



SYNERC  MM

Secure Access for Hybrid IT in a Zero Trust World

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Corporate Overview

Pulse Secure is the
industry leader in

ZERO TRUST

Secure Access Solutions

80%+
Fortune 500

20K+
Enterprise
Customers

18M+
Secured Endpoints

Global
Offices, Coverage

750+
Employees

17
years R&D
250 Patents

80%

**FORTUNE
500** Are Pulse Secure
Customers



Telco



Fin/Bank



Retail



Defense/Govt



Energy



Technology



Healthcare



Transportation



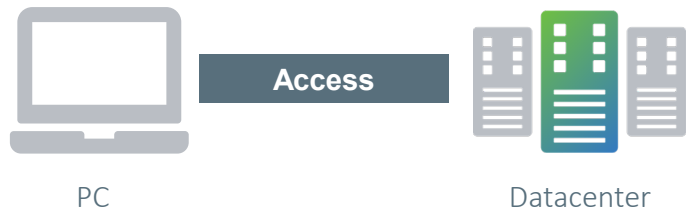
Financials/Ins



Food/Bev

Old World

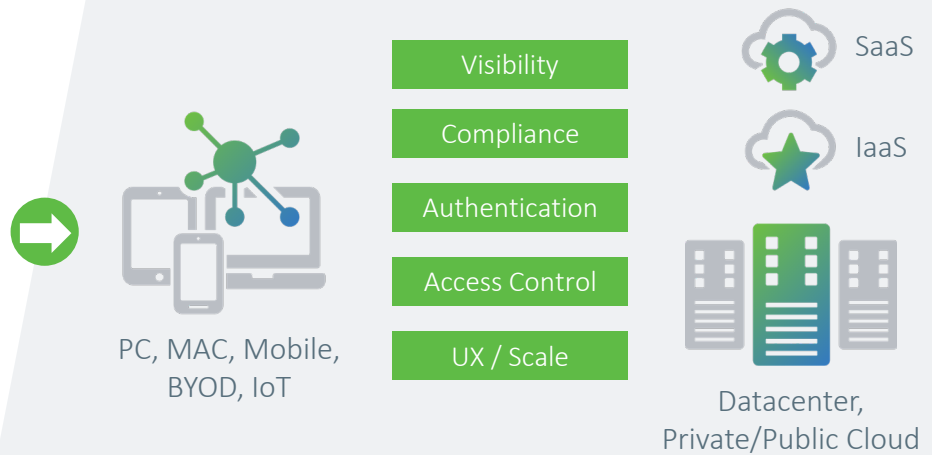
PC and Datacenter



Solving It Used To Be Easy

New World

Hybrid IT



Not Anymore

INSIDE THE NETWORK

[Un]Trusted



Pulse
Policy Secure

OUTSIDE THE NETWORK

Untrusted

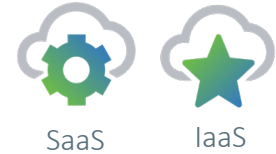


Pulse
Connect Secure

Zero Trust Network Access



- Users
- Devices
- Things
- Services



Datacenter



Hybrid IT, Apps, Services, and Resources

Zero Trust Access Tenets

Verify User

- Single sign-on, Multi-factor authentication
- Authenticate & authorize every user

Verify Device

- Host checking, Location awareness
- Validate device security profile BEFORE connection

Control Access

- Centralized policy management & enforcement
- Enable access for mobile workforce to appropriate resources only

Protect Data

- Always-on & on-demand VPN, Per-app VPN
- Keep transactions secure, reduce data leakage & loss



