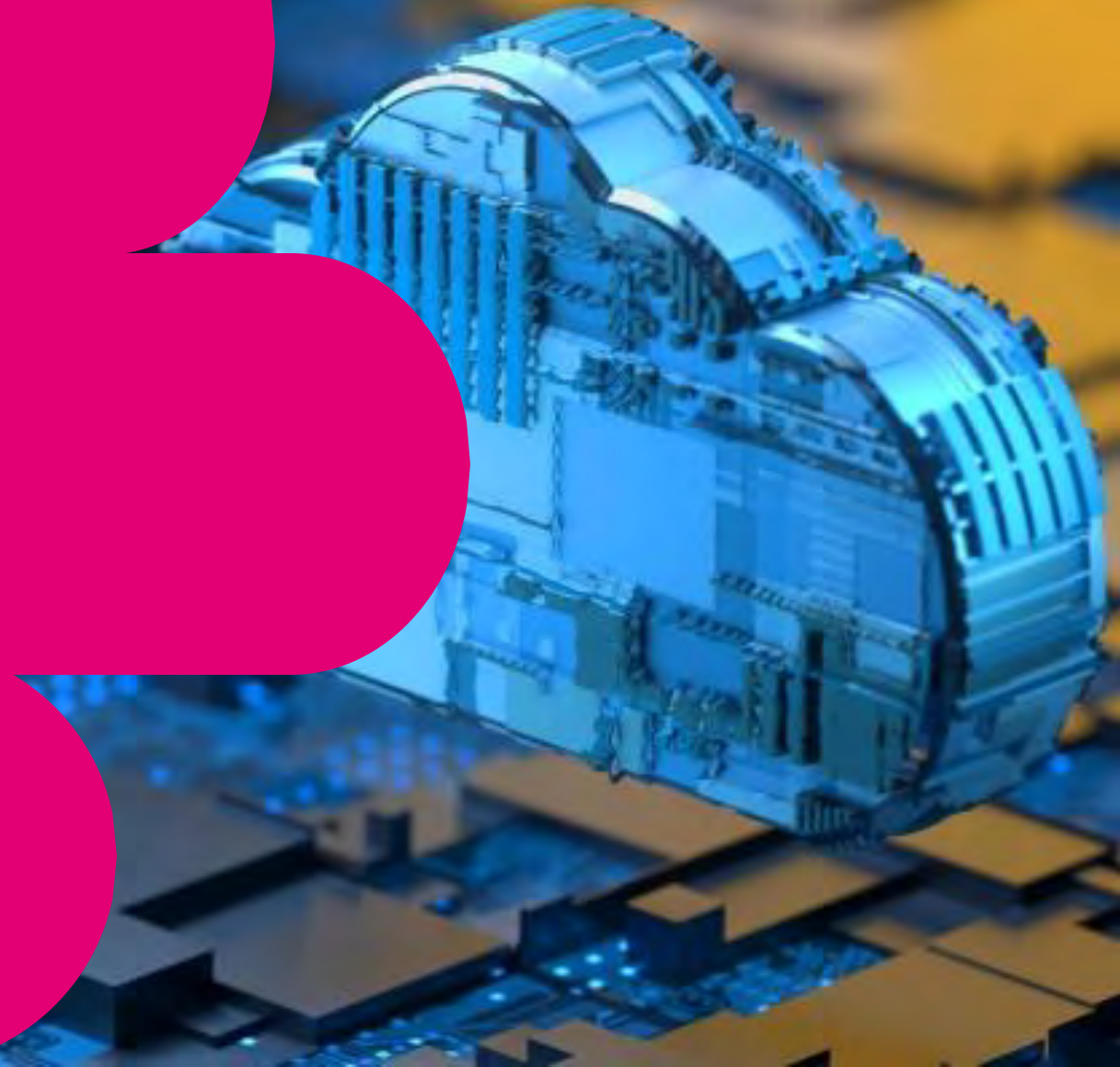# Magenta Security SASE

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

Paul Schöber

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

Hyperscaler GER
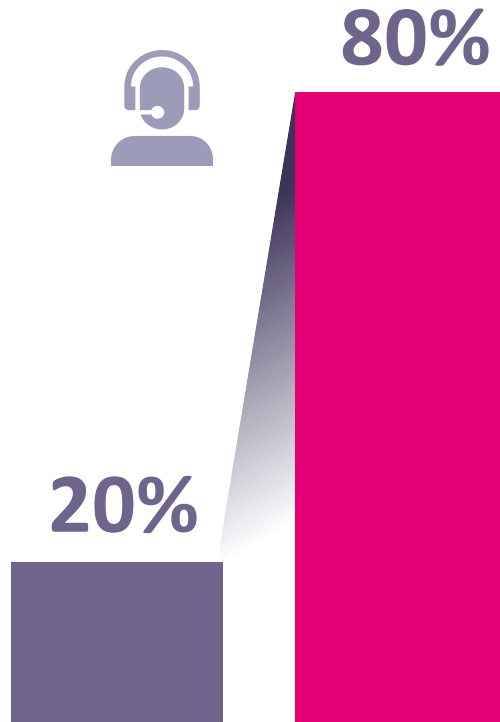(AWS, Google, Microsoft)
data centers in GER

14

0

2013 **2023**

Mobile work
% of employees with
