



# IT Track

**The next era of secure  
connectivity**



# Farouk El Jaouhari



**HPE Aruba SASE Channel  
Europe North**



# Trust is good, verification is better



Farouk – SASE Channel North Europe


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# HPE GreenLake



Edge



Hybrid  
Cloud



AI

Data | Sustainability | Security



# What organizations are asking us about data-driven transformation

## Edge

How can we  
**connect** and  
**protect our data?**

## Hybrid Cloud

How can we  
decrease IT  
**complexity** and  
**control costs?**

## AI

How can we leverage  
data to make more  
**informed decisions?**





# Edge



# Comprehensive ransomware protection from HPE

## Zerto cyber-resilience solutions

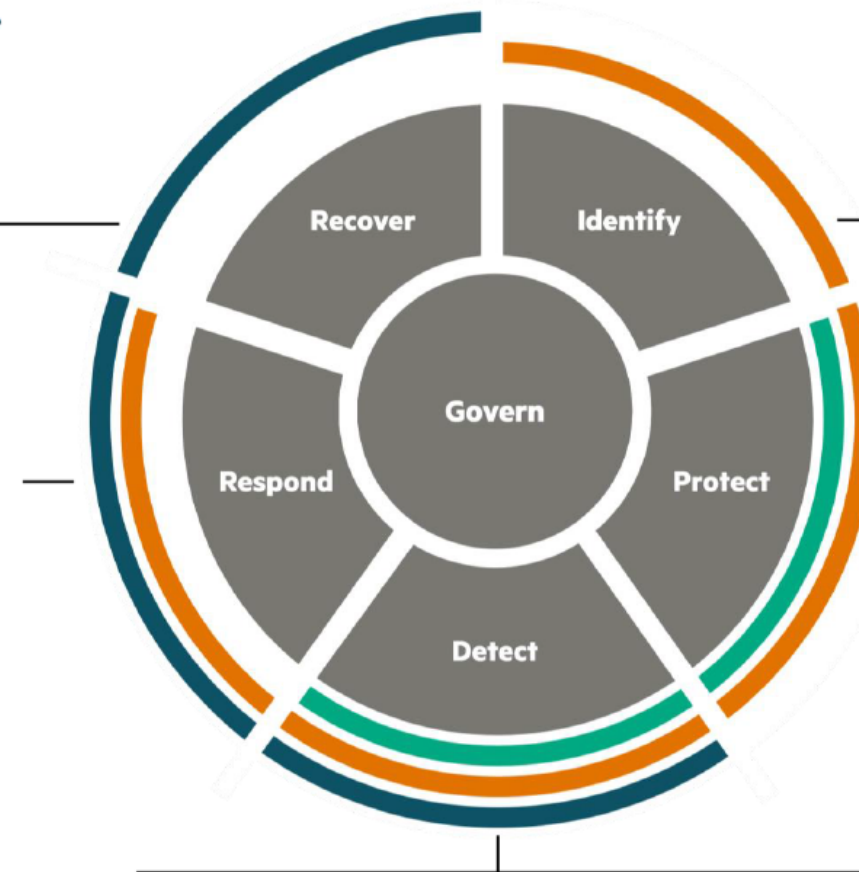
### Zerto Cyber-Resilience Vault

### HPE Aruba Networking ClearPass

- Change of authorization
- Network re-admission

### HPE Aruba Networking 360 Security Exchange

## HPE Storage & Compute solutions



### Zerto Real-Time Ransomware Detection

### HPE Alletra Storage HPE ProLiant Compute

Continuous scanning for attacks and signals

### HPE Aruba Networking Central

- Network detection & response

### HPE Aruba Networking edge devices

- Rogue detection
- Intrusion detection

## HPE Aruba Networking security solutions

### HPE Aruba Networking Central

- Client Insights
- Cloud Auth
- Telemetry & observability
- Profiling: Users, apps, devices

