

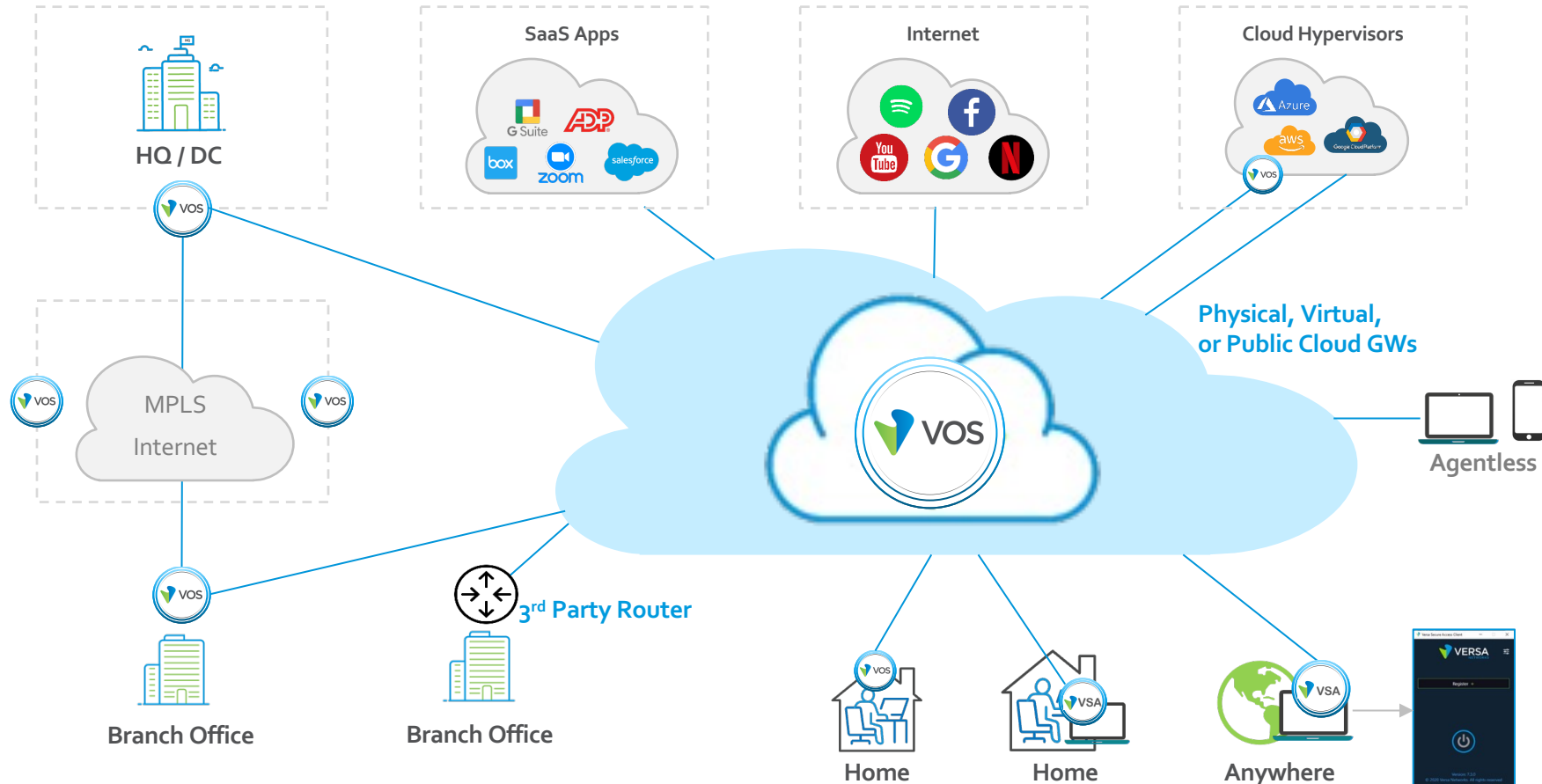
Versatility 2024

Sovereign SASE

Anuj Dutia
SASE Solution Management