remote work option

80%

20%

2013 **2023**

Security
security tools
at bigger companies

75

20
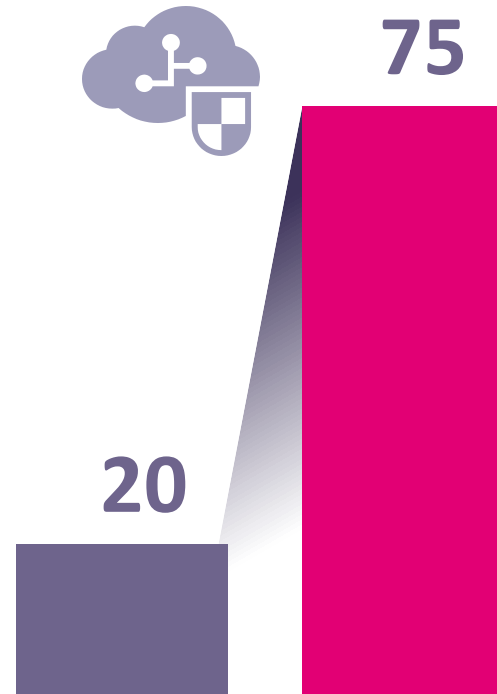
2013 **2023**

Cyber crime
% of companies
being attacked

90%

30%
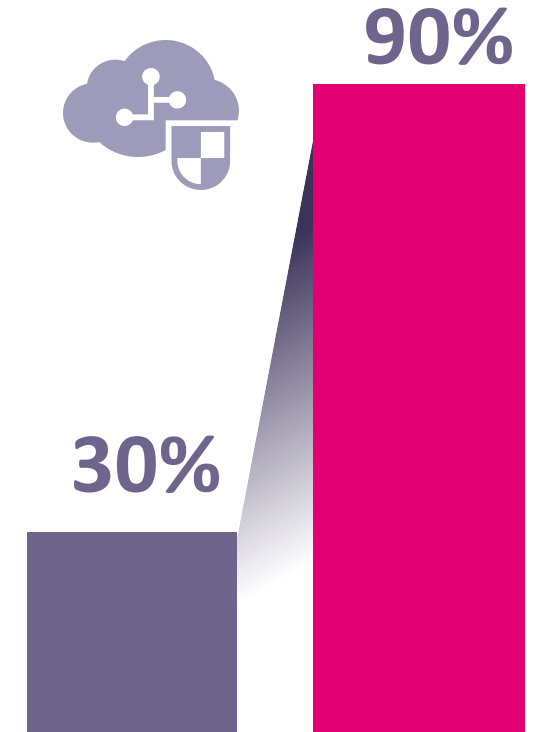
2013 **2023**

The challenge of network modernization

From office first — data denter first ...

