

VERSATILITY

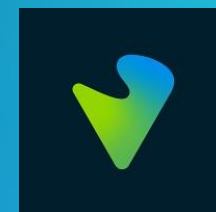
# Deploying SASE at Scale for Tier-1 Finance: From RFP to Reality

Connect. Secure. Simplify.

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T-Mobile Czech Republic



# Who Are We

- T-Mobile Czech Republic
- Cybersecurity division
- ~ 120 engineers & consultants
- Working with Versa since 2019



# Motivation: Why We Started Rethinking RA VPN & Firewalls

## Traditional model stopped matching reality

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- Work-from-anywhere
- SaaS
- Cloud-first

## User experience was degrading

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- VPN Backhauling
- Always-On VPN complexity

## Operational pressure was growing

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- Scaling
- Policy management complexity

## Security concerns

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- Too much implicit trust



# Motivation: What Drove Us Toward SSE/SASE

- Quick and simple onboarding
- Native integration with IdP and enterprise infrastructure
- Scalable by design (no HW limits)



# SASE RFP: Large Czech Bank

# Customer Profile: Tier-1 Financial Institution in Central Europe

- Market-leading bank
- ~10,000 employees
- Decades of history
- Complex IT ecosystem
- High regulatory and security requirements



# Customer Profile: Core Architecture



## Scale & Environment

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- 10k users
- Diverse environment
- Multi-platform



## Devices & Access

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- Multiple devices
- Multiple MDMs
- IoT included



## Identity & Auth

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- Multi-identity
- Flexible auth
- SAML / Cert

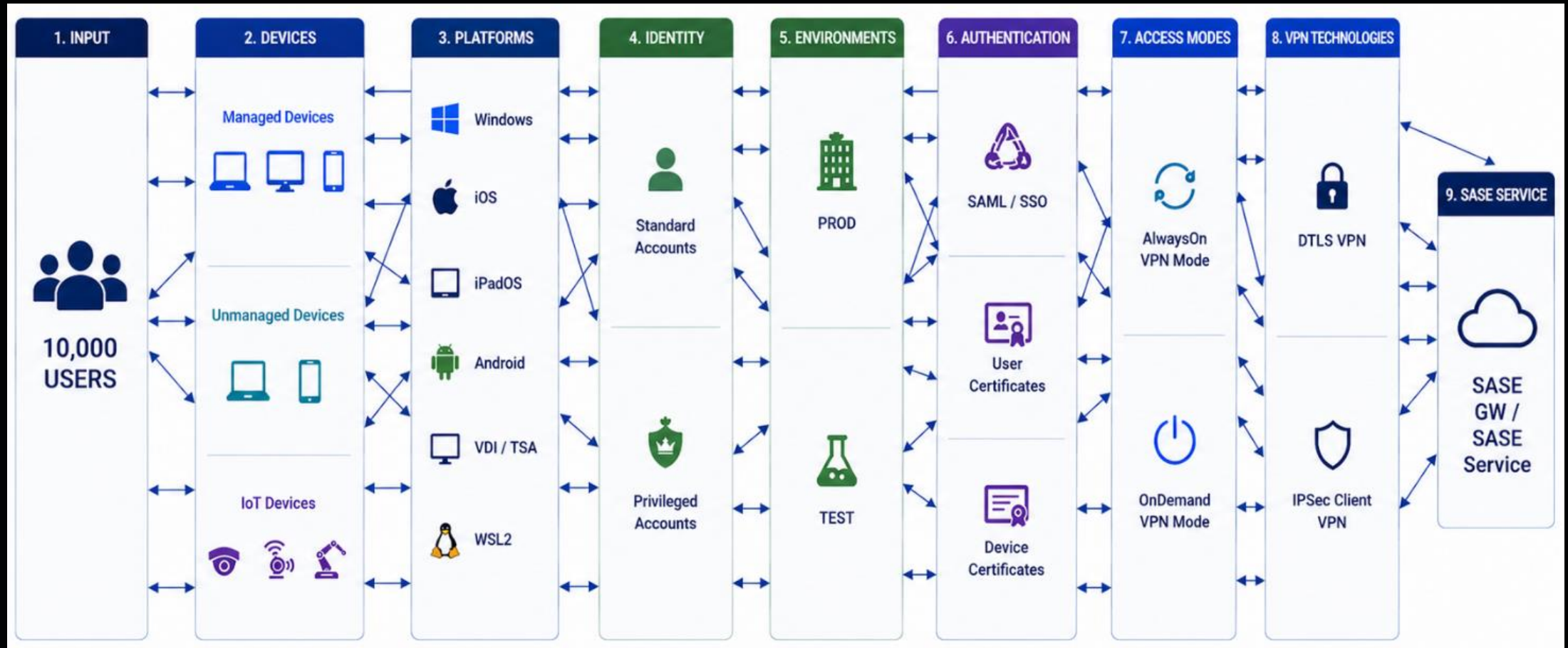


## Experience & Model

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- Always-On
- On-Demand
- Low-friction UX

# Customer Profile: Visualization



# PoC Timeline & Focus Areas

## Timeline:

- 3-month PoC phase
- Immediate RFP process

## Key Areas of Interest:

- Scalability & Bandwidth
- Identity & Authentication
- Threat Intelligence
- RBAC

# RFP: Why Versa Was Selected

- Close vendor partnership
- Rapid feature development
- Prague SASE PoP / low latency



# Solution Overview

## Official Shared Czechia PoP

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- Versa GWs in T-Mobile Czechia DCs
- Shared platform

## Core Setup

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- VSAF Professional 5 Gbps (5Y)
- VSAF Professional 100 Mbps (5Y)

## Add-Ons

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- 10 + 1 TB ALS
- Static IP
- 20 MD Professional Services
- 2-day onsite workshop

# Onboarding Challenges & Priorities

- MDM-based endpoint management
- Multi-device identity handling
- User certificate selection
- Firewall policy migration



# Future Direction: Large Czech Bank

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# Next Step: Expanding to SD-WAN

- Opportunity to extend the solution with SD-WAN
- Reduced adoption risk
- Centralized and simplified management
- Unified platform delivering consistent policy, visibility, and operations



# Future Growth & Expansion Opportunities

## Capacity

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- 5Gbps -> 10Gbps
- ALS

## Add-Ons

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- DLP
- RBI

## Others

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- IoT Security
- Enterprise Browser

# Key Takeaways



## Partnership

Strong partnership and agility are key to success

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## Flexibility

Flexibility is critical in Enterprise SASE deployments

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## Integration

Smooth integration matters

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## Expansion

The project creates opportunities for future platform and feature expansion

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# Q&A

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