### HPE Aruba Networking ClearPass

### HPE Aruba Networking edge devices

- Policy Enforcement Firewall
- Application security
- Intrusion protection

### HPE Aruba Networking Central Dynamic Segmentation

### HPE Aruba Networking SSE

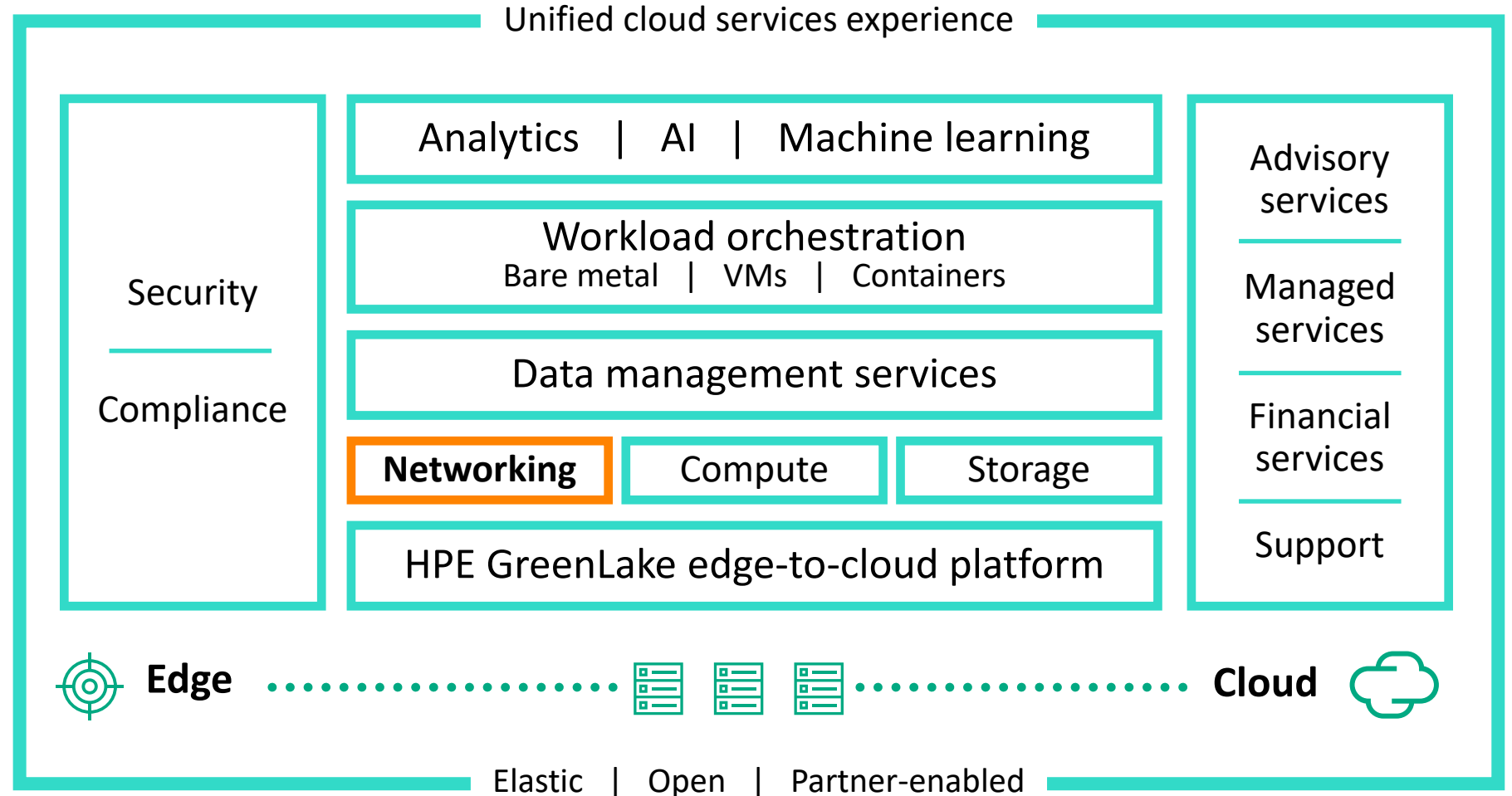
### HPE Alletra Storage

- Immutable snapshots

# HPE's Intelligent Edge business unit

Founded in 2002

**Hewlett Packard  
Enterprise  
The Edge-to-Cloud  
Company**







## Fortress Mentality and myths

Inside the walls everything is trusted  
All critical assets live inside the walls





