exponential-e
APPLIED INNOVATION

SINGLE-VENDOR SASE SOLUTION

RM1557.15 G-Cloud 15 (Lot 2a Infrastructure Software as a Service)

HM Government G-Cloud

Crown Commercial Service *Supplier*

bsi. ISO 9001 Quality Management | ISO 27001 Information Security Management | ISO/IEC 20000-1 Information Technology Service Management | CSA STAR Cloud Security | ISO 22301 Business Continuity Management | ISO 50001 Energy Management | ISO 14001 Environmental Management | BS 10012 Data Protection | ISO 27017 Security Controls for Cloud Services

CCS Approved Supplier:

RM1557.15 G-Cloud 15, RM3764.3 Cyber Security Services 3 DPS, RM6116 Network Services 3, RM6190 Technology Services 4, RM1043.9 Digital Outcomes (DOS) v7, RM3825 HSCN DPS, RM6094 SPARK DPS, RM6200 Artificial Intelligence DPS

PCI | CYBER ESSENTIALS CERTIFIED PLUS | HSCN

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Introduction

Exponential-e's current Secure access service edge (SASE) solution is powered by Cato, converges both SD-WAN and Security Service Edge (SSE) to offer the world's first single vendor SASE Solution. Providing a cloud-based solution to optimise and secure applications and access for all users, no matter where they are based.

66%
of surveyed organisations said their greatest challenge with SaaS applications was the security.

86%
of companies will be running purely on SaaS by 2023.

52%
of business prefer to offer a flexible working model after COVID increasing the risk area for a business.

80%
of organisations will be seeking to procure a consolidated SSE solution rather than stand-alone CASB, SWG and ZTNA offerings by 2025, up from 15% in 2021.

500%
is the predicted growth of the SASE market by 2025.

$11B
is the predicted SASE market worth by 2024, as predicted by Gartner.

Service Components

Cloud Native Security Service Edge

Cato's Single-Pass Cloud Engine (SPACE) is what powers Cato SSE 360 and is the foundation of Cato's global, converged, cloud-native solution, with the ability to deliver multi-gig packet processing ability and real time policy enforcement.

Cato Global Private Backbone

Cato's global, geographically distributed, SLA-backed network consists of over 75 PoPs interconnecting multiple Tier 1 carriers. Each PoP currently runs the full stack of SSE capabilities across multiple compute nodes and SPACEs, ensuring minimal latency and global routing optimisation with a fully automated self-healing service.

Cato ZTNA/SDP clients for Users

Users connect via a lightweight client to Cato. This gives them the ability to optimally and securely access the internet, on-premise and cloud-based applications.

Cato Socket SD-WAN for Locations

Physical and Cloud locations connect with Cato Socket SD-WAN appliances, that reside on their network edge with the full benefit of all of Cato's security capability. The Sockets will provide last mile resiliency and QoS to overcome any brownouts or blackouts, with benefits such as application based dynamic path selection and packet loss mitigation.

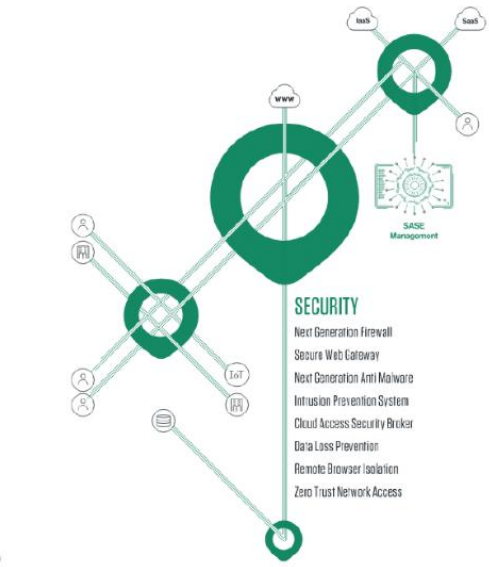
Comprehensive Management Application

Exponential-e will manage the Cato solution via a single web based portal enabling us to provide clear security and network analytics to the customer.