Versa SASE Solution Suite



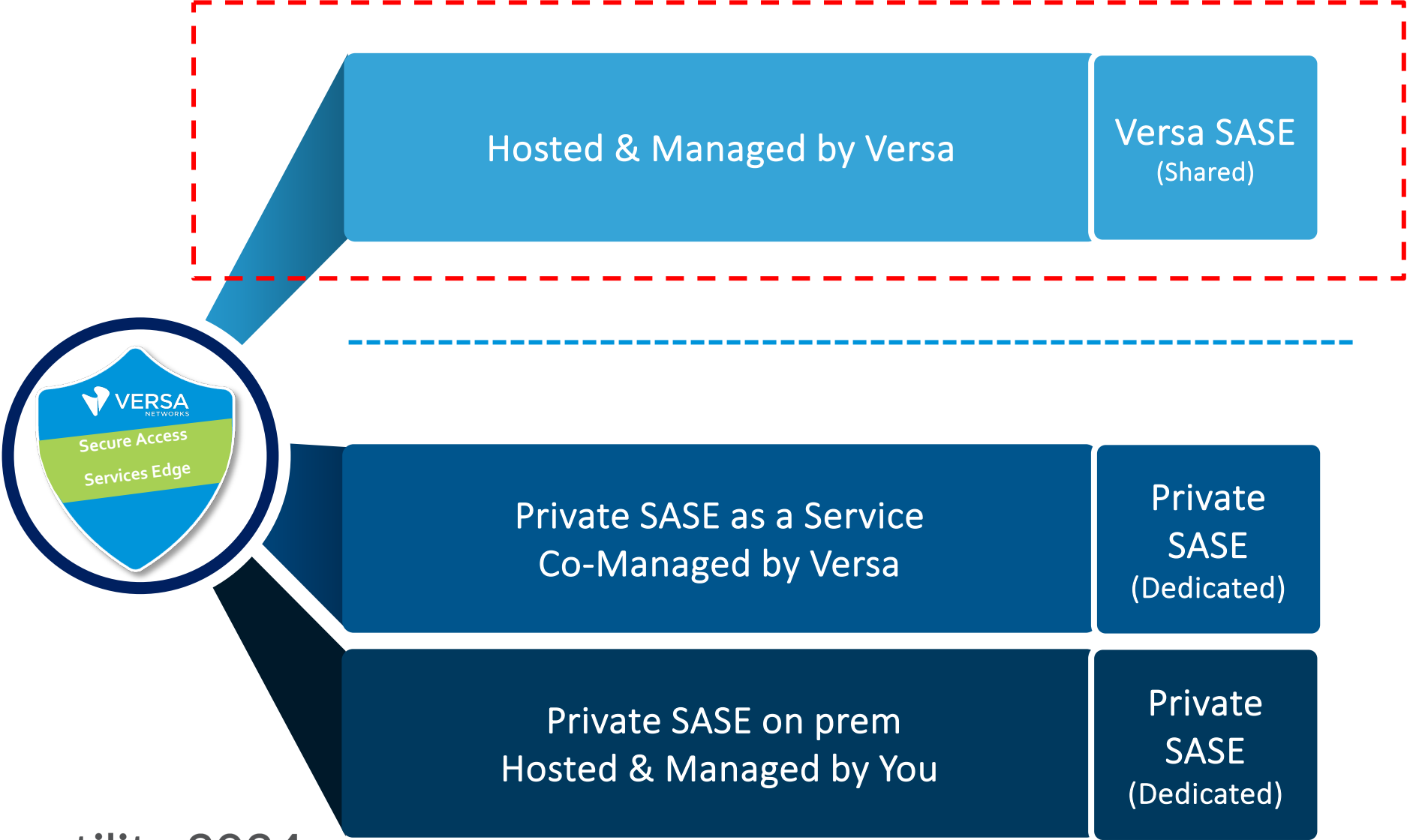
Single Pane of Management,
Monitoring and Visibility