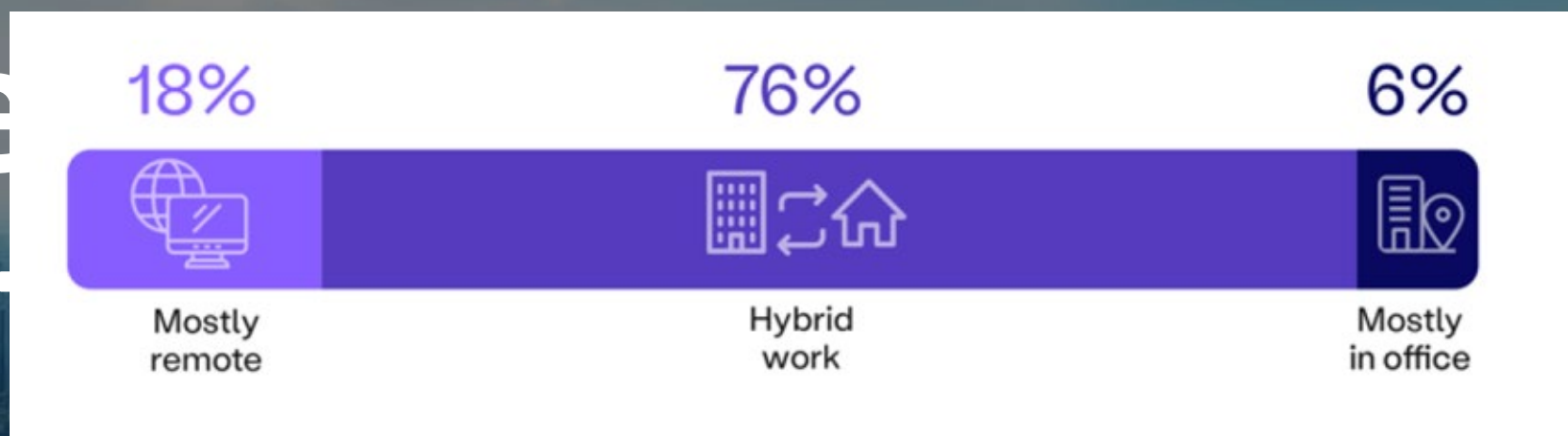
People



Things

The  
with

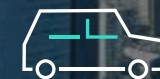
arts  
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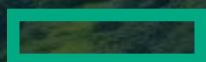
On-Prem



