



Controlware
Security Day



Sicherheit *ohne* Kompromisse: Die Vorteile von Cisco Secure Access

Julian Rose

Leader, Sales Cybersecurity

17.09.2025, Congress Park Hanau

controlware



Julian Rose Leader, Sales, Cisco

- Was sind die Treiber für Secure Service Edge (SSE)?
- Was hat Cisco in diesem Kontext anzubieten?
- Was macht Cisco mit Secure Access *anders* ?

- Wie genau funktioniert Secure Access?
- Was sind die verschiedenen Use Cases?
- SSE als Managed Service? Kein Problem!

Agenda

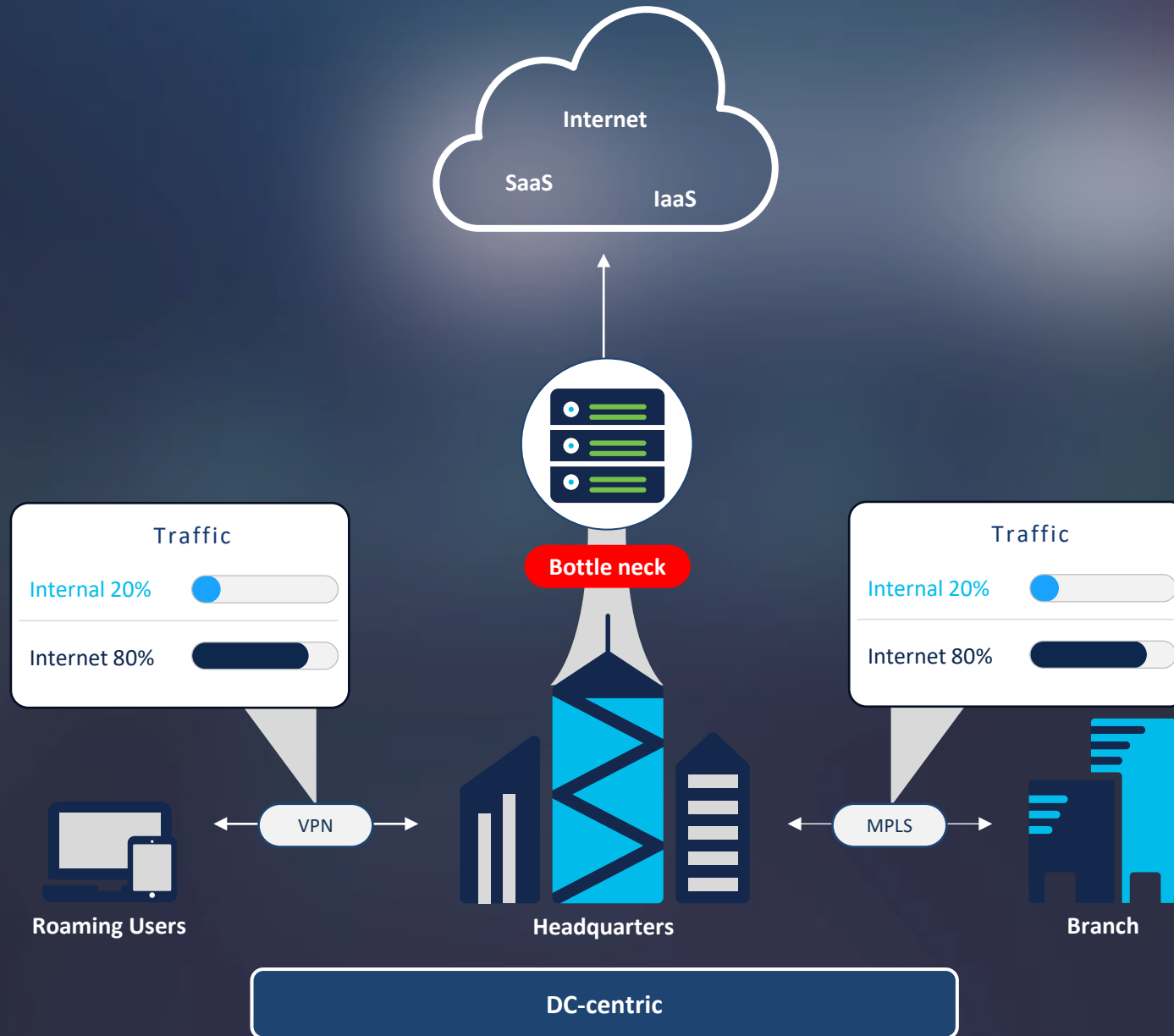


69 %

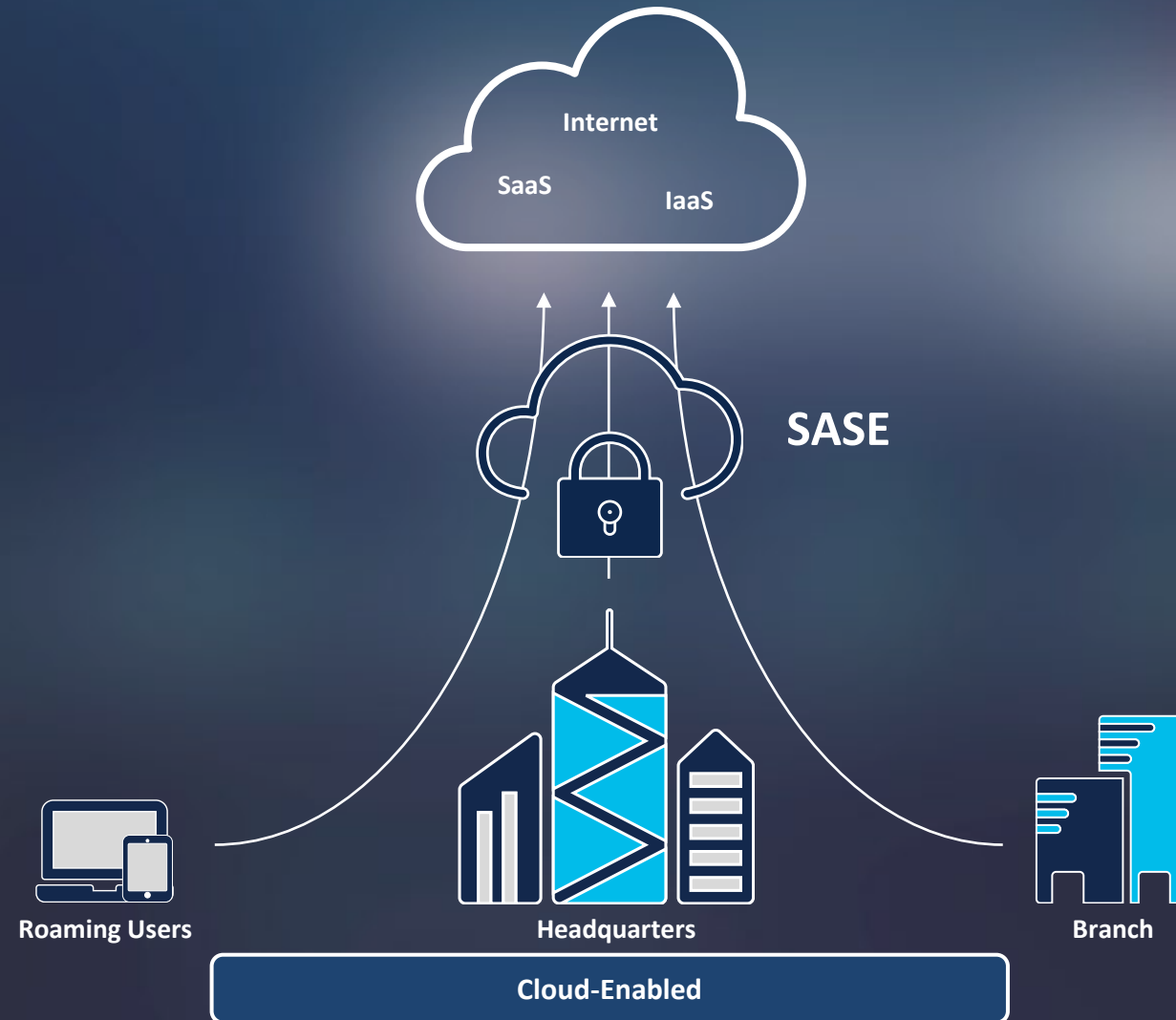
... of businesses want to adopt a
Security Service Edge (SSE)
platform within the next 2 years

Source: 2024 Security Service Edge Adoption Report

Before...



