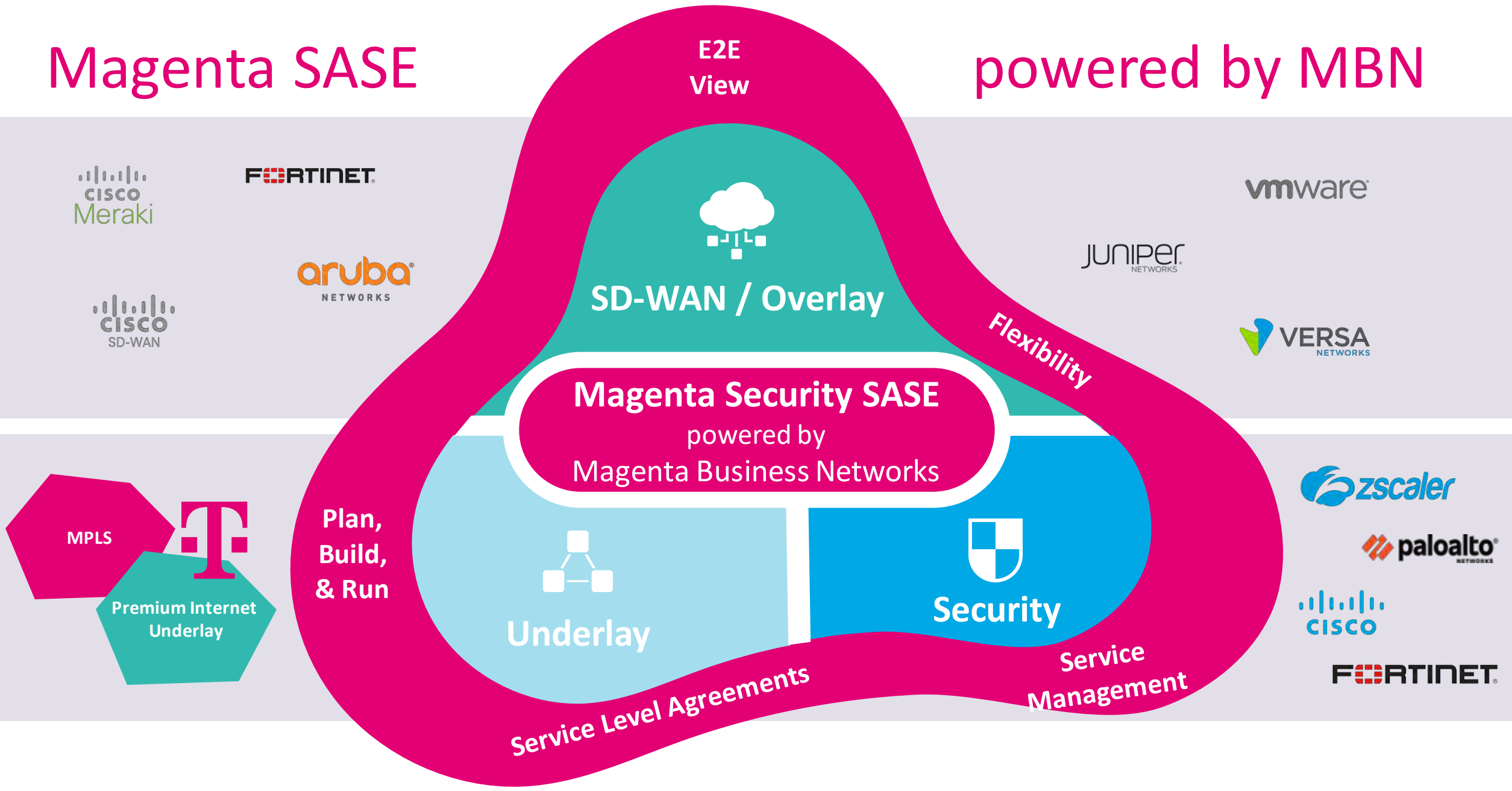


Service layer — how Deutsche Telekom is unique

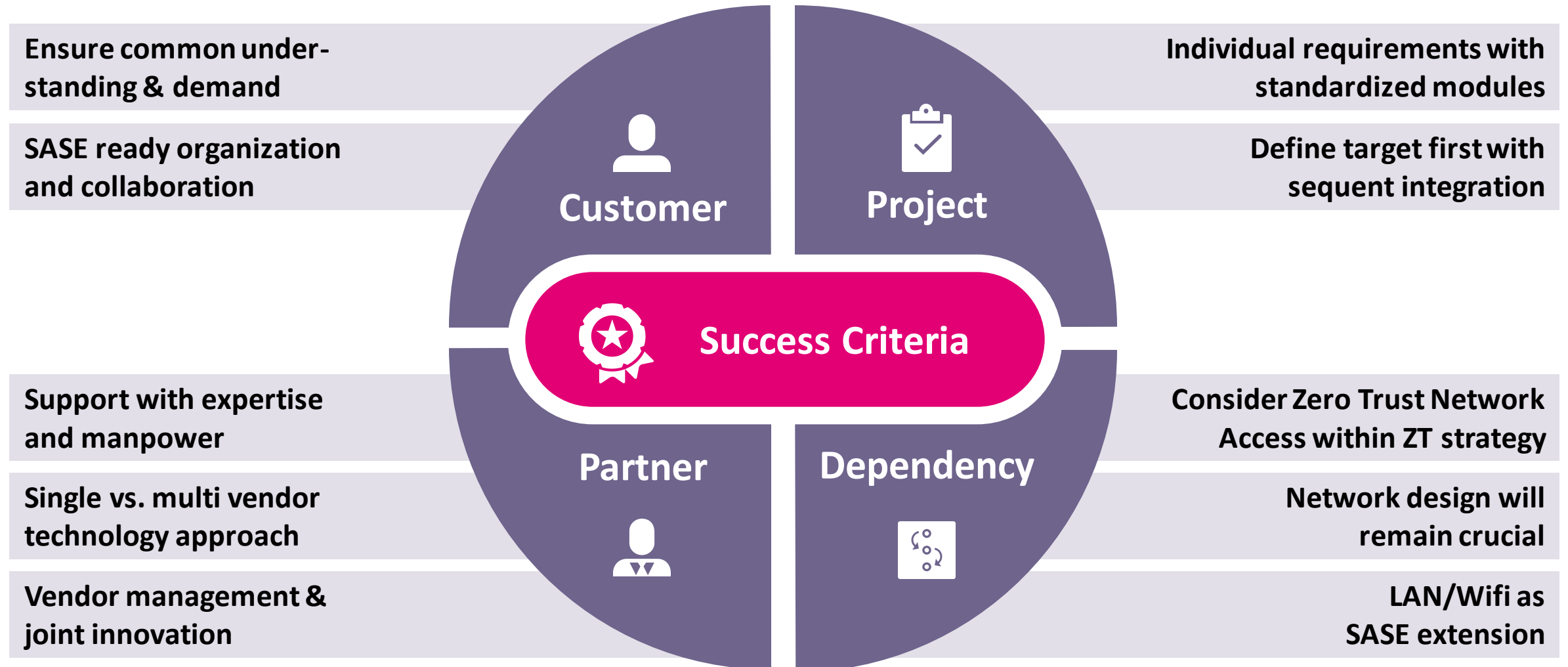


Magenta SASE

powered by MBN



Various perspectives need to be considered for success



Business Driver for SASE

Transformation driven



Network modernization



Need for consolidation



Application and cloud transformation



New work

Event driven



M&A activities and organic growth



Management Changes



Compliance & governance



Security Incidents

Deutsche Telekom & SASE 2022: scaling up

19, 000+ locations migrated to SD-WAN

across all technologies (Aruba HP, Cisco Viptela, Cisco Meraki, Fortinet, Juniper SSR, Lancom, Versa, and VMware)

1,100 of those locations done in three weeks

the fastest SD-WAN rollout in the market — three weeks before Christmas

150+ companies with SSC services — with 500k users

100% future

Key takeaways

1

Network modernization follows a “cloud first - mobile first” paradigm, leading to a SASE architecture with security by design. The formula “SD-WAN & Internet = Modern” is not good enough. Security becomes an inherent architectural feature of the new networks to the “Secure Access Service Edge”.



2

SASE unfolds its full effect within an ecosystem of access networks and services

SASE can do a lot — but not miracles. Any SASE architecture and its tools are as good as the networks underneath and the implemented service management concepts.



3

SASE is not a “big bang,” but a modular modernization in controlled steps — according to your priorities.

Every company has its specific priorities and established IT landscape. Deutsche Telekom enables you to define the right plan, the steps, and modules to achieve your goals.



Thank
You!

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Contact



Paul Schöber
Commercial Product Manager SASE
paul.schoeber@telekom.de
+49 151/65618030