At Home

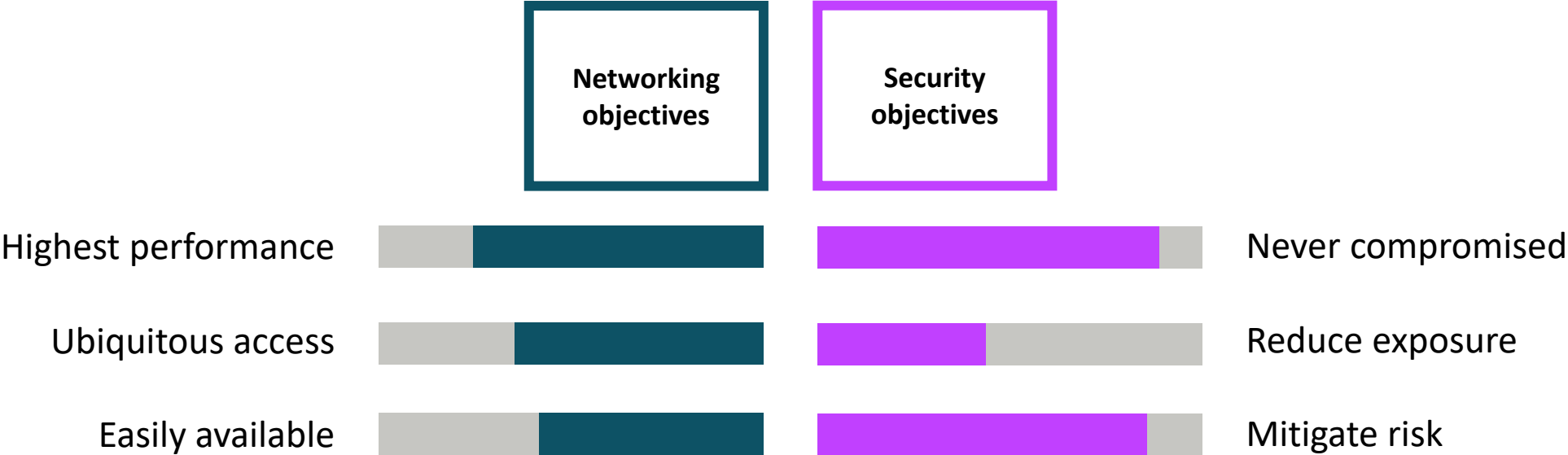


On the Go

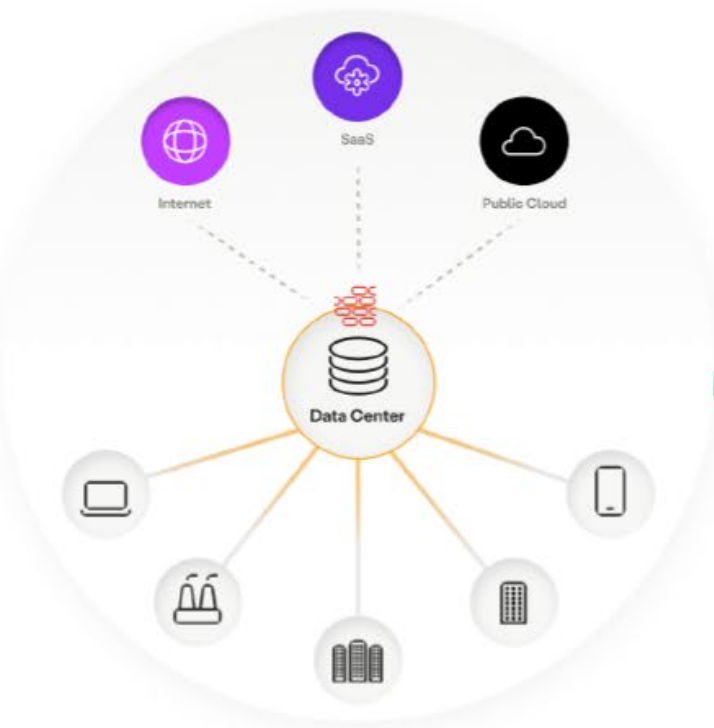




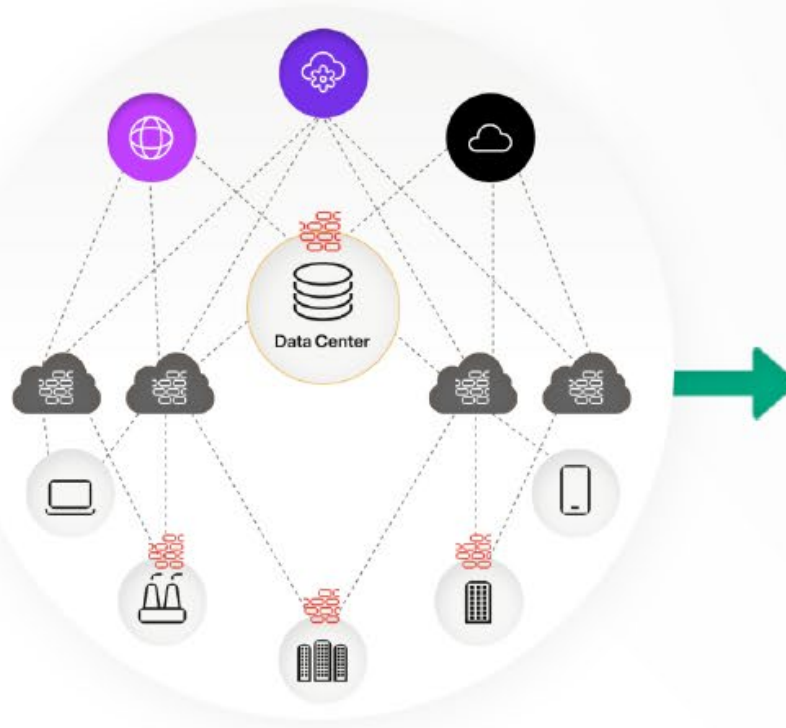
# How do you balance multiple objectives?



