

The Lumen® Platform and SASE alignment

Lumen SASE

- Aggregated service provisioning
- Application location agnostic
- Software-defined networking
- Integrated security



Managed orchestration



Hybrid-cloud diversity



Software-defined networks



Integrated security

Lumen Platform



The Lumen Platform enables high-performance, integrated networking and security for Lumen SASE customers

Key elements of Lumen platform **strategy and vision**



Evolution

- Evolving from a traditional telecom to a technology enabler
- Software-first approach
- Simplified adoption and management of network and security services



Experience

- Unite software-based policy control with Lumen network, edge, cloud, and leading partner services
- 20+ years of security management
- Integrated, flexibly managed comprehensive experience for customers



Expansion

Simplified addition of Lumen managed platform elements consolidating network, cloud, security, and edge offerings

Lumen is well-positioned to deliver secure, high-performing applications, virtually **anywhere you need them**

Next-gen distributed applications need to be closer to customers and assets

Highly distributed compute

~450K

Global fiber route miles

Low-latency connectivity with broad reach

High performance networking

6400+

Internet AS's connected

Deepest peered IP network in the world

Multi-cloud orchestration and connectivity

2200+

Public and Private data centers on-net globally

Dynamic connections to cloud providers

Embedded security

50+

Edge compute nodes

Designed to cover > 98% of U.S. enterprise demand within 5ms of latency

Cloud-native digital experience

Lumen SASE with Versa



Lumen SASE with Versa

- Recognized as one of the most complete SASE platforms in the market (2023 TMC Internet Telephony product of the year)
- Supports a blended security model with controls accessed on-premises and/or in the cloud
- Lumen partnership with over eight years of experience providing Versa SD-WAN and security capabilities
- Easy deployment across the premise edge, network edge, and public cloud
- Hybrid network support for public internet and private IP VPN
- Versa Director single-pane-of-glass for branch and remote worker management



Versa SASE
2023 TMC Internet Telephony
Product of the Year

LUMEN®

Lumen SASE with Versa – Day one launch

A flexible architecture to grow your business with software-defined network routing and security unified in a single management experience

HQ, DC, and Branch locations

- Five on-premises device size options (XS, S, M, L, XL) with High Availability option

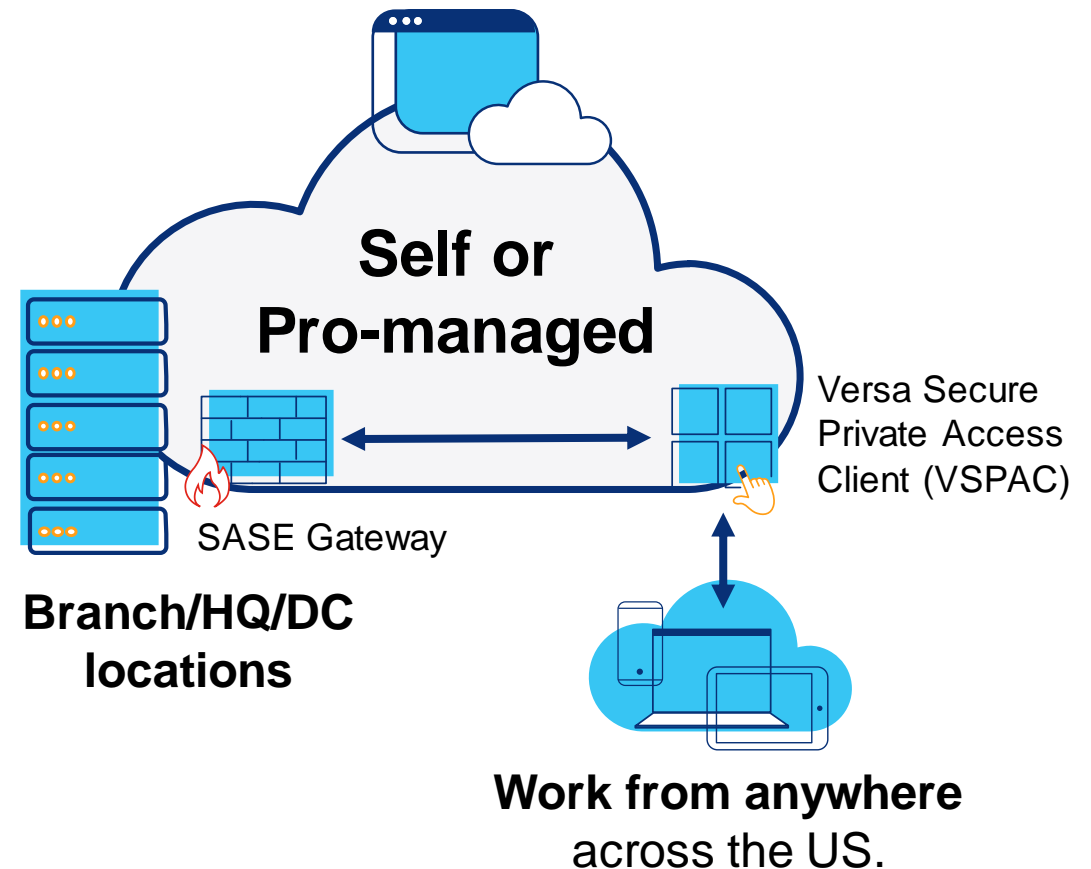
Versa services

- SD-WAN
- Next Generation Firewall (NGFW)
- Versa Secure Private Access (ZTNA)

