



Lumen[®] SASE Solutions

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Introduction

There was a time when network administration was a highly controlled and predictable discipline serving a group of securely connected locations where work was done.

For some, this is still the case.

For others, work is a distributed cacophony of endpoints and networks connected to a private data center and multiple cloud services.

For most, it is both.

Network and security leaders are navigating the future in a chaotic, unpredictable environment. Numerous challenges emerge - too many to be addressed at once.



The challenges

The challenges are broad and unique to every business. Familiarity with and investment in existing network and security solutions make it difficult for move. Concerns include unforeseen service disruptions, added complexity, long adoption cycles, loss of visibility into data security, and integration.

1. What do I move to the cloud? What do I keep in my data center?
2. How can I evolve my private network to improve access to and performance of cloud services?
3. How can I centralize and simplify visibility and control over network access and security policy?
4. How do I segment user, endpoint, and network access to private data and cloud applications?
5. Will my new solution integrate with my existing infrastructure?
6. Will my staff be able to maintain and manage new network and security approaches?
7. What valuable outcomes will this evolution deliver?



- Cloud migration is necessary to support a more distributed workforce and a growing number of IoT use cases.
- Our network must transform to include scalable, cost-effective internet access. Security must be maintained without sacrificing application availability.
- I have lost visibility into remote worker access to cloud applications. Regaining control through VPN access to our data center degrades application performance and employee productivity.
- I need to maintain the security of my compliant data while supporting secure access to cloud-based applications.
- I have a long list of systems, services, access control lists, and applications I cannot afford to recreate.
- Hiring, training, and retaining the knowledge base of my staff is expensive and time consuming.
- I cannot afford to make the wrong technology choice. My decision must be a long-term investment that continues to deliver value.

Lumen SASE Solutions

Lumen developed our SASE portfolio in response to our customer requests for a hybrid network supporting cloud-based services with shorter deployment times, simplified management, and increased bandwidth capacity at a lower cost. Above all, security is priority one as their dependence on internet as a primary transport increases with cloud adoption.

Lumen SASE Solutions are integrated beginning with our core fiber foundation. We transport your data with optimized scale and availability. Lumen operates the most highly peered IP backbone in the world² connecting over 2,200 public and private data centers. Your application and data traffic moves smoothly between the cloud and your business with less disruption along the way.

Lumen operates over 60 edge compute locations that function as SASE gateways to address threats quickly while accelerating application performance.

Because our SASE offering is integrated, we manage more for you including solution configuration, monitoring, updates, and issue response to network and security threats.

Lumen SASE offers a mix of leading network and security partners and integrates them under a fully managed solution. SASE partner network and security services can be purchased, added, and changed using our exclusive digital buying and management experience available with the Lumen Marketplace and SASE Manager.



Click a logo below to choose a partner for your current and future business needs.



“ If Lumen became a value-added reseller (VAR) and could provide me all of the different layers I use today so I don't have to deal with 10 VARs, that would be terrific.” ¹

— Enterprise CISO

1. Source: Lumen Mid-Market Customer Insights. May 2023.

2. CAIDA, AS Rank, December 2022.

Lumen® SASE with VMware

VMware has extended their data center services and software expertise to global cloud gateways that centralize network and security management for branch to cloud locations.

Simplified branch transformation

VMware is the right solution for businesses seeking an easy-to-use and onboard SD-WAN management experience.

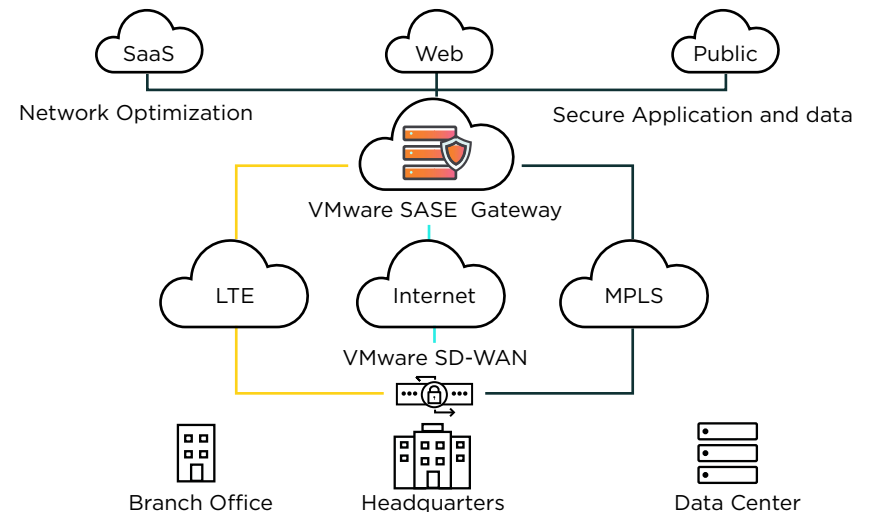
- A single-pane-of-glass experience with powerful tools that simplify and centralize management of distributed cloud applications.
- Pre-packaged network and security policy templates that can be instantly applied or customized to your specific requirements and location needs.
- Intuitive monitoring shows underlay network performance before and after the SD-WAN overlay is applied.
- Provisioning is out-of-the-box supporting fast installation and setup.
- Per-packet routing with millisecond response to network degradation moving applications to the optimal network link under the SD-WAN controlled environment.