# The Evolution of access architectures



Hub & Spoke



Virtualized Firewalls



Next-Gen  
Security Service Edge (SSE)

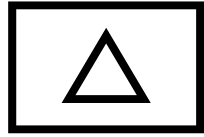






**SASE brings  
network and  
security  
together**

# Edge-to-cloud Zero Trust platform for Security-First, AI-Powered Networking



## SD-WAN

- SD-WAN, routing, WAN Optimization, network and visibility control
- Secure Internet breakout
- Next-generation firewall
- IDS/IPS, DDoS defense
- End-to-end network segmentation



## SSE

- ZTNA, SWG, CASB, FWaaS in a single platform
- Single policy engine
- Agent and agentless ZTNA
- Harmonized access across the world via a cloud-backbone of AWS, Microsoft Azure, Google, and Oracle



## ZERO TRUST, AI-POWERED

- AI-Powered visibility into connected devices, risk-based authentication
- Role-based segmentation
- Continuous trust adjustment
- AIOps, AI Search with natural language using LLMs



User



Laptop



Mobile



IoT



WFH



Branch



HQ



Data Center



Public Cloud



SaaS



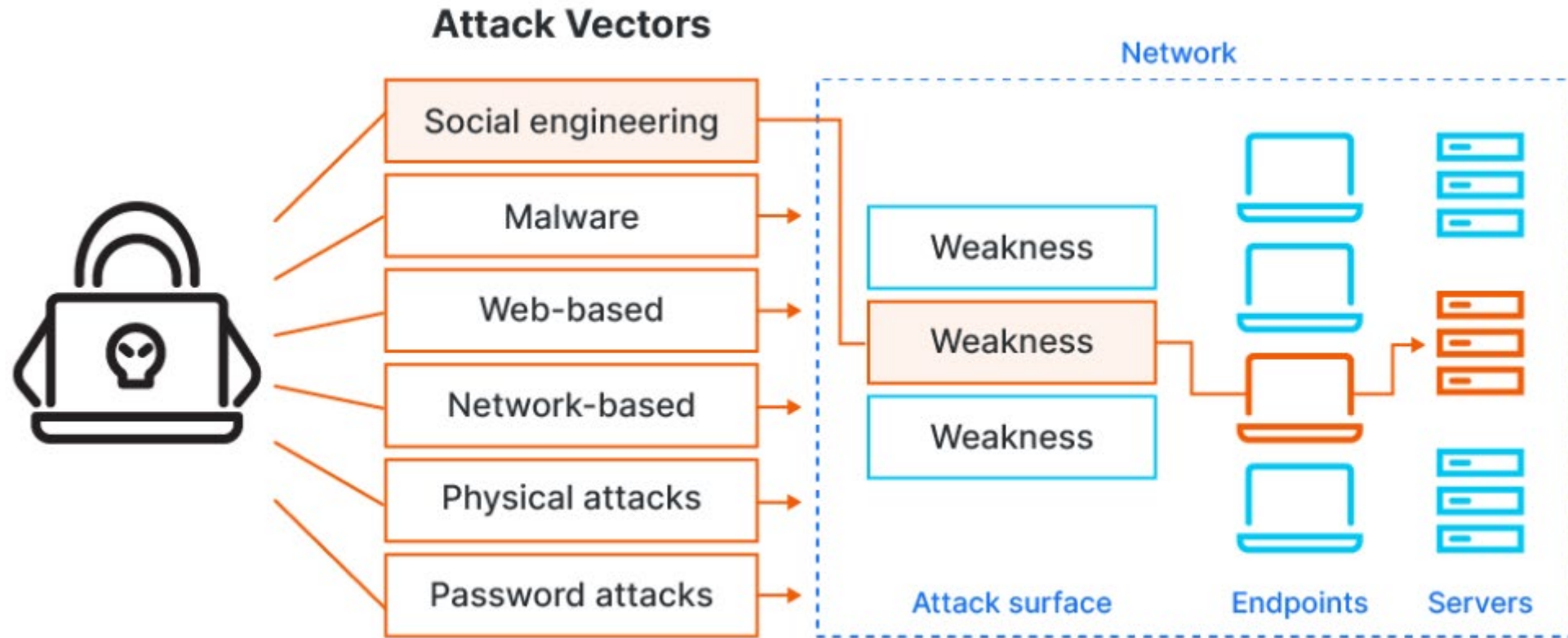
Internet

**HPE**   
**GreenLake**

**Edge-to-Cloud Zero Trust Platform**



# Attack surface and types



# HPE Aruba Networking Security Service Edge (SSE) platform

## The 4 pillars of SSE

### Zero Trust Network Access

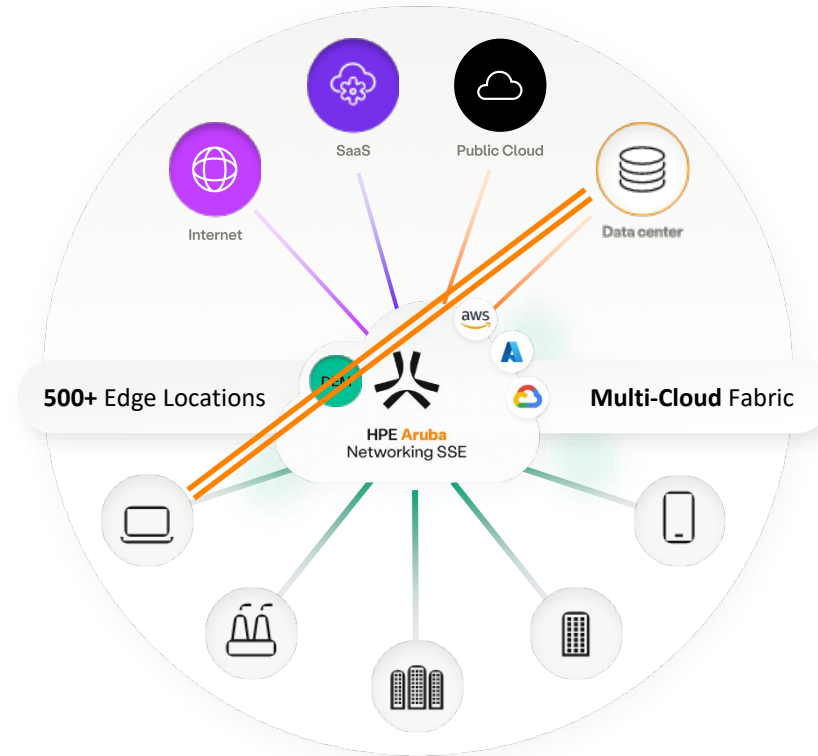
Secure access to **private applications** in the data center or cloud.

i.e Minimize app exposure to Internet, remove network access, replace VPN, Inspect traffic, support all private apps

### Cloud Access Security Broker

Secure access to **SaaS applications** and protect against data loss.

i.e Control block upload/download from Box, Sharepoint, Facebook, Salesforce