Components of Pulse ZTNA Solution



Pulse Connect Secure

VPN, Cloud, Endpoint
Compliance



Pulse Policy Secure

Visibility, IoT
Security, NAC



Pulse One

Centralized Management,
Visibility, Analytics



Pulse Workspace

Mobile VPN,
Corporate Container



Pulse vADC

Virtual Application
Delivery Control and WAF

New



Pulse SDP

Software Defined Perimeter for
Multi-Cloud Access

Access Sprawl

Multiple Point Products



TCO

Need more staff and skillsets to manage deployment, more complexity, higher TCO



POLICIES

Multiple vendors, lack of integration, compliance gaps and blind spots



SUPPORT

Vendor finger-pointing and constant software upgrades – loss of productivity



CLIENTS

Help desk is slammed; User frustration; multiple logins & access points

VS

One Solution Partner



Zero Trust Secure Access Platform



TCO

Single solution, integrated, easy to deploy; Lower TCO



POLICIES

Centralized management and analytics – Unified Policy, End to end visibility



SUPPORT

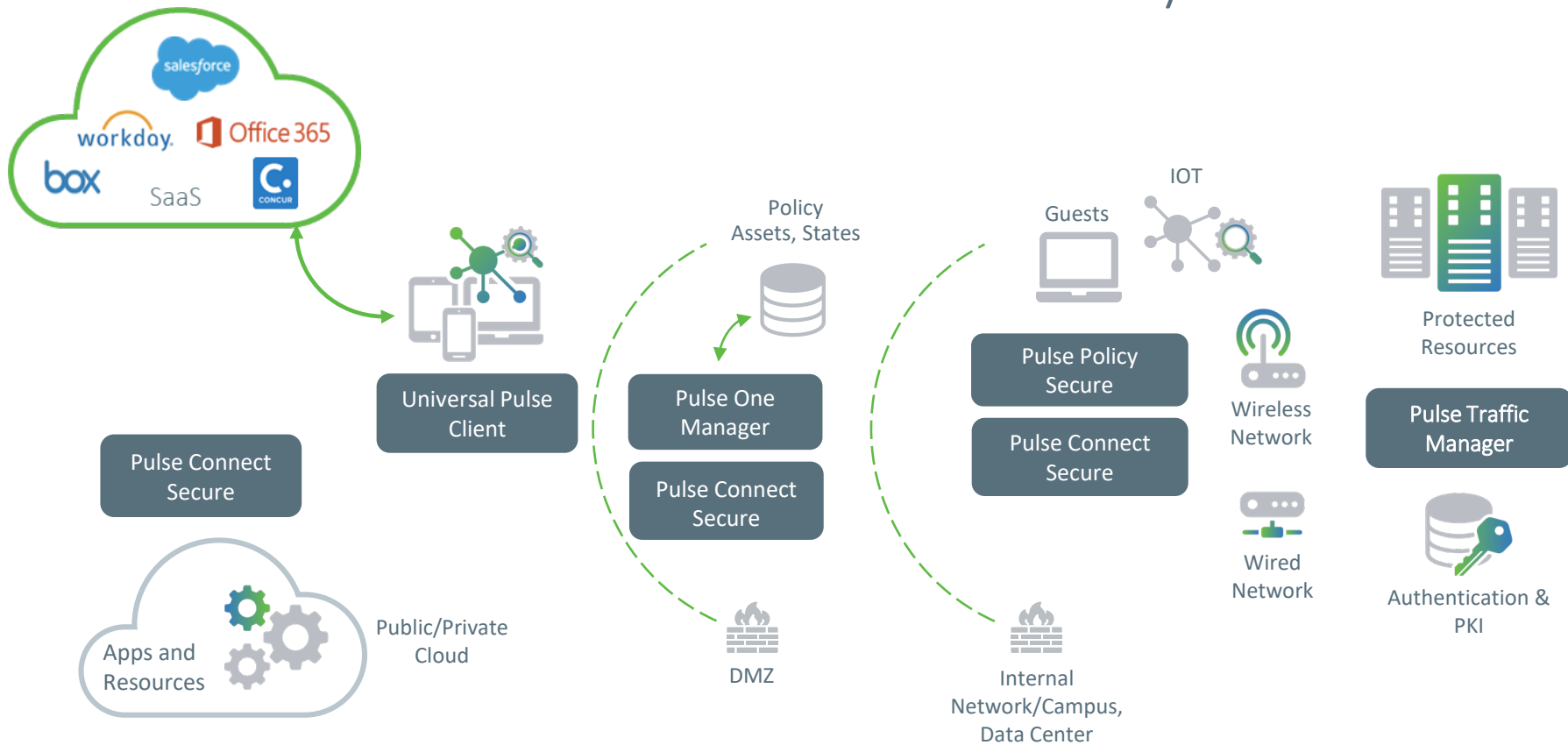
Just call Pulse...single point of contact



CLIENTS

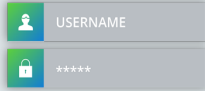
Common client....easy to use, single sign on, better user experience

Pulse Delivers Secure Access for Hybrid IT



Recent Customer Projects

Pulse Secure Solution



Avoid unmanaged, insecure endpoints introducing malware and data leakage

Mitigate endpoint exposures, ransomware risks with “comply to connect” and always-on VPN