Secure cloud migration

Global cloud gateway points of presence (PoPs) secure user access to SaaS and web applications, data, and services residing in the cloud. Security services include: Secure Web Gateway (SWG), Cloud Access Security Broker (CASB), and Data Loss Prevention (DLP)

Summary

VMware simplifies the movement from legacy branch network connections to a hybrid network supporting secure cloud-based applications virtually anywhere your business needs them.



89% of ITDMs surveyed have already adopted or soon plan to adopt a platform to drive their next-gen apps and critical growth initiatives.³

Visit [Lumen SASE with VMware](#) for the most current services available.

3. Source: Quadrant Strategies, September 2022.

Lumen® SASE with Fortinet

If security is your primary business objective, Fortinet is the right solution for you. Their security portfolio is broad supporting customized configurations for virtually any use case.

Securing the branch

- Next Generation Firewall (NGFW) offers multi-layered Unified Threat Management (UTM)
- Protection of Local Area Network (LAN) elements
- Policies can be shared and applied across all locations or individually at each site.

Securing the cloud

- Security services include Secure Web Gateway (SWG), Cloud Access Security Broker (CASB), and Data Loss Prevention (DLP).

Securing remote work

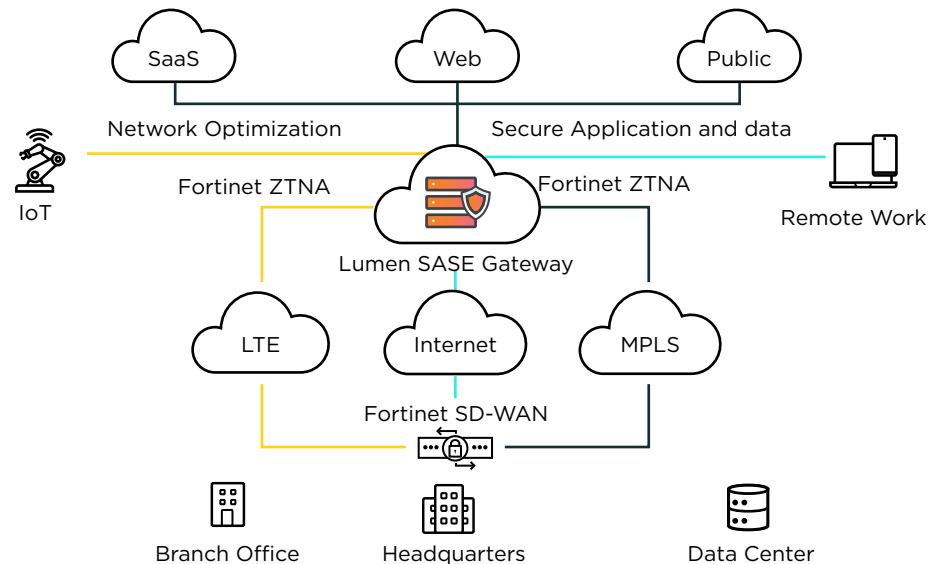
- Lumen SASE with Fortinet supports Zero Trust Network Access (ZTNA) to the corporate network and multiple clouds.
- Granular network access policies by user profiles and permissions, device, and network.
- Licensed user access is provided through the FortiClient ZTNA software.

WAN and branch transformation

Lumen SASE with Fortinet provides SD-WAN integrated within the FortiGate Firewall platform. Fortinet management and analytics are delivered over a multi-portal experience.

Summary

Lumen SASE with Fortinet is a good fit for businesses who currently use Fortinet for network and branch security. The familiar FortiManager and FortiAnalyzer user experience are used for SD-WAN network routing and security policies.



9 in 10 Global ITDMs cited application and data security as their number one IT concern⁴

Visit [Lumen SASE with Fortinet](#) for the most current services available.

4. Source: Quadrant Strategies, September 2022

Lumen® SASE with Versa

Businesses looking to transform their Wide Area Network (WAN) to include secure cloud application access and a hybrid bridge between private and secure internet routing will appreciate the comprehensive solution Versa provides.

