

VERSATILITY

Coffee Shop Networking and more..

Connect. Secure. Simplify.

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May 2026

How We Work Has Changed.



SaaS Apps

Cloud-native tools at your fingertips – cloud first



Mobile & BYOD

Technology mobility – laptop, tablet, mobile always connected



In the Office

Collaboration & culture in the office – some days



Remote Work

Work from any anywhere – via public Wi-Fi, café, on-the go



AI-Powered

Intelligent tools that work with you

What is coffee shop networking?

“...simplified and consistent networking and network security converged experience for end users, whether those employees are in a corporate office location, at a coffee shop or other remote location....”

Characteristics of Coffee Shop Networking

Key insight: security assumes you are always on an untrusted network; location no longer matters.

1 Typically Wireless-First

Wi-Fi is primary. No wired LAN required for device mobility

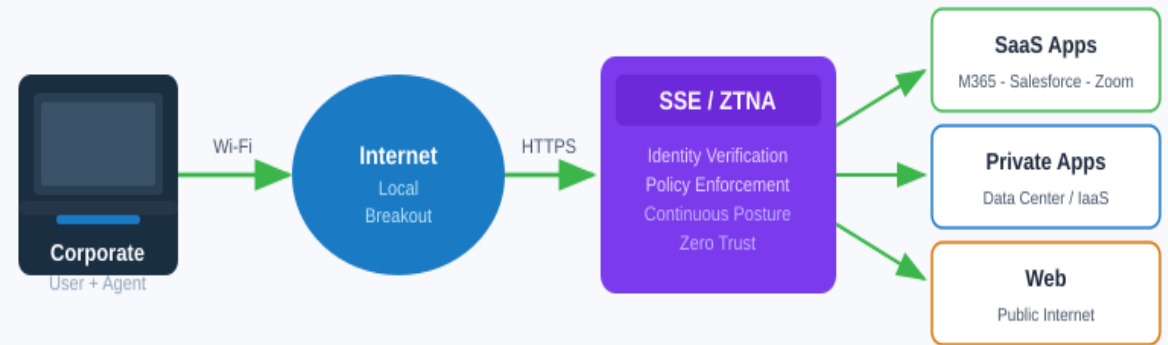
2 Cloud First

Traffic goes direct to cloud & SaaS — no backhaul through data centers — whether it is for Apps or Security

3 Identity-and Posture Based Security

ZTNA/SSE agents on endpoints enforce policy everywhere, regardless of location.

How Coffee Shop Networking Works



Same policy at HQ, a branch, or an actual coffee shop — security follows the user, not the building

Wireless-First

No wired LAN dependency for security enforcement

Local Breakout

No backhaul to data center Direct to cloud and SaaS

Identity-Based Security

ZTNA/SSE agent on endpoint enforces policy everywhere

Why coffee shop networking needs SASE

- Public Wi-Fi man-in-the-middle attacks
- No firewall or perimeter protection
- Unsanctioned cloud app usage (Shadow IT)
- Data leakage over unencrypted connections
- VPN backhauling == slow, frustrating and un-scalable experience
- Device theft with unprotected sensitive data

Coffee Shop Networking and adjacent scenarios

Versa solution is strong fit for these environments

1. Remote workers – employees on the move

Employees accessing SaaS from home, hotels, or public spaces — the original use case. Client-based ZTNA/SSE is sufficient.

2. Small and simple branches, home offices

Remote employees working at home offices, small sales offices with no IT support

3. Temporary sites

Event booths, company events etc which need to be setup quickly with minimal equipment and needs to act like extension of company network