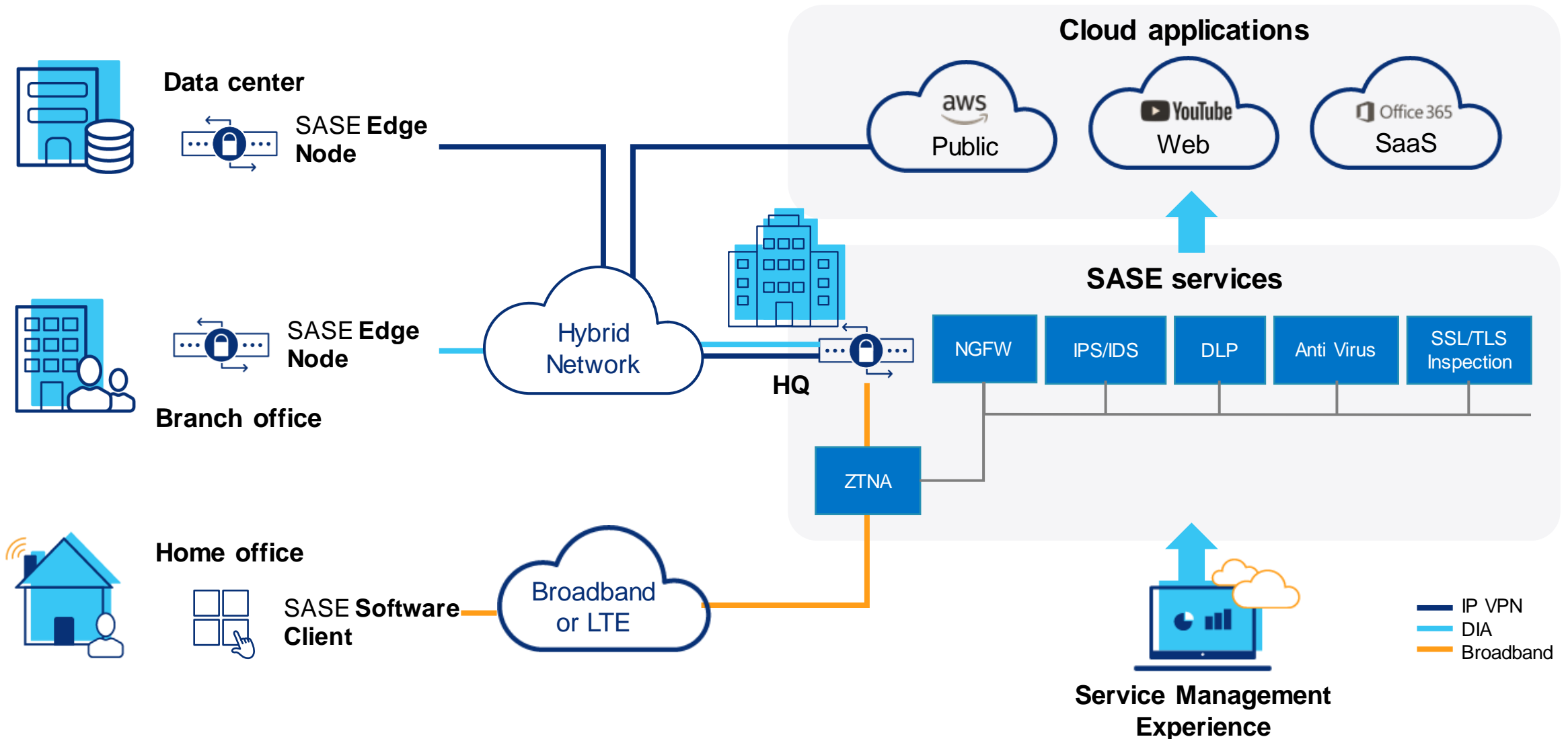
Lumen® SASE Manager

- Lumen exclusive digital solution design experience to configure new sites, add users, and purchase additional services