to mobile first – cloud first – security first
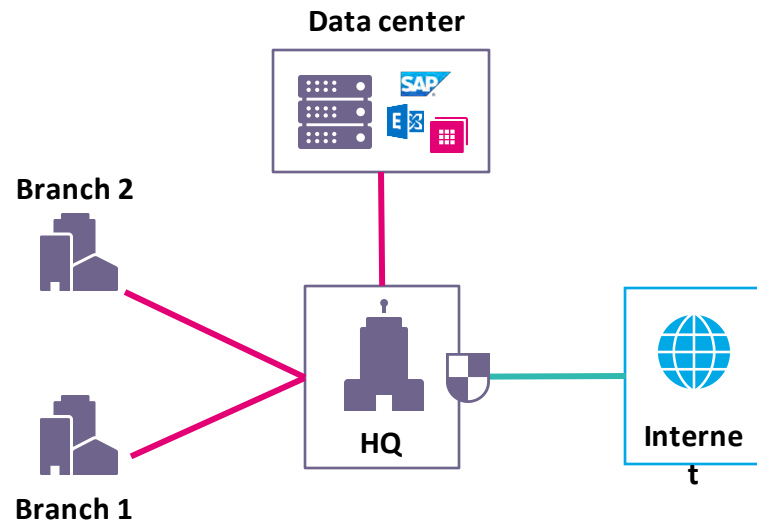
- Centralized private network topology
- A single perimeter of protection against external threats
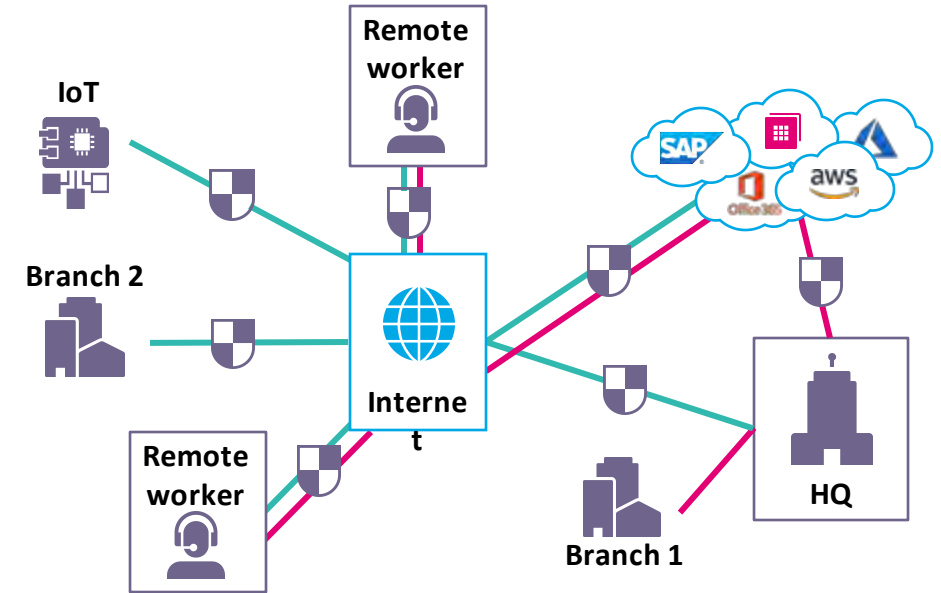
- Decentralized networks in which up to 80% of traffic is internet traffic
- Remote workers demand outstanding access and adequate security
- Office locations are becoming less important — connectivity from anywhere