1. Employees on the move

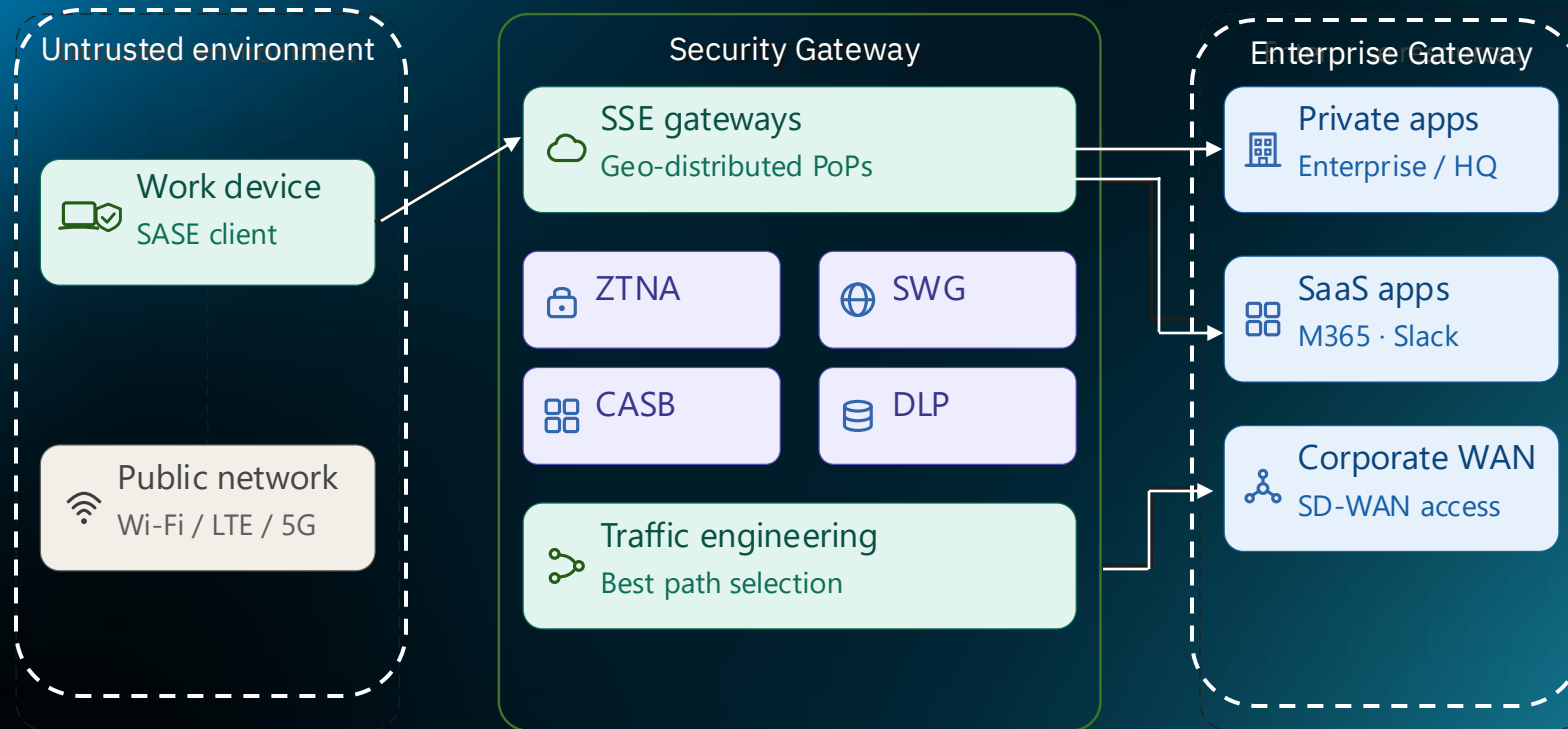
Use-case Description

- Traveling employee, or employee working from an actual coffee shop - using untrusted or 3rd party network environments
- No additional hardware assumed, purely software-based solution required for mobility reasons
- Needs to connect to Enterprise resources securely from unsecure environments

Versa Solution Description

- Versa SASE Client provides encrypted and authenticated connection to Versa SSE Gateways
- SSE Gateways provide authenticated, posture based, zero trust enforced secure connections to clients anywhere across the globe
- Versa Global SASE Fabric provides best experience of connectivity and security
- Client connects to Enterprise sites, private or public cloud instances with best user and app experience – thanks to Traffic Engineered connections

Versa's Solution for employees on the move



Where the model needs to be extended

IoT & Headless Devices

Cameras, printers, OT can't run agents — left exposed.