Branch Users – Secure SD-WAN

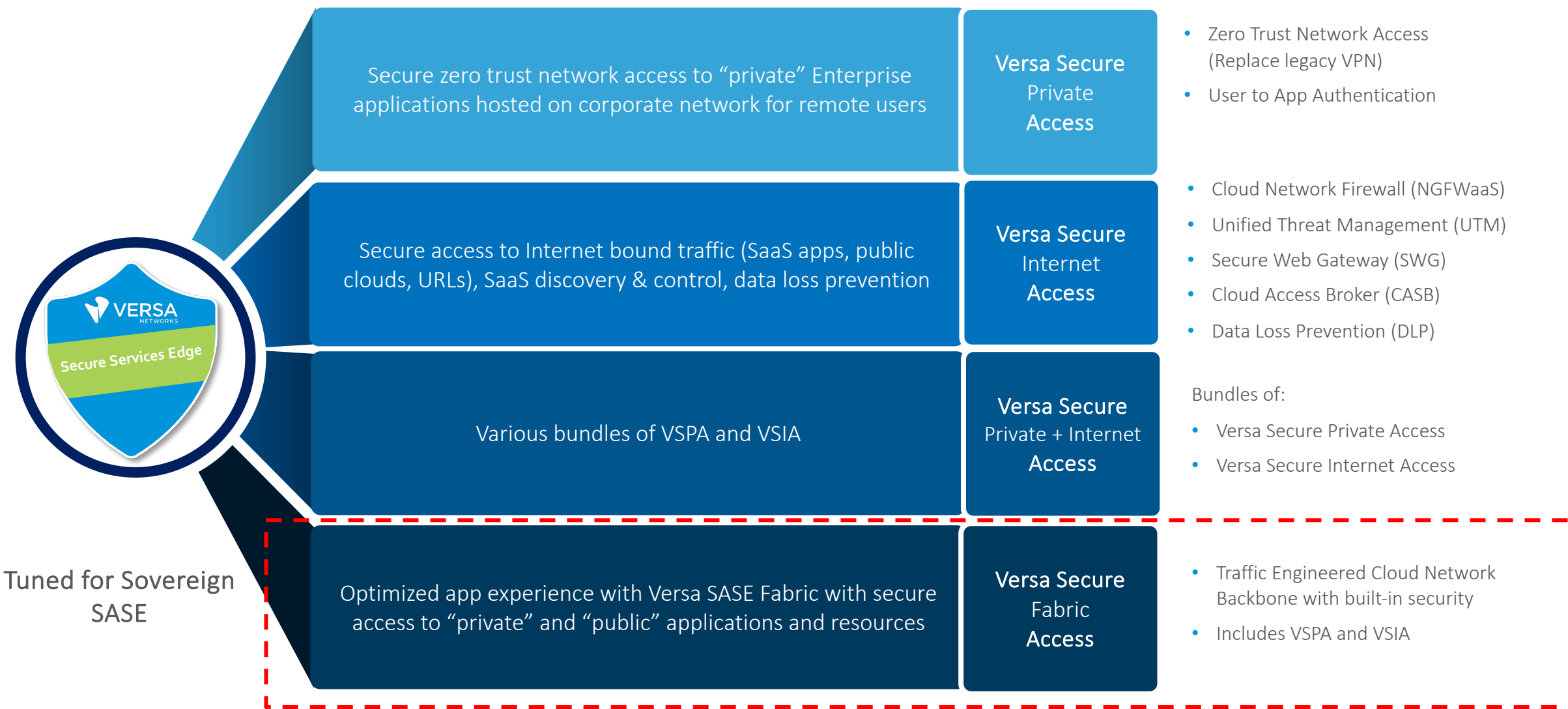
Remote Users – Versa Secure Access

Versatility 2024

Consumption Flexibility To Accelerate Deployment & Time-To-Value Versa SASE (Shared) – Let's dive deeper into the Solution