Single pane of glass management with Versa Director



Lumen SASE Solutions – How it works



Lumen SASE Solutions with Versa **device options**

Size	Model	Description	Performance
X-Small	Advantech FWA1012	<ul style="list-style-type: none"> • Desktop model • 4 – GigE RJ45 ports, 2 - 1G SFP, 8GB memory, Atom C3558 processor • Rack mount available 	Up to 100Mbps bandwidth
Small	Lanner 1515B	<ul style="list-style-type: none"> • Desktop model • 5 – GigE RJ45 ports, 2 – 1G SPF, 8GB RAM, 64GB SSD, 4-core Atom C3558 processor • Rack mount available 	Up to 500Mbps bandwidth
Medium	Lanner 1515A	<ul style="list-style-type: none"> • Desktop model • 5 – GigE RJ45 ports, 2 – 1G SFP, 16GB RAM, 64GB SSD, 8-core Atom C3558 processor • Rack mount available 	Up to 1Gbps bandwidth
Large	Advantech FWA 3260A	<ul style="list-style-type: none"> • Rack mount • 5 – GigE RJ45 ports, 4 – 1/10G SFP, 2 – 10G SFP+, 64GB RAM, 256GB SSD, 8-core Xeon D-1548 processor • Dual power supply 	Up to 2Gbps bandwidth
X-Large	Advantech FWA 5020U1701-T	<ul style="list-style-type: none"> • Rack mount • 5 – GigE RJ45 ports, 2 – 10G SPF+ ports, 64GB RAM, 256GB SSD, 14-core Xeon E5-2697 v3 processor • Dual power supply 	Up to 6Gbps bandwidth



[Device details](#)

Customer journeys

Lumen SASE Solutions use cases



Securing remote workforces for better managed access to sensitive data or resources



Centralized integration of SD-WAN and Security for the efficient delivery and secure access to business applications and data



Instituting a Zero Trust security framework or revamping security and network architecture



Hybrid workforce access through VPN augmentation or replacement to provide better scalability, management, and security



Managing a cloud transition and replacing existing on-prem security services



Multi-tenancy for managed services is a chief appeal of SASE offering low latency and scalability using a “single pass” architecture that runs multiple policy engines

Lumen SASE Solutions adoption journey

Grow-as-you-go software-based services

SASE Security Services

Move to SASE immediately

- ZTNA and cloud-enabled services
- Instantly connect to current networks and applications
- Centralized management of user insights and security policies



ZTNA

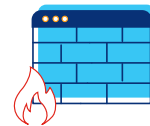
SASE Location Services

For customers with existing access

- Customer configures their solution
- Devices are connected to the internet
- SASE (SD-WAN and Firewall) application and routing policies are enabled on current access



SD-WAN



Firewall

SASE Access Evolution

For customers wanting new access service

- Add or replace access connections
- Lumen or alternate access provider opportunity



DIA



5g

Managed service offerings



Lumen SASE Solutions managed service wrappers

Self-managed

Pro-managed

Customer profiles for SASE managed service

Self-managed

- Customers with own IT staff or wanting a DIY deployment model
- Customer completes their own policy changes and updates
- Customer wants standard tools for monitoring or streams events to their own tools

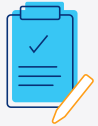
Pro-managed

- Lumen ongoing configuration management and support
- Lumen customized event notifications
- Lumen proactive response to (some) notifications

Lumen SASE Solutions **managed services detail**

	Overview	Elements	Self-managed extras	
Cumulative elements	Pro-Managed	Outsourced elements that allow IT to focus on business value creation	<ul style="list-style-type: none"> • Full solution management <ul style="list-style-type: none"> • Project management • Security policy • Implementation • Design 	<ul style="list-style-type: none"> • Implementation project plan • Design consultation • Virtual SOC • Managed SIEM • Vulnerability assessment
	Self-Managed	A high level of control over service design to meet specific needs	<ul style="list-style-type: none"> • CPE • Licensing • Network connectivity • SASE design • Self-configured 	<ul style="list-style-type: none"> • On-site install • Day 2 Break/Fix support • Change, configuration, patch

Lumen professional network services



Pre-purchase of your SASE Solution

Network Discovery

- Existing IP Address scheme
- Network Device Inventory
- Network Device Configurations
- As-built topology diagrams
- Assistance with Site classification (Hub, Branch, Data Center).