Today...



Cisco Secure Access

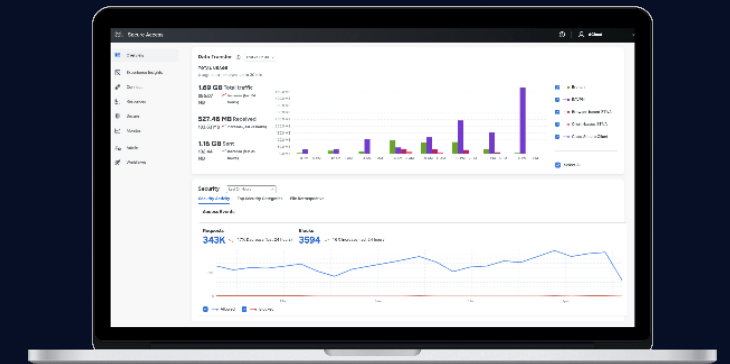
Proven cloud-native security converged into one service



Protecting 70,000+ customers

More than 220M endpoints

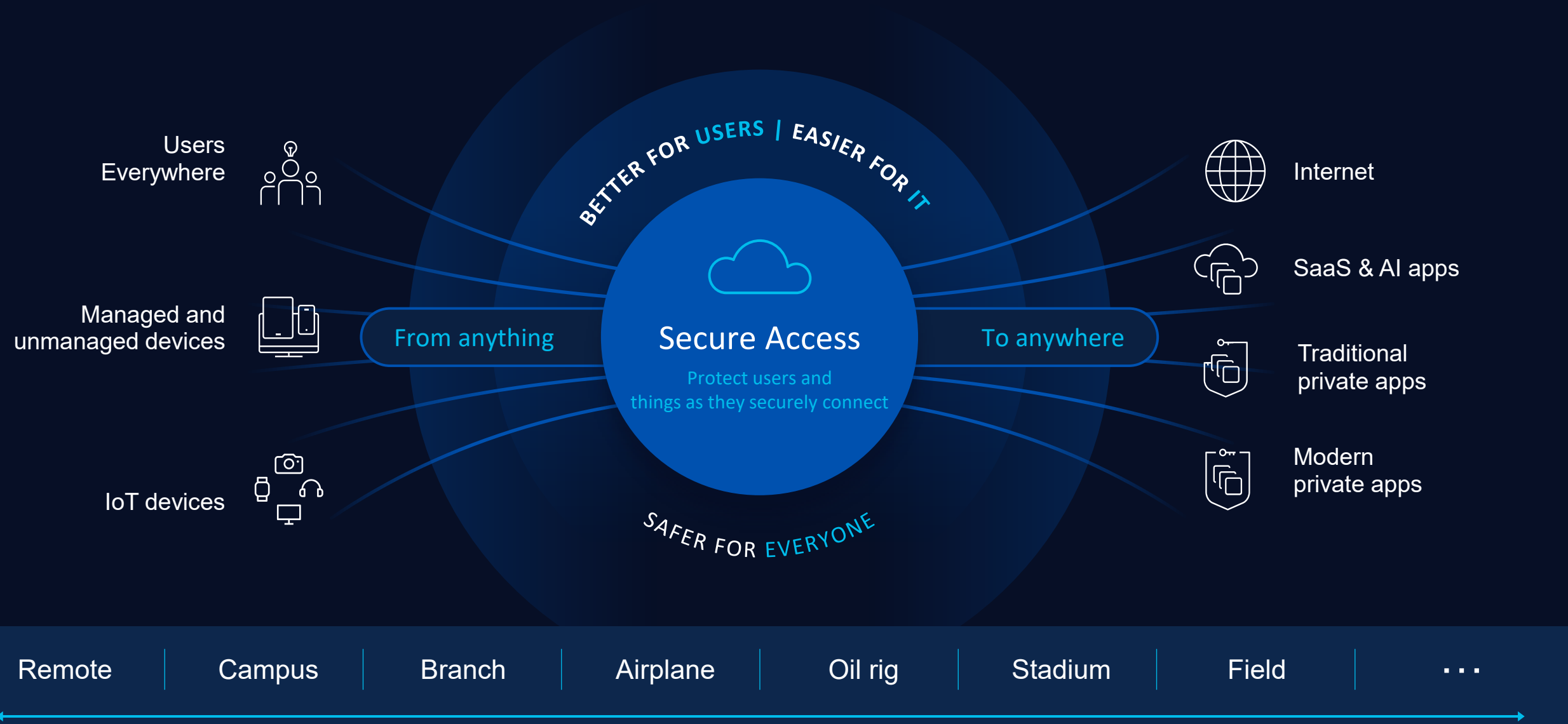
Cisco Secure Access



- Single Console
- Single Client
- Unified Policies

Cisco Secure Access