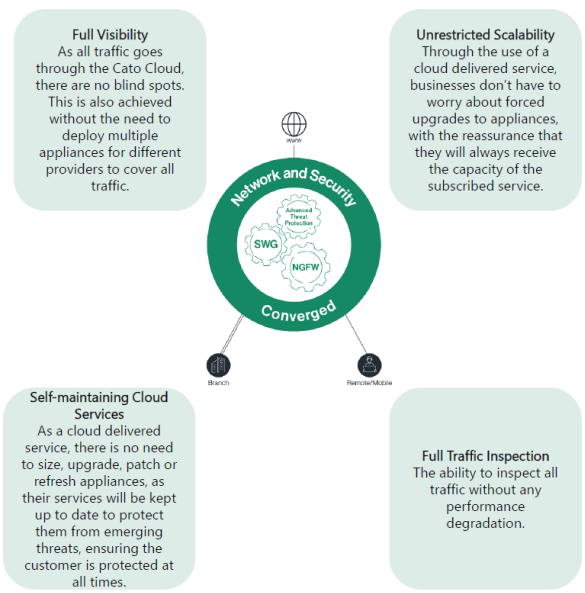
Cato SSE 360

Cato's SSE 360 solution converges security functionality such SWG, CASB, DLP, ZTNA and FWaaS into a single cloud service. Providing total visibility, optimisation and security for users, devices, applications, clouds and all traffic including SaaS, Internet and WAN, not the location. SSE 360 optimises access to all applications, WAN, Internet and cloud globally using Cato's Global Private Backbone, to ensure low latency and high performance overcoming the unpredictability of the public Internet.

Customers can choose to take out CATO SD-WAN to offer a seamless migration to a true SASE solution.



Cato SSE 360 – Secure Web Gateway



Secure Web Gateways (SWG) protects users against threats such as phishing and malware, focusing on application layer inbound and outbound web traffic inspection. As a cloud-delivered network security service, employees are enabled with secure access from anywhere.

The Cato solution converges Next Generation Firewall, Secure Web Gateway and Advanced Threat Protection all within a single platform. Enabling businesses to aggregate all their enterprise traffic across all users at both fixed and mobile locations, with the ability to enforce a centrally defined comprehensive policy.

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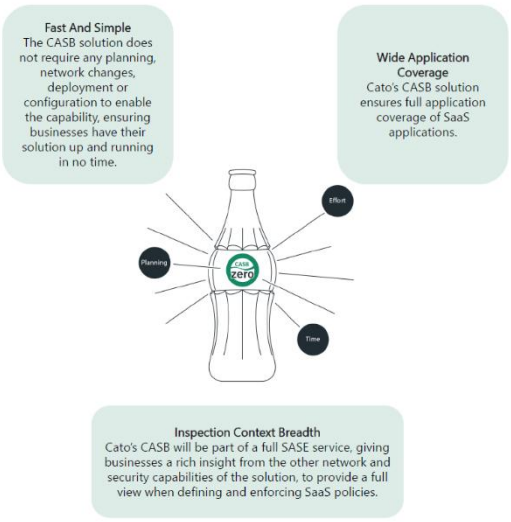
Cato SSE 360 - Cloud Access Security Broker



Cloud Access Security Broker (CASB) helps businesses assess their security posture by providing visibility, assessments, access control and protection capabilities, enabling them to get a better understanding of the organisations SaaS usage.

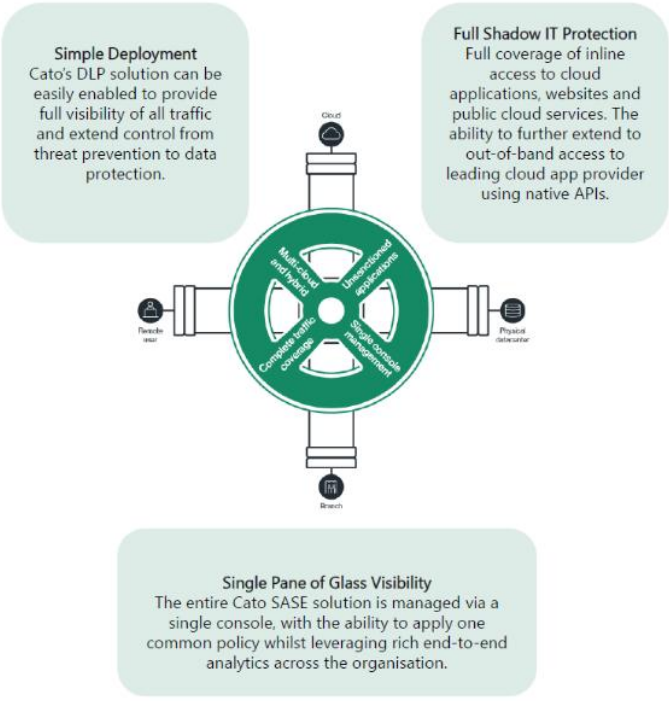
Cato's CASB solution is easily enabled within the customer's solution. By leveraging Cato's Single Pass architecture, functionally can be introduced with minimal added latency. Enabling IT teams with a comprehensive view of their SaaS usage, user, device and application information, providing insights to influence access control rules and policies.

Cato's unique Application Credibility Engine (ACE) automated the collection of real-time data of an application's publisher, security and compliance. By cross referencing this data with other application, ACE has the ability to calculate a risk score to determine the most suitable access policy. Any statistics gathered by ACE is visible on a dedicated Shadow IT dashboard, giving a single view of an organisations SaaS usage.