Shared SASE Tiers



Tuned for Sovereign SASE

Versatility 2024



Sovereign (Private) SASE – the need

Cloud Delivered Shared SASE

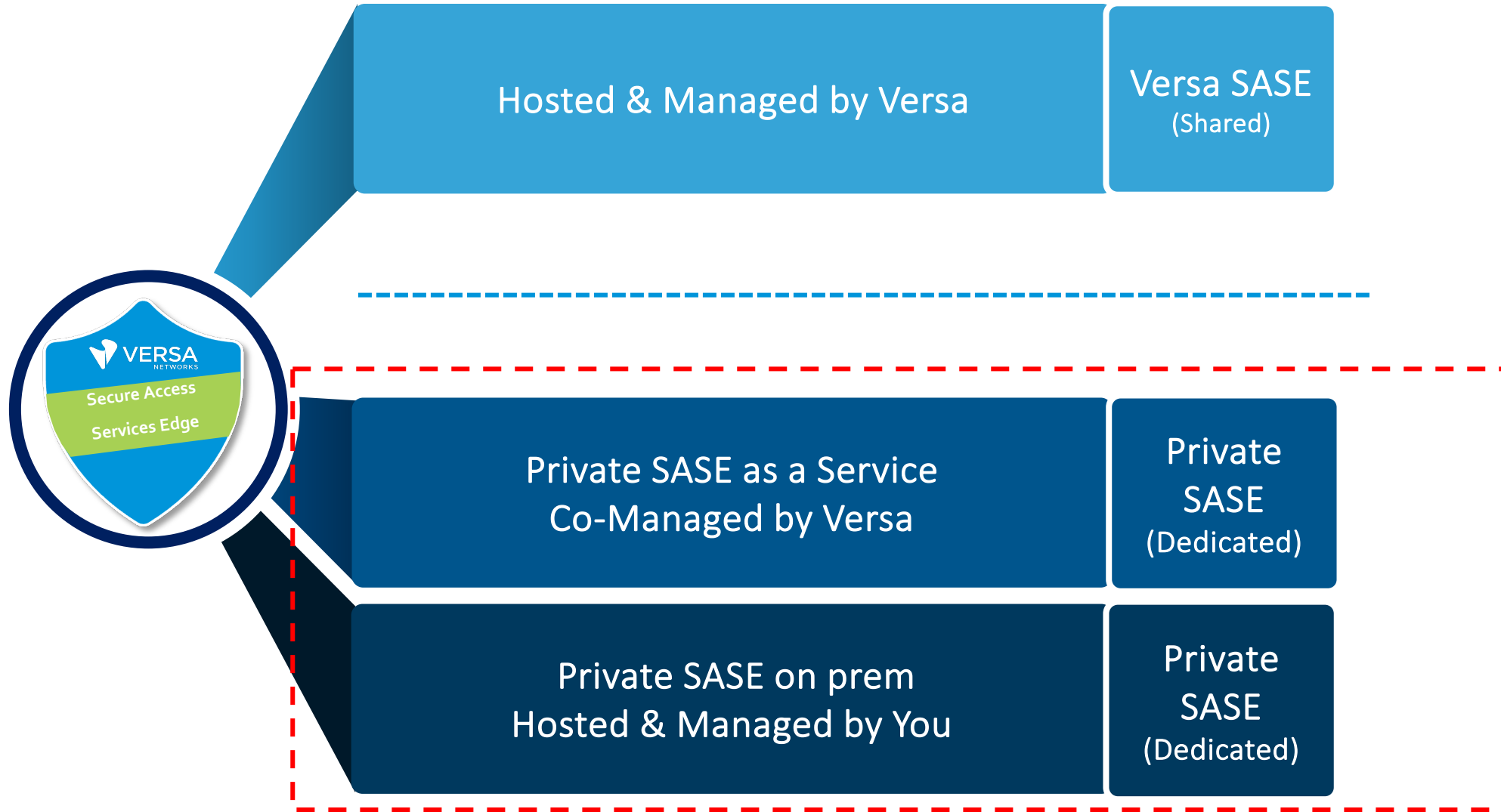
- 1 Globally available SASE Gateway fabric hosted centrally managed by Versa Networks
- 2 Multi-tenant SASE Gateways providing convenient (lease) consumption model
- 3 SASE services consumed on “users per tenant” or “bandwidth per tenant” basis
- 4 Enable SD-WAN & SSE services provided by Versa SASE Fabric for distributed workforce (branch, remote users, IoT etc.)

Gaps for some use cases – 5 Cs

- 1 **Compliance** – Need for data residency & other vertical specific needs (e.g. GDPR, geo-residency laws, HIPPA, banking, govt/federal etc)
- 2 **Control** – Need for dedicated (non-shared) platform for E2E control (e.g. log storage & streaming, infrastructure assurance policies etc.)
- 3 **Capability** – Use of trained “in-house” network & security workforce.
- 4 **Cost & Convenience** – Over subscription efficiency with wholesale usage. Multi-tenant availability with separation of BUs or Enterprises in to tenants

Consumption Flexibility To Accelerate Deployment & Time-To-Value

Private SASE (Dedicated) – Let's dive deeper into the Solution



What is SOVEREIGN SASE?