Use SaaS for basic IT services with SSO and uniform access policy

Extend data center policies and extend SSO with Cloud Secure



Enhance business continuity strategy with cloud backup

Use smart load balancing built for the cloud with virtual Application Delivery Controller



Identify and segregate IOT devices on commercial network and factory floor

Provide visibility and control with network profiler RADIUS and network access control



Move application development and analytics to private and public cloud

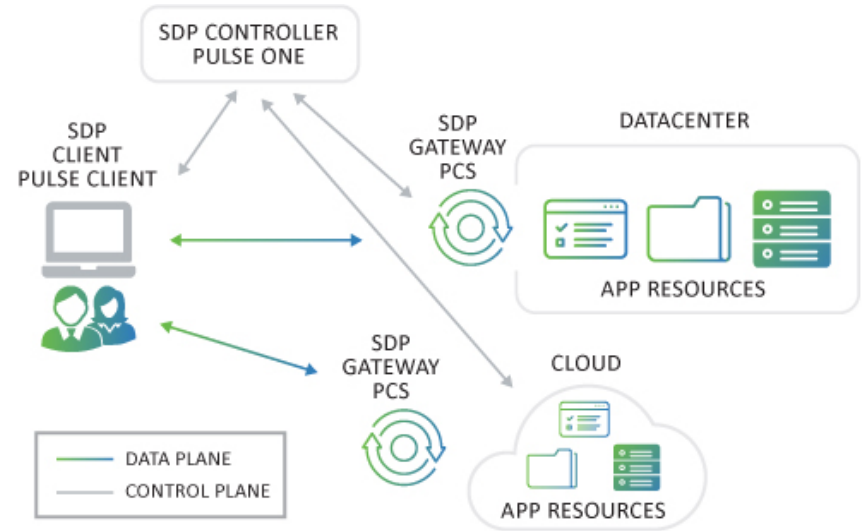
Switch VPN access and policies from data center with cloud-hosted appliances



Introducing SDP

Software Defined Perimeter: New Access Architecture

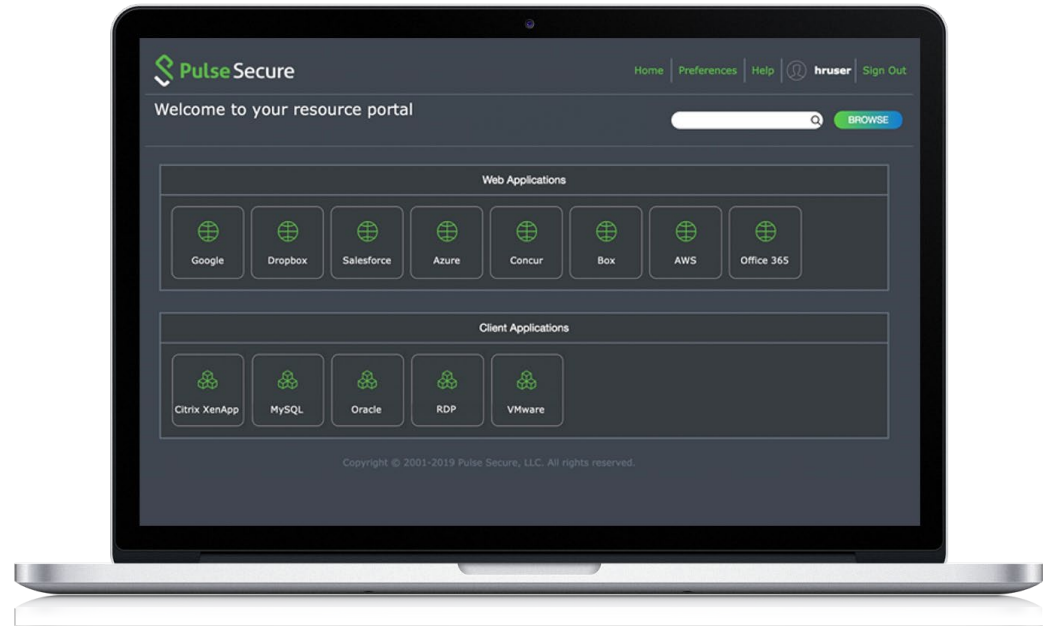
- 85% of enterprises operate hybrid IT environments
Analysts "SDP will co-exist with VPN architectures"
SDP is an evolution, not revolution – no rip and replace
- SDP delivers application-level access (vs. network)
- Enable cloud resource access for employees, privileged, third-party users without network onboarding
- Hides resources until authentication, reduce attack surface