[Learn more](#)



Post-purchase of your SASE Solution

Implementation Management

- Initiation/Project Kickoff: success criteria, project schedule
- Discovery/Planning: RACI & implementation plan(s)
- Execution: Site-readiness, implementation coordination
- Project Monitoring & Controlling: Weekly meetings, project status (i.e., Circuit implementation)

[Learn more](#)

Lumen professional security services

Lumen offers three broad categories of standard professional security services and has ability to support other security services outside these capabilities on a one-off, nonstandard basis

Consulting and Advisory Services

- CISO advisory services
- Security architecture and engineering
- Security consulting services

Risk and Compliance Management

- Vulnerability management and penetration testing
- Governance, Risk and Compliance
- Risk management
- Security awareness training

Security Device and Operations Management

- Managed SIEM
- Virtual SOC
- Incident Response
- Device/Tool management

SASE is an archetype for **business transformation**

Secure branch

- **SD-WAN**
application-aware routing
- **NGFW**
Unified Threat Management
- **Lumen Edge uCPE**
- **Lumen Edge and Public Cloud SASE Gateway**
- **SASE Manager**
for simplified MACD



Grow as you go | Multi-vendor |
Fully managed

Work from anywhere

ZTNA Client

user authentication and authorization

SASE gateway SSE

- **SWG** web service protection
- **CASB** SaaS and data permissions

Threat visibility and response

Rapid Threat Defense

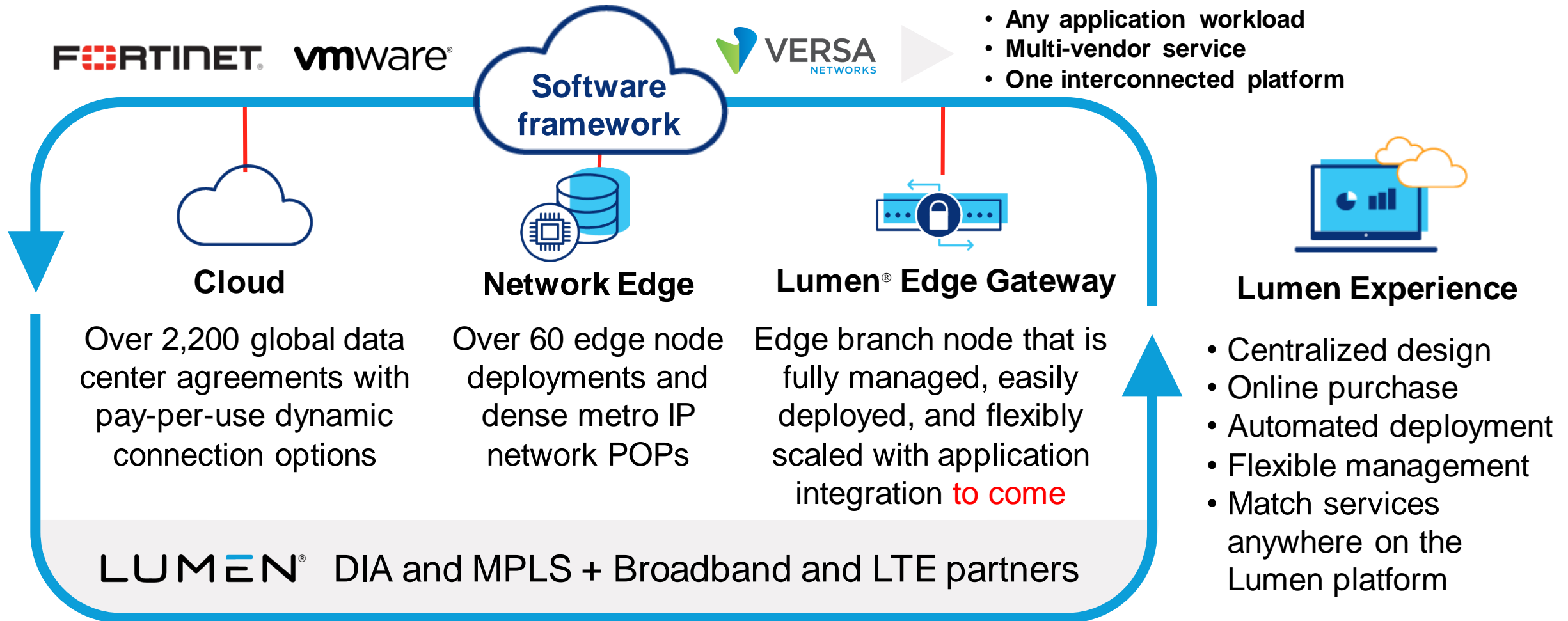
MEDR | Managed SIEM | vSOC

BLACK 
LOTUS LABS™

Our Foundation: Fiber | Global IP network | Edge presence | Cloud partnership

Bringing it all together – Lumen SASE + Lumen Platform

A synergistic service engine that supports growing application demand and new partners



L U M E N P L A T F O R M

The Lumen SASE Solutions difference

A network and security experience that is centrally controlled, fully converged, and flexibly managed



Lumen Platform

Connectivity, compute, and orchestration



Security expertise

Deep bench of security capabilities delivers a complete Security solution



Service wrapper

Options sized to the level of support required to address customer needs



Partner ecosystem

Diverse ecosystem of partners to meet specific business needs



Digital experience

Design, price, purchase, configure, and manage your entire solution using a centralized experience