### Secure Web Gateway

Secure access to **the Internet** and protect against malicious online threats.

i.e Filtering, SSL inspection, malware scanning, reputation-based blocking, AI-based Sandboxing

### Digital Experience Monitoring

**Monitor user performance** and to troubleshoot user access issues for all traffic.

i.e Monitor performance of each session, minimize mean time to remediation of user issues



# ZTNA is the most popular start point for SSE

Out of the 3 core SSE technologies, which do you plan to begin with?

**47%**

Zero Trust Network Access (ZTNA)

**33%**

Cloud Access Security Broker (CASB)

**20%**

Secure Web Gateway (SWG)





# The Shifting Landscape: VPNs Under Scrutiny

## VPNs are a security risk

**97%** of businesses know their VPNs are being targeted

VPN provides a weak point for cybercriminals to exploit

**92%** are concerned that VPN will jeopardize their environment

## VPNs deliver a poor experience

VPN traffic must be backhauled to the nearest DC location – often 100s of miles away – creating a latent user experience

**81%** are dissatisfied with their VPN experience

## VPNs are complex to manage

Each appliance in the inbound stack is managed and updated separately

Scaling VPN gateways is a logistical nightmare

**65%** of organizations have 3+ VPN gateways to manage



# Benefits of SSE



## Security

Granular, zero trust access  
to business apps  
(Private apps, SaaS apps, & Internet)

- Eliminate attack surface & exposure
- Enforce Least-privilege access
- Protect against Ransomware
- Prevent data loss



## Productivity

Keep end users connected  
from anywhere. Streamline IT  
admin workflows.