Lateral Movement

Flat network = ransomware spreads east-west unchecked.

App Performance & QoS

No QoS — real-time apps compete with bulk traffic.

Agent Dependencies

Agent failure or gaps leave devices unprotected.

Valuable data on prem

No perimeter or zero trust controls in place

2. Small and simple branches, home offices

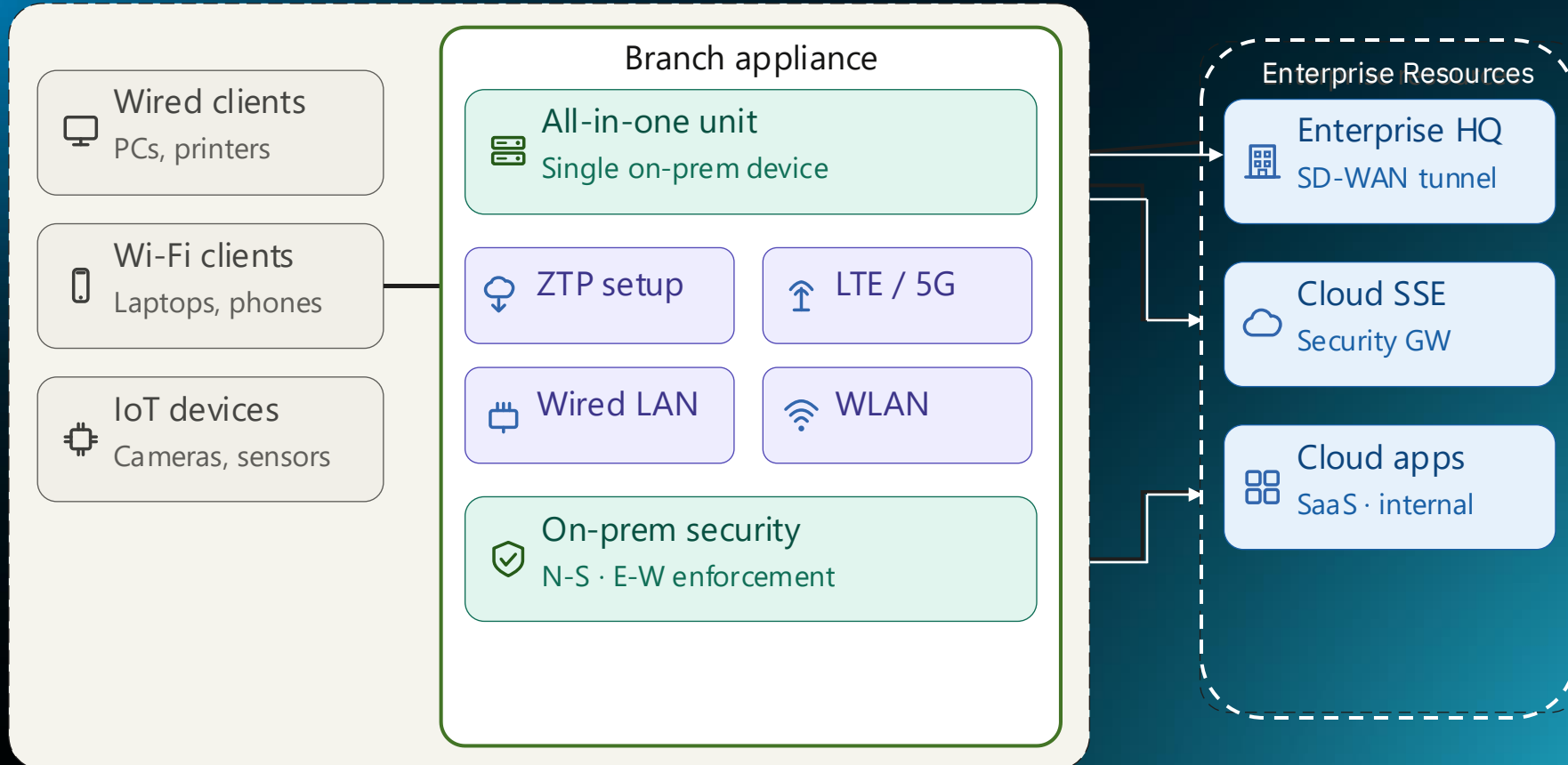
Use-case Description

- Small and simple branches with no local IT support
- No infra other than Internet connection assumed in place. Needs wired and wireless connections
- Needs to provide sufficient infra for small number of users and devices – wired and wireless
- Setup once and needs to operate for long periods with minimal to no maintenance
- Cost effective