Internet — IP-VPN / MPLS

Security footprints are expanding rapidly

20 cybersecurity point products (11 vendor examples)
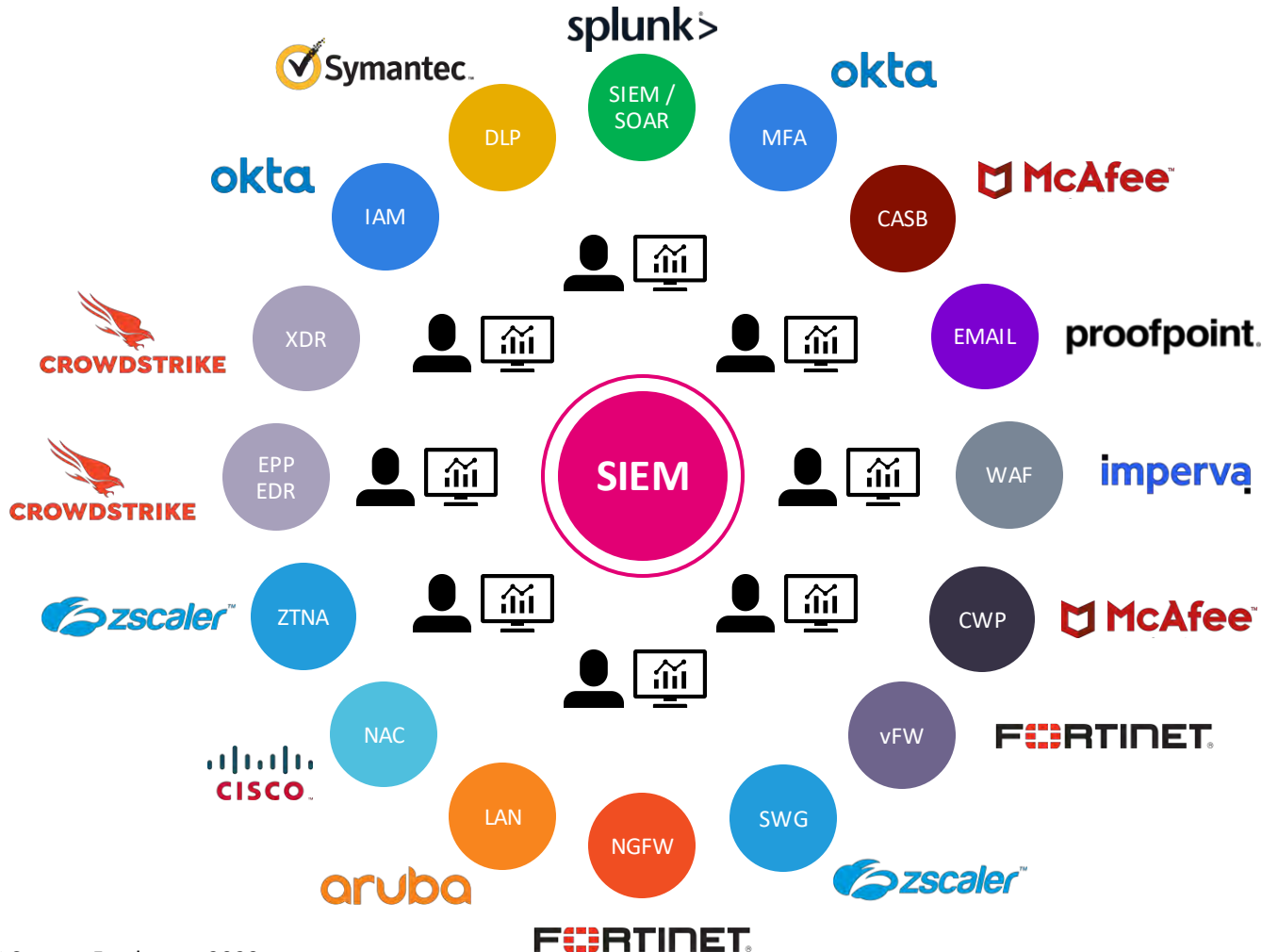
"For every new threat, a new tool"

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.