Ideally SDP should be an extension to your existing Secure Access platform

Introducing Pulse SDP

- Pulse SDP extends Pulse Secure Access Solution
- Requires “authentication first, connect second”
 - Establishes trust *first*
 - Verify both users *and* their devices
- Centralized Authentication & Policy
 - Consistent policies, higher performance
- Direct, secure per-application connectivity
 - By user, device, reputation, location, etc.
 - On-demand access to applications
 - Co-exists with existing Pulse access architecture



Recognized by Gartner in 2019 Zero Trust Network Access Market Guide

Pulse SDP Extends Zero Trust

Zero Trust Model



No “inside” or “outside” distinction



Authenticate everything *before* access



Trust established closest to resource



Policy-based access

- Identity & device configuration
- Other attributes

SDP Architecture



Centralized authentication

- User, device, apps



Centralized policy enforcement

- “Control” vs “data” plane



Granular segmentation

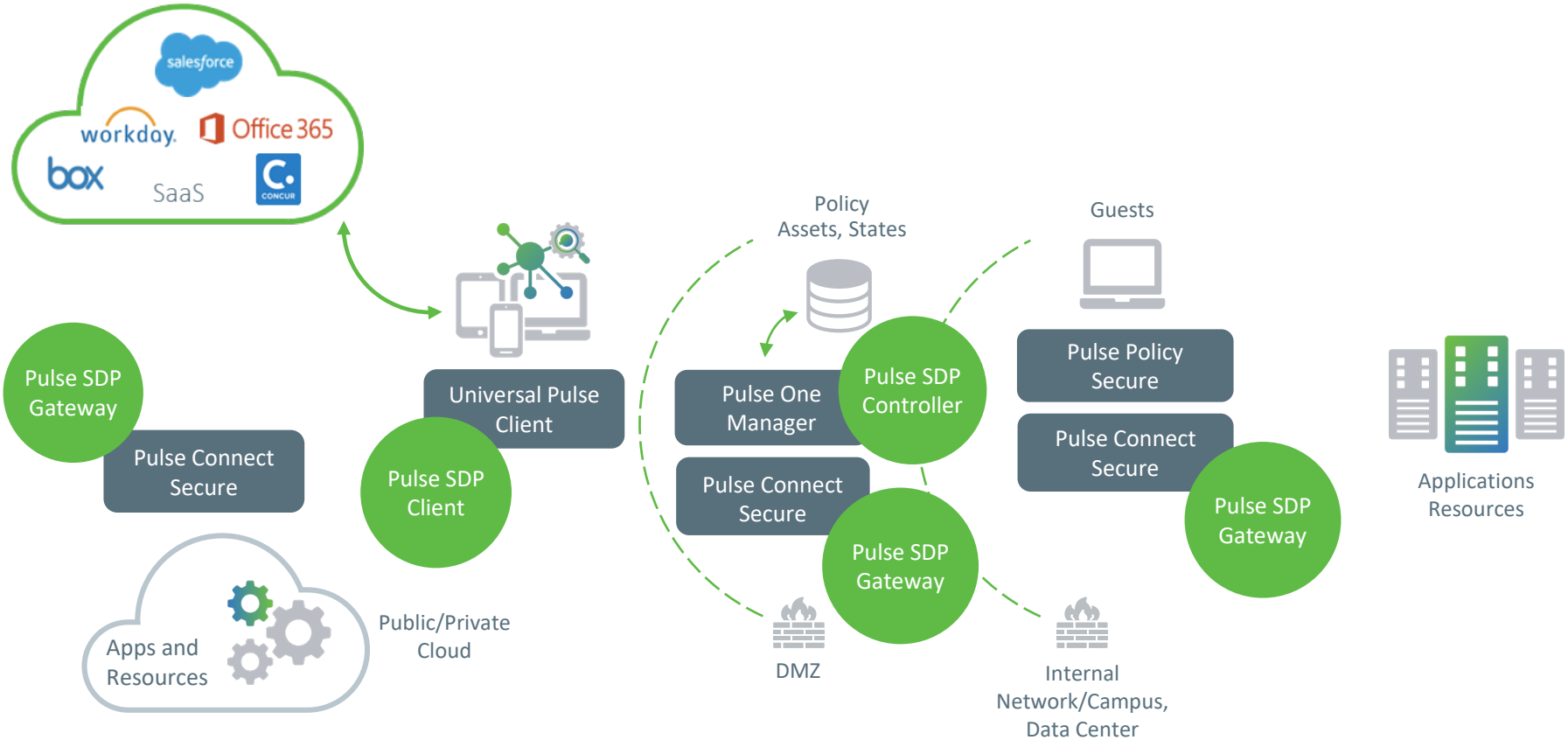
- Per-application, per-user, per-device connectivity