Versa Solution Description

- Versa branch-in-a-box solution provides wired and wireless WAN and LAN from a single unit for simplicity and cost
- Easy setup using ZTP over Internet with no local IT or technician support
- All WAN, LAN, and security configurations are templated and loaded to the appliance via ZTP
- Enterprise connectivity and security policies are enforced via the branch appliance
- Authorized clients make use of wired Internet, WLAN, LTE backup with on-prem N-S and E-W security

Versa's Solution for home offices, small sites



3. Temporary setups

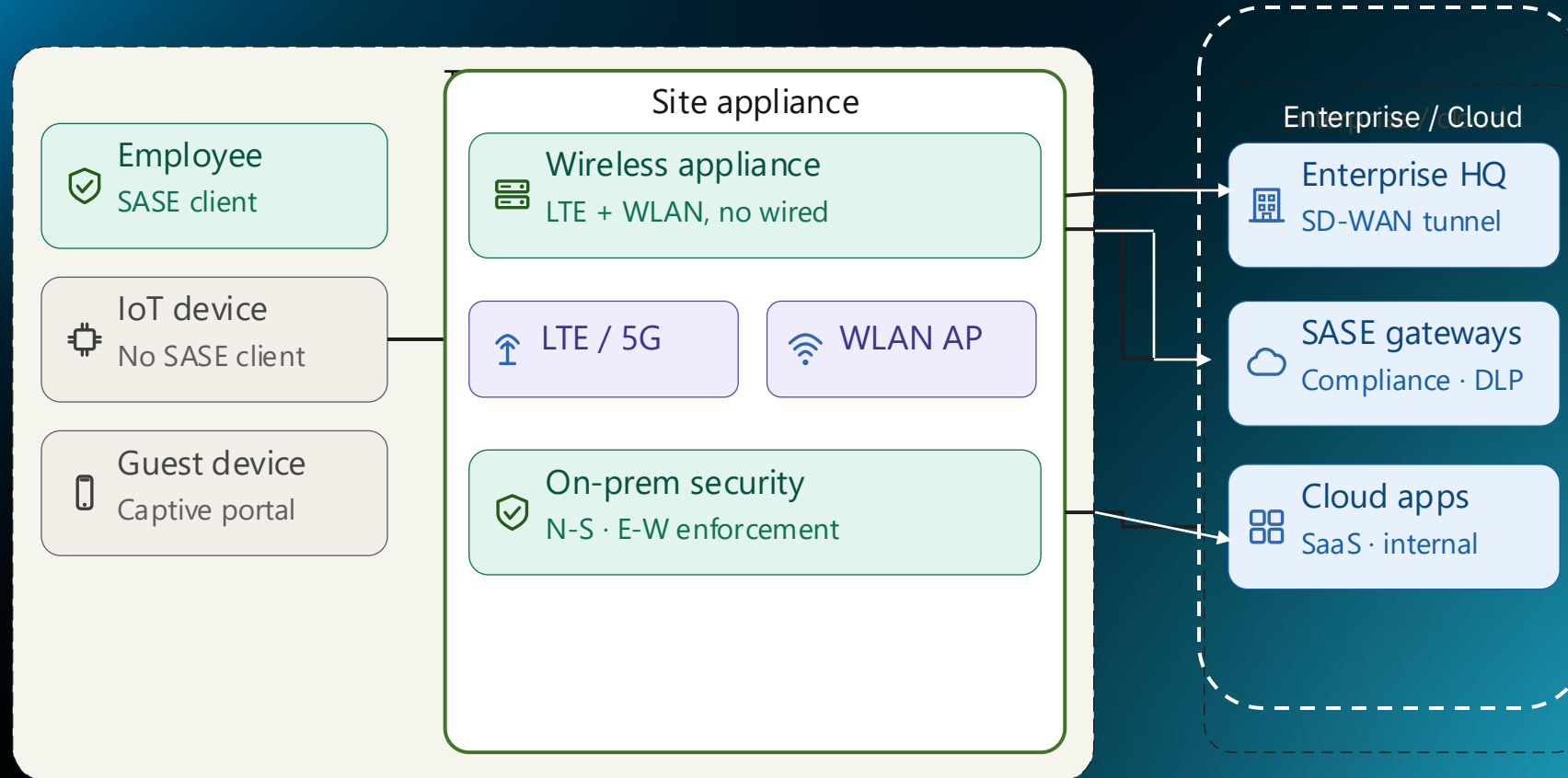
Use-case Description

- Event venues, company events, temporary work sites that need to be brought up and torn down quickly
- Minimal equipment required, and no land line based wired connectivity is expected
- Based on wireless connectivity for LAN and WAN
- On-prem and cloud based security and secure connectivity required. IoT devices, guests or personal devices may not use SASE Client

Versa Solution Description

- Uses VOS based Branch-in-a-box platform
- LTE (or multiple LTEs) used for WAN access. Wired LAN line is good to have but may not be available.
- Integrated WLAN AP to authenticate and connect users, devices via 802.1X. Captive portal with OTP for guests
- Multitenant solution: Employee, IoT and guest SSIDs, network slices to cater for different segments of the network
- N-S, and E-W security on-prem while deeper security and compliance via SASE Gateways

Versa's Solution for temporary setups



More Examples..

Scenario Examples	Description of Use	The Solution
The Road Warrior	No separate network device, heavy SaaS use, accessing sensitive sales or contract data. Corporate device	SASE Client only, ZTNA, SWG, CASB, DLP
Hybrid Knowledge Worker	3 days in the office, 2 days from home office. Accesses code repos, dev tools, internal specs. Uses Corporate device	Mix of SASE Client and/or on-prem device based connectivity ZTNA, CSAB, DLP for security and compliance Secure SD-WAN while device based