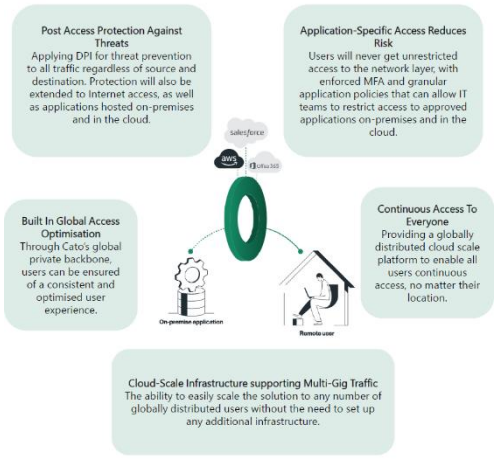
Cato SSE 360 - Data Loss Prevention

Data Loss Prevention (DLP) enables organisations to define a set of rules which govern the movement of data in and out of their applications. IT teams can define data types, which helps to identify sensitive information in data movement, so that the appropriate action can be taken. An example of rule definition is the restriction of movement of a certain file type. This ensures that users aren't at risk of downloading potentially malicious files.

Cato's DLP solution protects business' sensitive data from data breaches or unintentional loss. Policies can be configured to allow granular control access according to the type of sensitive data, required action and dynamic access risk assessment, to ensure compliance. Dedicated dashboards are used to provide immediate visibility for monitoring, investigation and remediation of data loss events.



Cato SSE 360 - Zero Trust Network Access



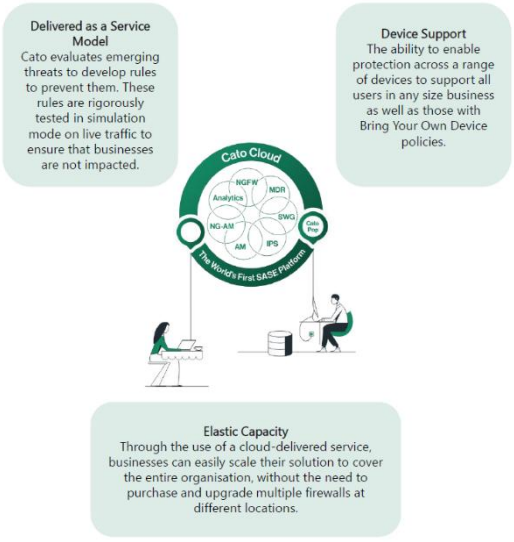
Zero Trust Network Access (ZTNA) is the approach for securing remote access to business applications both on-premises and in the cloud.

Cato's ZTNA enables global, cloud-scale optimised and secure access to everyone no matter their location or device type. Using strong authentication and granular access controls with deep packet inspection (DPI) on all traffic, protecting businesses against threats.

Cato SSE 360 - Firewall as a Service

Firewall as a Service (FWaaS) is the approach of delivering a firewall and other network security capabilities as a cloud service. An organisation is connected to a single, logical, global next generation firewall with a unified application-aware security policy.

Cato's FWaaS is delivered as a key part of the full SASE solution. Leveraging cloud infrastructure to provide scalability and elasticity to support evolving business needs. Extending the full network security stack down to every single user, no matter where they are based globally, reducing the need for physical appliances at every location.



Cato Edge SDWAN

X1500 Socket
which can do up to 500Mbps throughput (full duplex)

X1700 Socket
which can do up to 2Gbps throughput (full duplex)

Cato's Edge SD-WAN devices, known as Sockets, are simple low touch provisioned devices. The devices connect a physical location to the nearest Cato PoP using any transport link. Cato provide an extra layer of security on all sockets but continually monitoring for any bugs vulnerabilities on the sockets, and automatically push patches to remediate.

The devices have traffic management capabilities such as:

- ✓ Active-active uplink usage
- ✓ Application and user-aware QoS prioritisation
- ✓ Dynamic path selection
- ✓ Packet duplication