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

Full SASE stack

User

Offices / branches

OT / IoT Devices

Remote worker /
3rd party

Security

SD-WAN

Underlay

Managed Service

Application

Private Cloud /
Company Data Center

Public Cloud

SaaS Solutions
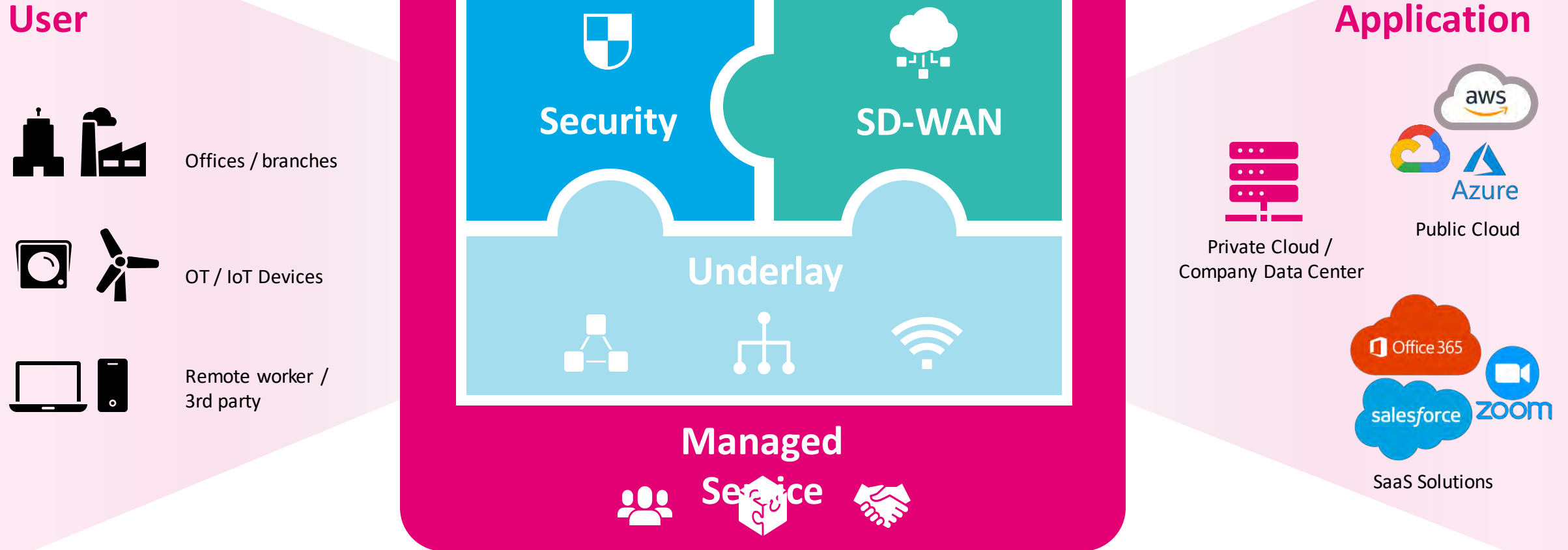
Service layer — how Deutsche Telekom is unique

Full SASE stack

Security

SD-WAN

Underlay

Managed Service

Solve business needs	Identify best fit for technology and service to provide customer workforce secure and high-performance access to applications
Simplicity & E2E solution	SPOC for SASE including security, overlay, and underlay plus consulting, provisioning, & integration to fully managed service
Trusted partner	Strong track record and recognition as market leader in network and security
Reduction of attack surface	Leveraging expertise of securing Deutsche Telekom's own infrastructure and data with a security-by-design approach
Manpower & know-how	2,000 experienced, certified experts dedicated to network and security services