Contractor	Working on a 3 month project Does not use corporate device Access to approved apps only	Clientless ZTNA Least privilege based Reverse Proxy and API DP based CASB, DLP RBI and secure portal options
Pop-up retail, field team, event venue	Venue provided or branch-in-a-box based connectivity. No on-site IT Financial transactions, marketing and sales demo tools	Branch-in-a-box based connectivity via SD-WAN On-prem security as first layer of defense Backed by cloud based SSE
Health-care worker in the field	Accessing patient records, clinical data Highly regulated environment	SASE Client based access Using full SSE stack HIPAA compliance, audit logs

Contrasting to modern Enterprise Branches

Coffee shop networking is a good starting point. But as branches grow, four requirements emerge that the model alone cannot satisfy.

01 Protection Without Agents

IoT, OT, and unmanaged devices are growing in every branch. Security must work at the network edge — enforced by infrastructure, not the endpoint.

02 East-West Traffic Control

Once a device is compromised, lateral movement is the real threat. Micro-segmentation at the switch and AP level is the only way to contain it.

03 Performance and Scale, Not Just Access

Real-time apps, video, and AI tools need guaranteed bandwidth and low latency. Connectivity alone isn't enough — traffic must be intelligently prioritized.
Enterprise Offices require solution to scale physically and logically

04 Unified Branch Visibility

Managing separate tools for WAN, LAN, and security creates blind spots and slows response. Branches need one view from user to application.

How to Think About Your Environment

Remote / Small Branch	Mid-Size Branch / Retail	Large Branch / Campus / HQ
Coffee Shop is enough	Augment the model	Full unified platform
ZTNA/SSE agents only	Add SD-WAN + perimeter FW	SD-WAN + SD-LAN + SSE
Commodity broadband or 5G	Basic IoT segmentation	IoT fingerprinting + micro-seg
Single AP, same-day onboarding	Unified management + DEM	Zero Trust WAN + LAN + cloud

Questions?

Thank You

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