Significantly reduced threat surface

- APTs, Malware, DDoS
- Resources “dark”

Pulse Secure Zero Trust Extended with SDP





Summary

Pulse Secure Access Suites

ESSENTIALS	ADVANCED	ENTERPRISE
VPN, Cloud and Endpoint Compliance	+ Visibility with Mobile, Cloud Access	+ Network Access Control
Protected Connection Per App, Always On, On Demand	Cloud SSO and Access Security Mobile Device Management (MDM)	IoT Security, BYOD
Mobile VPN	Network Endpoint & IOT Device Discovery and Profiling	Endpoint Compliance and Remediation
Centralized Visibility & Access Compliance	Centralized Management	Enforcement and Threat Response Integration
Software Defined Perimeter Access Option		
Virtual Application Delivery Controller Option (Dynamic Load Balancing and Web Application Security)		



Physical Appliance



Virtual Appliance
Hypervisor



Cloud Appliance

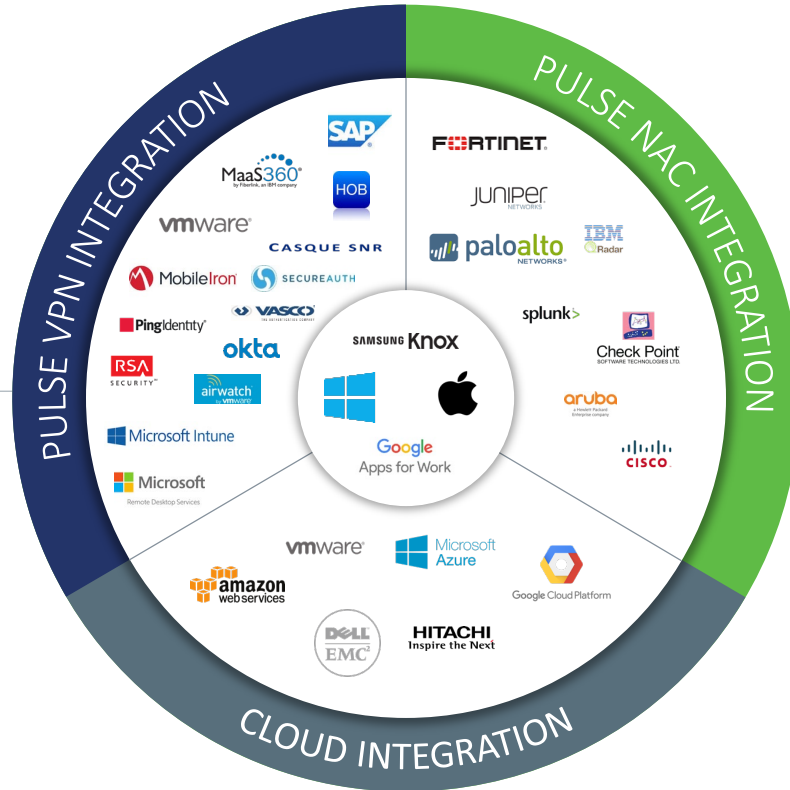
Integration Into Ecosystem



Open, standards-based platform



Integration with existing ecosystem for real time adaptive policies (e.g., NGFW integration)




Enhanced visibility, analytics and security compliance



Orchestrate security automation

Why Pulse Secure?



Best of Both Worlds

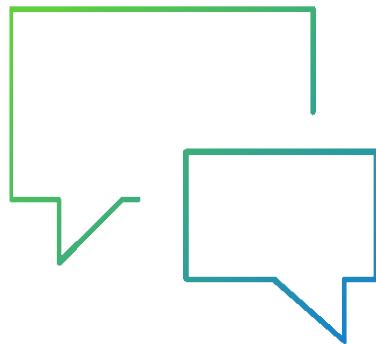
- Offer comprehensive Zero Trust today
- SDP when you're ready, readily activate and deploy
- Works with existing infrastructure & access ecosystem

Leading Secure Access Vendor

- Unified client for secure, streamlined access
- Extensive authentication, device compliance
- Centralized, unified policy management, enforcement

Built for Hybrid IT: mobile, data center, cloud

- Flexible deployment; in-house, hosted, MSP



Questions?