WAN transformation

- Unites and simplifies your management experience by deploying SD-WAN controllers across your private and public networks.
- Centralized network and security policy control using an integrated digital experience.

Securing the branch and browser-based web services

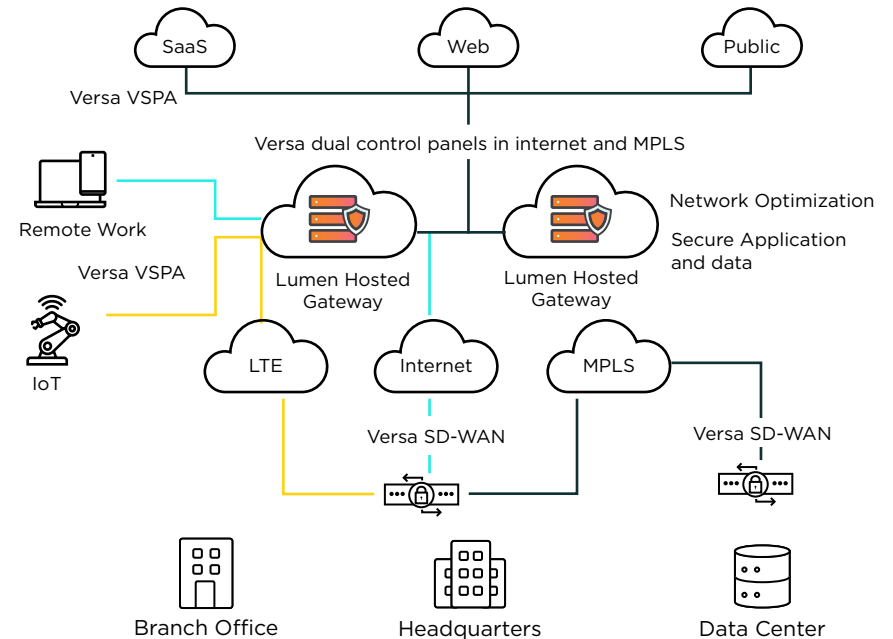
- Next Generation Firewall (NGFW) with Unified Threat Management (UTM) protection for business branch locations.
- Secure Web Gateway (SWG) blocks website malware and viruses.

Securing remote work

- Lumen SASE with Versa supports Versa Secure Private Access (VSPA) service and its software client providing secure remote worker and IoT endpoint Zero Trust Network Access (ZTNA) to the corporate network and multiple clouds.
- Granular network access policies by user profiles and permissions, device, and network.

Summary

Lumen SASE with Versa accelerates the move from legacy WAN and branch networks to a hybrid private and public network with unified network and security control delivered over a centralized management experience.






“ I don't want to give up anything, I just want more. A product must create higher value to my organization, and if it costs more, I must understand the value”⁵

— Business ITDM

Visit [Lumen SASE with Versa](#) for the most current services available.

Lumen SASE Solutions partner comparison

Services	 VERSA NETWORKS	 FORTINET	 vmware®
Network			
• SD-WAN	✓	✓	✓
• High-availability	✓	✓	✓
Security Service Edge (SSE)			
• NGFW	✓	✓	
• SWG	✓	✓	✓
• ZTNA	✓	✓	
• CASB	✓	✓	✓
• DLP	✓	✓	✓
• Lumen® Rapid Threat Defense		✓	
Event Logging	Customer SIEM via Syslog	Forti Analyzer Customer SIEM via Sysloga	Customer SIEM via Syslog Customer SIEM via API
Orchestration / Portal	Lumen Hosted Single Tenant	Lumen Hosted Single Tenant	VMWare Hosted Multi-Tenant
Single pane of glass	✓		✓
Service hosting options	Lumen hosted gateways and/or on-premises	Lumen hosted gateways and/or on-premises	Lumen Hosted Single Tenant
EMEA and Canada US headquartered sites	✓	✓	✓
Lumen Marketplace	✓	✓	✓

The Lumen difference

Lumen SASE Solutions are available from multiple service partners, each one a leader in SD-WAN and security solutions. Our value is tied to the convergence of these services simplifying the way they are consumed and managed.

Lumen provides an integrated SASE solution that can be designed and purchased quickly using our digital Marketplace and Lumen® SASE Manager or customized to your specifications by Lumen experts.

Unlike other providers, you'll experience a holistic approach including multiple network access options to address capacity, a full security portfolio, and Edge compute and storage to support your IoT driven manufacturing and logistics with low-latency data access.

Contact us today at **800-871-9244** or visit us now at lumen.com/sase to begin your journey.

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*Lumen Internet On-Demand requires a Lumen Internet port under a minimum term agreement with early termination fees.

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