1

100% "Private" (dedicated) SASE Fabric in compliance with geo-location needs

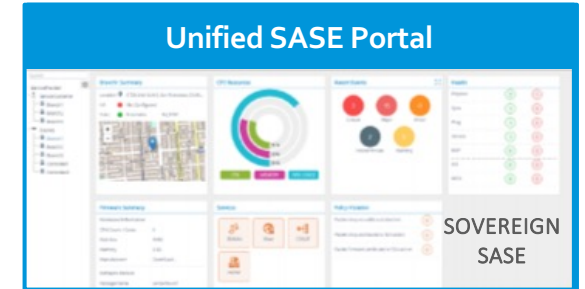
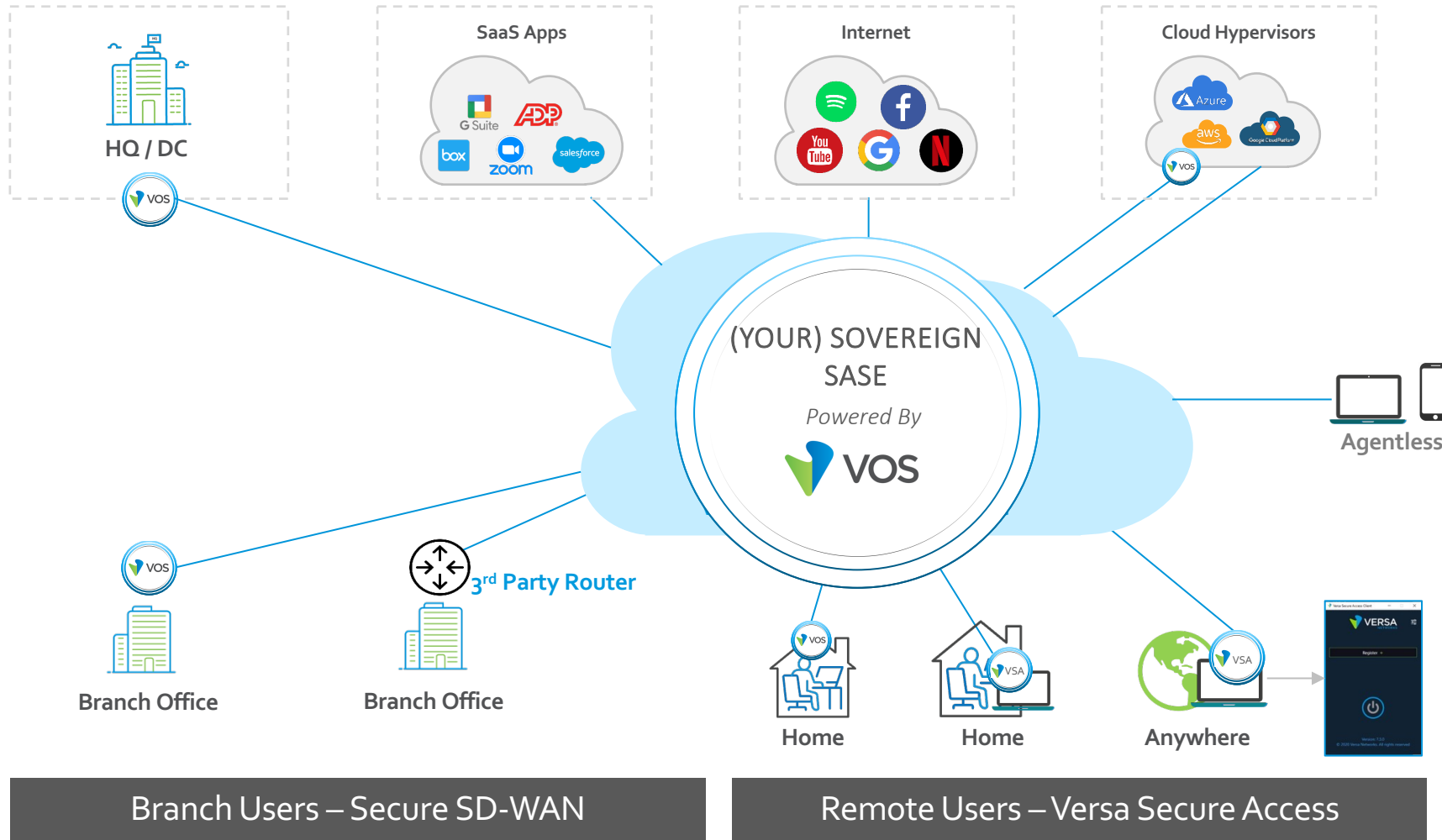
2

Versa SASE Professional tech stack with deployment flexibility (private cloud by Versa, dedicated, on-prem)