Magenta SASE

powered by MBN

E2E View

SD-WAN / Overlay

Magenta Security SASE powered by Magenta Business Networks

Flexibility

Plan, Build, & Run

Underlay

Security

MPLS

Premium Internet Underlay

Service Level Agreements

Service Management
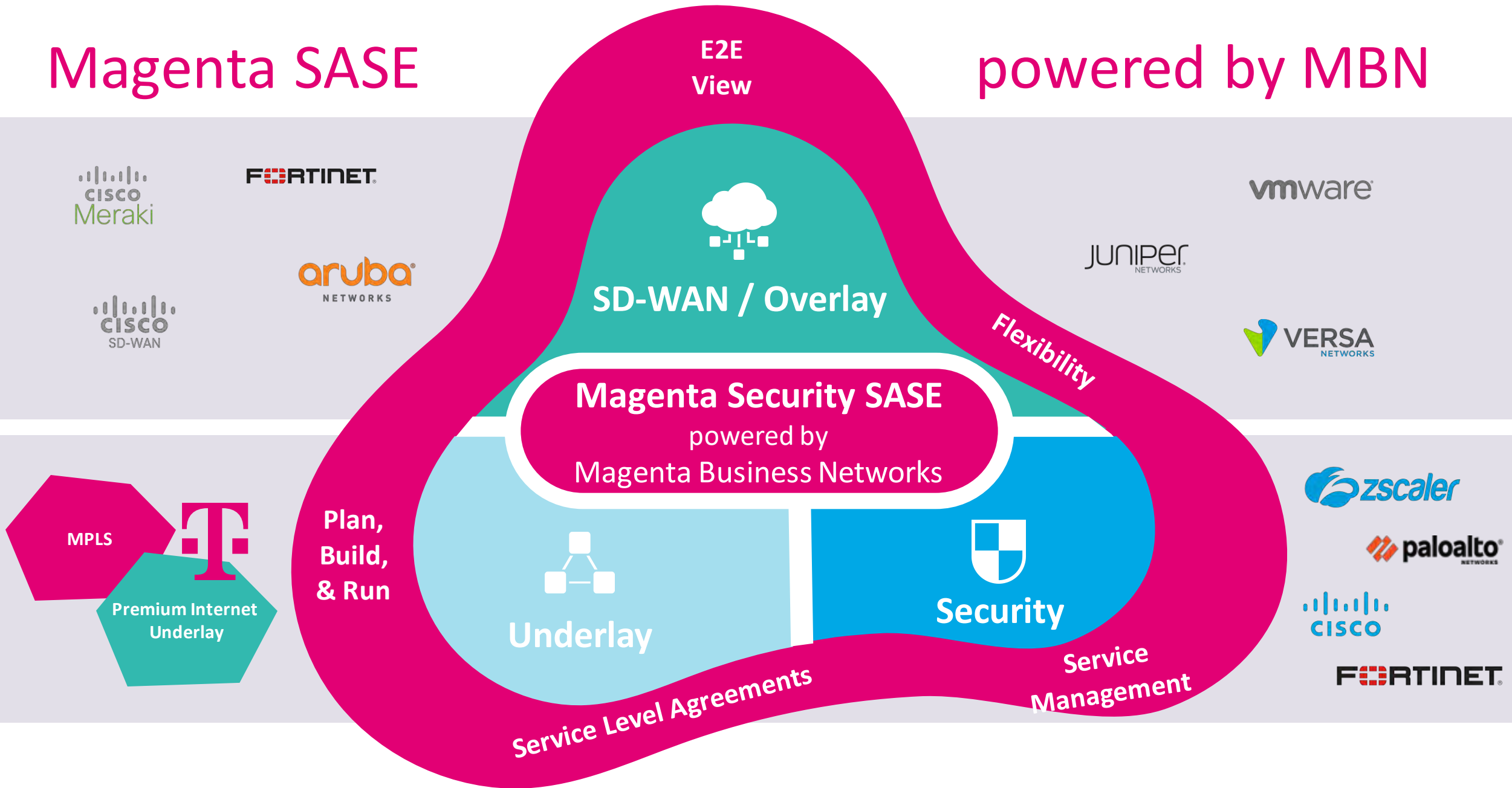
Various perspectives need to be considered for success

Ensure common under-standing & demand

Individual requirements with standardized modules

SASE ready organization and collaboration

Define target first with sequent integration

Customer

Project

Success Criteria

Support with expertise and manpower

Consider Zero Trust Network Access within ZT strategy

Partner

Dependency

Single vs. multi vendor technology approach

Network design will remain crucial

Vendor management & joint innovation

LAN/Wifi as SASE extension

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 geood 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!

Contact

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