- End-users receive seamless access to apps and data every time they access a resource due to intelligent smart-routing across 500+ edge locations.
- IT admins can leverage APIs, and AI/ML capabilities to easily set granular policies, and gain visibility into actionable intelligence



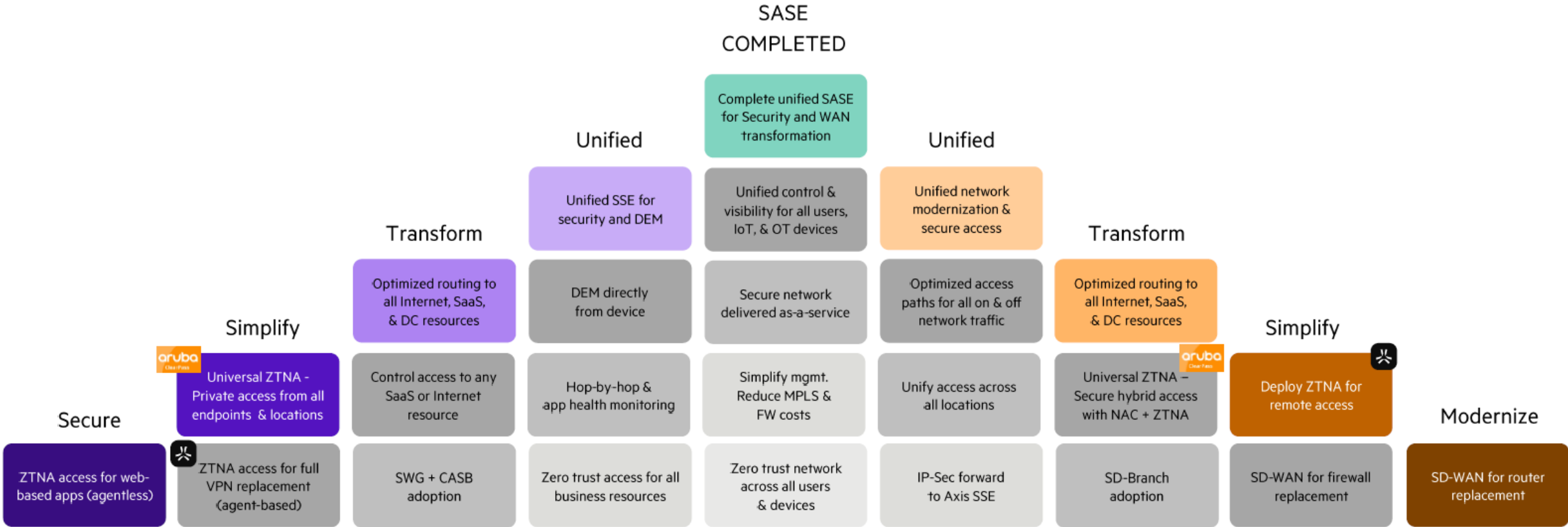
## Simplicity

Cloud service offloads infrastructure  
management to the cloud, ensures  
scale, and makes spend predictable

- Minimize complexity by reducing point-product solutions
- Effortlessly scale with cloud-delivered platform.
- Save money by reducing reliance on appliance-based security solutions



# SASE Journey



**57% Start with SSE** ————→ ←———— **43% Start with SD-WAN**





# Simple secure remote access - ZTNA

Michael  
CSO



1. Configuration

### New Rule ×

☐ Make this rule temporary

#### Conditions

Identity

Any ▾

+

Source

Any ▾

+

Device Posture

Any ▾

+

Time Range

Any ▾

+

Destination

Cancel

Submit

# Simple secure remote access - ZTNA

Log in to Axis User Portal



Next

[Forgot password?](#)

Pradeep  
Remote worker



2. Connect to Portal

# Simple secure remote access - ZTNA

Michael  
CSO



- 1. Configuration
- 3. Verification

Insights

Policy

Settings

Experience

Support

insights

General

Dashboard

Exploration

Sources

Users

Trusted Sources

Devices

Destinations

Applications

applied on July 19th 8:43 am by admin

New Rule

	Users	Context	Destinations
ed Destination	Any	<div><div></div>Austria</div> <div><div></div>Switzerland</div> <div><div></div>Germany</div>	<div><div></div>Business and Ec</div> <div><div></div>Educational Inst</div>
ow	<div><div></div>Jochen Muedsa...</div>	Any	<div><div></div>jmued-fritz</div>
ntry	Any	<div><div></div>Russia</div> <div><div></div>Yemen</div> <div><div></div>North Korea</div> <div><div></div>Iraq</div> <div><div></div>Syria</div>	Any Application







Engage early with Inetum  
From VPN to ZTNA (starting point)  
Designed in the cloud  
Agent or agentless  
(external users / things)  
No operational headache  
Rethink to keep complex simple



**Don't worry be SASE**  
**Thank you**