3

Available "as a Service" or "software only" flavors

(Your) Sovereign SASE powered by Versa



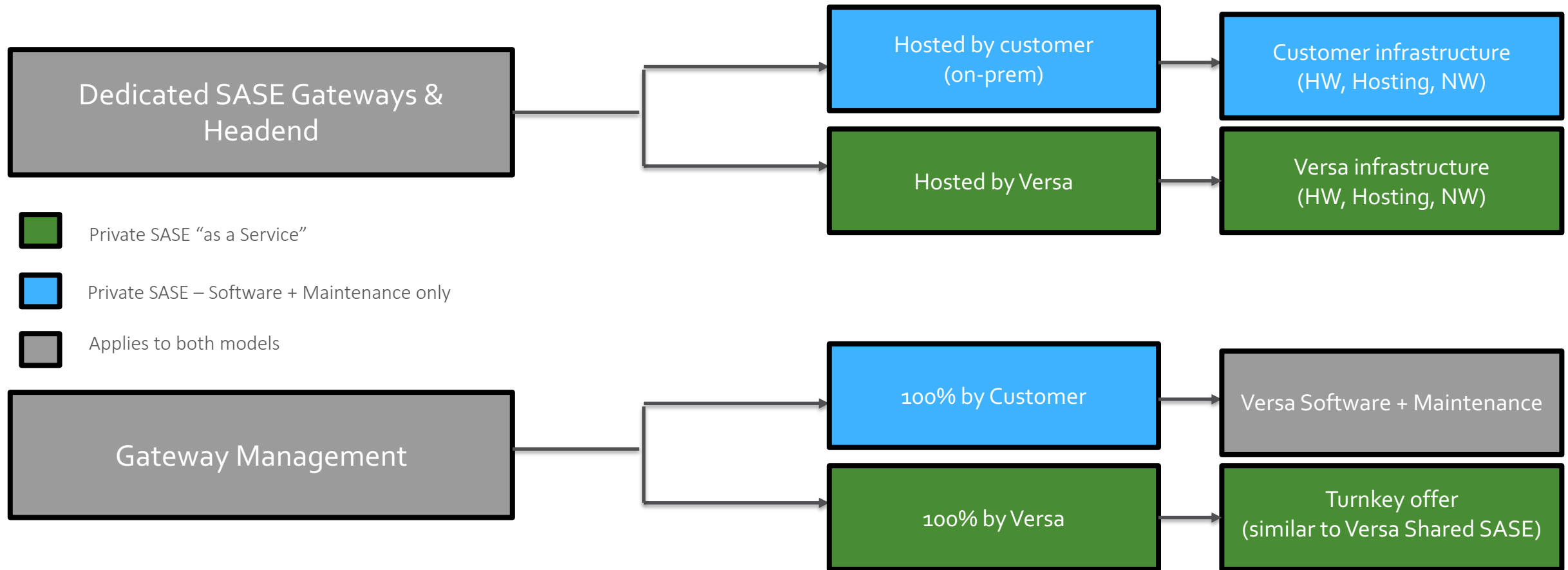
Key Benefits

- ✓ Bring your key assets – compute (co-lo) and network & management
- ✓ (Your) Sovereign SASE in line with compliance (GDPR, banking, HIPAA etc)
- ✓ Oversubscription & pooling efficiency due to "unlimited" users
- ✓ Versa powers Private SASE with software tech stack and white glove mgmt. (as needed)

Versatility 2024

What does “Private SASE” even mean??

- In simple terms, Private SASE is nothing but “dedicated” SASE for each customer (typically SP, Large Enterprise or Federal)
- The entire “fabric” is private & dedicated (whether its 4 or 40 GWs). No interworking with Versa Shared SASE



Sovereign SASE – Summary of Consumption Models

Component	Private SASE (as a Service)	Private SASE (Walk - Build Operate Transfer)	Private SASE (Run – Fully owned by SP)
SASE Gateway & Headend <i>(Software & Maintenance)</i>			
SASE Gateway & Headend - <i>(Hardware & Maintenance)</i>		Customer	Customer
Hosting infrastructure <i>(Monitoring & Maintenance)</i>			Customer
Datacenter & Underlay Network**		Customer	Customer
Enterprise/End Customer Management	Customer	Customer	Customer
Service Packaging*	SASE Gateway	SASE Gateway & SASE HE	SASE Gateway & SASE HE
Subscription Model	Per Gateway (Gbps)	Per Gateway (Gbps)	Per Gateway (Gbps)
Subscription Term	3YR, 5YR	3YR, 5YR	3YR, 5YR

* Additional services available as add-ons – Professional Services, Analytics/ALS, NOC, SOC etc.

