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5 Steps to SASE:
A Journey to the Cloud

A Prescriptive Guide for Your SASE Journey, Enabling a "Work from Anywhere" Workforce.

TAKE INVENTORY
20.5264013
24.3602210

1

VENDOR CONSOLIDATION
20.5264013
25.6000212

2

ADOPT ZERO TRUST
20.7238529
25.9071253

3

ELIMINATE VPN USAGE
20.2066273
26.5360737

4

5 STEPS TO SASE: A JOURNEY TO THE CLOUD

Step 01 | Taking Inventory

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Step 01 | **Taking Inventory**

As outlined in our ebook 5 Steps to Consider as You Build Your Roadmap for Migration to SASE, the first step in your SASE roadmap should be to take inventory of your current network security footprint and investments. You need to know where you are in order to properly plan your journey to your destination. Gartner recently published a report on Secure Access Service Edge (SASE) convergence and one of the key findings was that SASE adoption time frames could be cut in half if organizations take inventory of their existing product sets and understand where they are in their current solution hardware refresh cycle. Gartner notes a multi-year phase out of hardware in favor of cloud-based SASE requires an inventory of equipment and contract status.[1] In this first of a series of papers we will drill further into the importance of beginning the SASE migration roadmap with a thorough network asset inventory.

The Need for Inventory

Moving to the cloud from traditional on-premises security appliances or software is a journey that requires multiple steps. Organizations must include various stakeholders throughout the business, as the decision will affect IT and security teams, as well as finance. Moving to the cloud means embracing a different business model for the purchase of cybersecurity functionality. Unlike appliance products which require capital outlays with annual mainte-nance, Software-as-a-Service platforms are typically paid within an annual or monthly subscription-based model. Expenses will move from capital expense (Capex) to operating expense (Opex). Since the cloud provider is offering the infrastructure, organizations won't have the ongoing costs of maintaining infrastructure, nor monitoring it to ensure uptime. Consequently, the ongoing cost items for the infrastructure will disappear from the capital and operating budgets.

When considering a move from traditional appliances and software to cloud-delivered SASE offerings for network security, Gartner recommends that a migration plan of short-term and long-term actions should be made. One of the most important early steps is to take inventory of what you currently have, what it does, where it is located, when it will be taken out of service, and what the associated costs are. It should be noted for each hardware or software

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contract what costs remain to be amortized. This gives organizations a starting point from which it can compare savings to the new costs that will be incurred from cloud vendor(s) providing cybersecurity services and infrastructure.

The Inventory Effort

To assist in planning a move from on-prem network security appliances to SASE the following checklist can be used as a tool to identify all the assets and cost them out. Your organization may add to or delete items from this list.

Asset[2]	Annual Costs	Annual Power, rack space & cooling cost[3]	Contract Expiration Date	Minimum Feature Requirement
Secure Web Gateway				
Firewalls				
VPN software and hardware				
IPS/IDS appliances				
On prem sandboxes				
Network DLP appliances				
Reporting servers				
Annual MPLS charges				
Employee labor costs for software updates, monitoring & maintenance				
Public Applications in use	n/a	n/a	n/a	List out the applications
Private Applications in use	n/a	n/a	n/a	List out the applications
Total Annual Savings	$	$		

For each of the items that end up in the inventory, organizations should look at what features are in those solutions, and which features are being utilized and are still providing value. Since not all SASE vendors capabilities are the same, this assessment is critical in determining what the minimum required feature set really is for the organization. No two organizations are the same and they may use different features from the same appliance vendor. The last few rows ask you to list out all your public (Salesforce, Microsoft 365, etc) applications in use as well as your private ones running in your data center(s) or perhaps hosted in a public cloud provider. **You will need those lists when assessing the impacts of moving to ZTNA and eliminating VPNs in steps 3 and 4.**

Are My Costs in Line?

Once this list is complete compare the results to an independent metric set. iboss commissioned IDC to develop a Business Value Calculator that can assist your organization with this effort. The parameters used are based on averages from customer interviews and provide the business value your organization may see when migrating to the iboss SASE Cloud Platform. Access the calculator here: https://bv.iboss.com/

If you'd like to read the full IDC report, please visit: https://www.iboss.com/storage/2020/02/idc-iboss-report-full.pdf

Next Step

Begin your SASE migration journey today by performing an inventory of your cybersecurity infrastructure. You may be surprised by what you learn. For assistance in your inventory effort, please contact your local iboss sales representative or one of our security partners.

1. "2021 Strategic Roadmap for SASE Convergence," Neil MacDonald, Nat Smith, Lawrence Orans and Joe Skorupa, Gartner ID G00741491, March 25, 2021.
2. Be sure to include all including those located at remote offices
3. Total up the power consumption of all units and calculate power usage 24 hour a day for 365 days and use your marginal power rate.
   Do the same for the heat dissipation.

About iboss

iboss utilizes a purpose-built cloud architecture backed by 230+ issued and pending patents and has more than 100 points of presence globally. iboss processes over 150 billion transactions daily, and more than 4,000 customers trust the iboss SASE Cloud Platform to provide users and their devices connection to applications in a secure fashion. Jump-start your transformation with iboss and experience the future of cloud security today. Learn more about the iboss Cloud Platform at www.iboss.com

Ready to talk?

sales@iboss.com
+1.877.742.6832

iboss.com