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Features & Benefits

- ✓ **Any Network Transport**-Bring together Fibre, Broadband and Cellular connected sites, and remote sites under a single policy-controlled service. This ensures that customers are always online if brownouts or blackouts happen on a certain link.
- ✓ **Bandwidth Management and Quality of Service (QoS)** –The ability to set identity and application-aware rules to ensure that critical applications always receive the necessary bandwidth capacity, all easily monitored via Cato's advanced reporting.
- ✓ **Cloud Access Security Broker (CASB)** –CASB helps organisations understand what applications are being used in the cloud, and who is accessing those resources to deliver security controls across SaaS, Public and Private Cloud services, and protect their most sensitive data in the cloud.
- ✓ **Central Management-Centralised policies** can be deployed across buyers entire estate and solution, through the use of a single portal. This avoids traditional network engineering complexity, allowing for simple administration to increase control and ease of network management with the ability for the customer to view analytics through a single pane of glass.
- ✓ **Cost Efficiencies**-The ability to optimise available resources, reduce expenditure on both configuration and management, without the need for multiple management systems and put the focus on delivering application performance.
- ✓ **Data Loss Prevention (DLP)** -Data protection as an integrated part of the cloud security framework. Modern cloud DLP solutions provide full visibility and context awareness of data movement across clouds as well as mitigation of loss and exfiltration.
- ✓ **Dynamic Path Selection** –Dynamically selecting the optimum link, based on quality monitoring of jitter, latency and packet loss. This ensures that business critical applications use the optimal link at all times to provide better performance and business continuity.
- ✓ **Firewall as a Service (FWaaS)** –Ensures that branch offices are protected from unknown threats, while also providing next-gen security features including threat prevention and URL filtering.
- ✓ **Global Private Backbone** –Offering end-to-end route optimisation for WAN and cloud traffic, with a self-healing architecture that offers maximum service uptime for our customers.

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- ✓ **Low-Touch Deployment** -Provisioning of devices does not require highly skilled local IT staff presence which improves speed-to-market through faster deployment of branch sites, enabling enterprises to react quickly to changing market conditions.
- ✓ **Next Generation Anti Malware (NGAM)** –The NGAM solution uses Machine Learning and Artificial Intelligence, along with a signature and heuristics-based inspection engine which is continuously updated with global threat intelligence databases to identify and block known and unknown malware. Ensuring effective protection against malware.
- ✓ **Policy Based Routing (PBR)** –Ensures that business critical applications always use specific transport links, for example business critical application using fibre and leisure applications using Broadband.
- ✓ **Real-Time Analytics** –Providing advanced metrics provide real-time insights into the quality of experience and application performance, enabling customers to build a comprehensive strategy to address current needs as well as plan for future growth and services.
- ✓ **Secure Web Gateway (SWG)**-Our managed solution gives the customer a SWG functionality to inspect application traffic without the need to deploy physical devices, whilst secure web and cloud access from anywhere.
- ✓ **Zero-Trust Network Access (ZTNA)** –An approach to secure application and data access for users, which can be dynamically adjusted based of user, location, device type etc. Adding protection to all business data by minimising risk through strong authentication and continuous traffic inspection to ensure threat prevention.

Why Consider SASE

- ✓ **INCREASED PERFORMANCE**
  - Enhances and accelerates access to internet resources via a global network infrastructure optimised for low-latency, high-capacity, and high-availability.
- ✓ **BUILT-IN SECURITY**
  - A Zero-trust approach to network security and access management, to ensure secure and encrypted access to data at all times.
- ✓ **DATA PROTECTION**
  - Protects data everywhere it goes, inside and outside of the organisation, including within public clouds as well as between company and public instances of cloud apps.
- ✓ **SIMPLIFIED SOLUTION STACK**

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- Provides a simple network and security stack within a single solution, reducing the need to manage multiple solutions, vendors and bills.

✓ **ENHANCED AGILITY**

- Leveraging cloud capabilities to provide a solution that can adapt to emerging business needs, such as connecting a remote workforce, provisioning new resources instantly to simply provide elasticity and scalability.

✓ **HYBRID WAN**

- Allowing the management of traffic flows, to ensure that data goes through the optimal connections at all times. Providing the peace of mind to businesses that their business-critical applications are running at its optimum.

The Exponential-e Difference

- ✓ Exponential-e's is partnering with the world's first true SASE vendor Cato Networks, enabling us to provide a high-performance end-to-end managed SASE solution to our customers.
- ✓ Leverage Exponential-e's expertise to design and optimise high-performance networks. We guide our customers from initial design and deployment, through to ongoing refinement of configuration and policies to best meet their evolving requirements.
- ✓ Our customers benefit from our 24x7x365 Service Desk and have access to their entire network information via an online portal to monitor, analyse, and revise their network. Additional support from Exponential-e's own Cyber Security Operations Centre (CSOC) available if required.
- ✓ Use of a data-centric approach to cloud security by following data throughout its journey. From Data creation all the way to cloud apps and personal devices, enabling businesses to protect their data and users everywhere, end-to-end.
- ✓ Through the use of deep contextual understanding of the cloud, our SASE solution enables IT Teams to apply effective security controls, that allows businesses to use the cloud and web safely.
- ✓ Our solution's Advanced Analytics and Reporting provides businesses with a 360 Degree view of the cloud risk posture for apps, user and data, contributing to crucial input that could help security teams focus on threat investigations.