** Underlay ISP network SLAs excluded

Private SASE Features

Private SASE Features (Included)

Elite* (Add-ons)

Network Obfuscation	Private Access	Enterprise backhaul	NG- IPS	File Filtering	Anti-virus
Stateful Firewall	DOS Protection	App Firewall	Malware Protection	Inline CASB	SSL, TLS Proxy
User/Group Control	DNS Proxy & Security	Captive Portal	QoS Shapers	VRFs	Multiple Active Tunnels
URL Feeds & Filtering	DPI	IKE v2 IPSEC	DCA First Packet Steer	DCA & DIA Traffic Optimization	TWAMP
IP Filtering & Reputation	App Traffic Control	App ID	BGP	User Authentication	CGNAT
Passive Authentication	Encrypted URL Mgmt	Single Sign-on	App Policy Traffic Steering	Full Forward Proxy	SASE App Client

- DLP
- API Based CASB
- Reverse Proxy
- ATP Malware Sandbox
- RBI

*Elite Features: DLP, API based CASB, RBI, ATP – Currently not available Additional business discussion needed

- VSPA Professional
- VSIA Essential
- VSIA Professional
- Base SD-WAN Features

Versa Sovereign SASE Solution – 2 SKU Simplified Package

Solution Tier	Unit	SKU Format
SASE Professional	Per Bandwidth Per GW	OP-SASE-<BW>-SWM-<Term> <i>On Prem SASE with SW Maint.</i>
SSE Headend	Per HE (up to "N" GWs)	SASE-HE-L-<Term> <i>SASE HE Large</i>
+	Add-ons (as needed)	+
Virtual Aggregator (SPs only)	Per PoP location	OP-AGG-STD-<Term>
Managed Services	Per GW and HE pair	SASE-GW-MM-<Term>
Professional Services	Per Term - Standard	SASE-HE-MM-<Term>

Versa Private SASE – *Foundational Tools and Content*

- [Sovereign \(Private\) SASE Website](#)
- [Private SASE Solution Sheet](#)
- [Sovereign SASE blog](#)

connectivity in your own dedicated infrastructure

COMPANY UPDATES

Private SASE – For Those Who Build Their Own!

By [Anuj Dutia](#)

FEBRUARY 15, 2024

n:

licated SASE Deployment

Integrated network and cloud security capabilities in your own private instance. It enables deployment on your own infrastructure or with a dedicated instance from Versa. And with optional Versa-managed operational expertise can serve as an extension of your team.

[Solution Sheet](#) →

[Blog: Is Private SASE Right For You?](#) →

SASE has exploded with CIOs and CISOs alike. The promise of dramatic security improvements and improved agility delivered by a converged network and security (SSE) infrastructure is compelling. However, today's SASE offerings are delivered on a shared global infrastructure of PoPs provisioned by a handful of vendors. This approach doesn't always meet everyone's requirements.

This approach is generally good enough for many companies, delivering a set of security capabilities with fast time to market and cloud/SaaS economics. However, shared services lack any ability to control and manage service delivery and performance as for organizations who need to deliver an assured user experience and meet regulatory and security requirements to address. The level of scrutiny and control required is often not met by shared services.

Versa offers two flexible private SASE licensing options, enabling clients to select between an as a service and self-hosted option. This flexibility enables businesses with the flexibility to tailor their network security solutions to fit their specific operational demands and pre-existing infrastructure investments.

	Shared SASE	Private SASE as a Service	
	VSAF	Versa Hosted	Customer Hosted
SASE Gateways			
Software	VOS	VOS	VOS
Infrastructure	Versa Cloud	Versa Cloud	Customer Data Center
Model	Shared	Private	Private
SASE Control & Management Console			
Software	Versa Concerto	Versa Concerto	Versa Concerto
Infrastructure	Versa Cloud	Versa Cloud	Versa Cloud or Customer Data Center
Model	Shared	Private	Private
Service Operations			
Lifecycle Management	Versa Managed Services	Versa Managed Services	Versa Managed Services
Monitoring and Management	Versa Managed Services	Versa Managed Services	Build-Operate-Transfer or Customer

Versatility 2024

Thank you

Versatility 2024