Converged cloud-native security grounded in zero trust



Secure All Access with One Solution

Secure Internet Access



Internet
apps



SaaS
apps



Secure Private Access



Private
apps



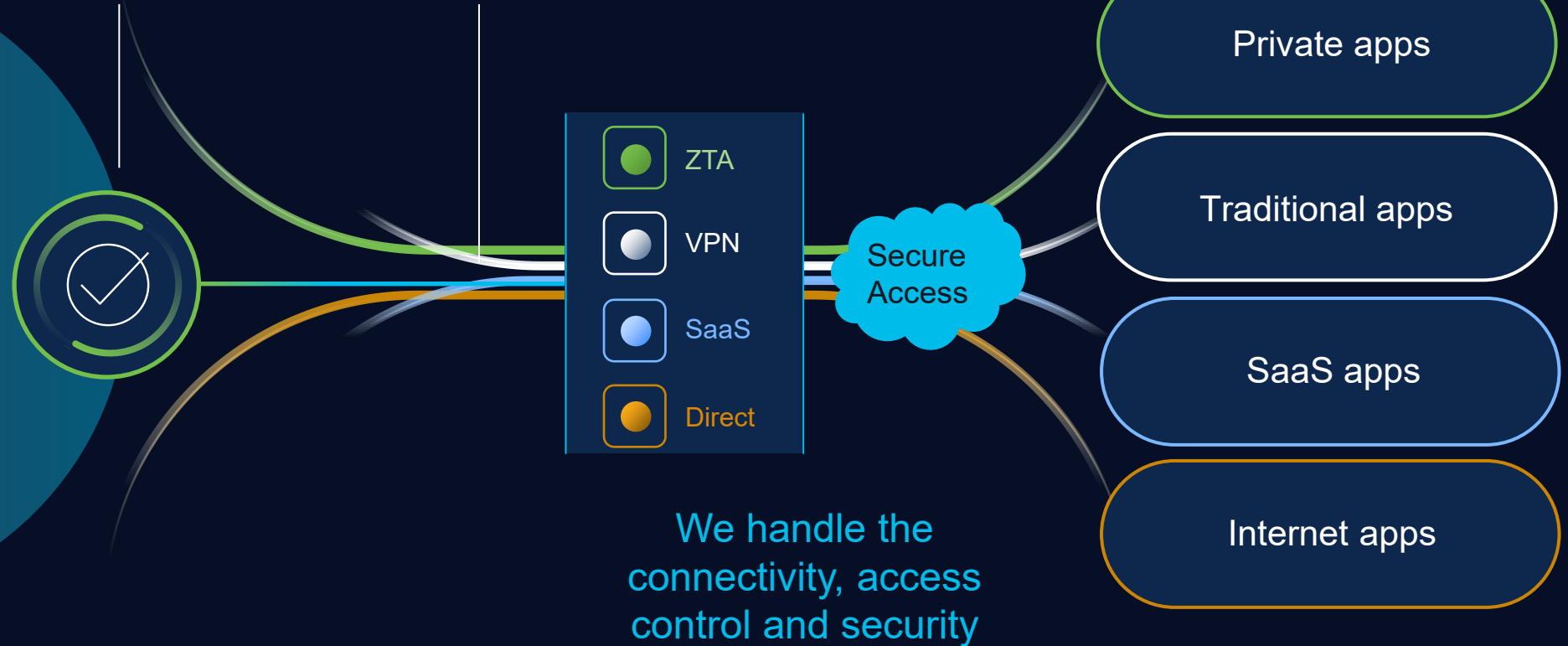
Security Service Edge (SSE)

Secure Access
from anywhere to
everywhere

Seamless Access - Users Anywhere

STEP 1
Log In

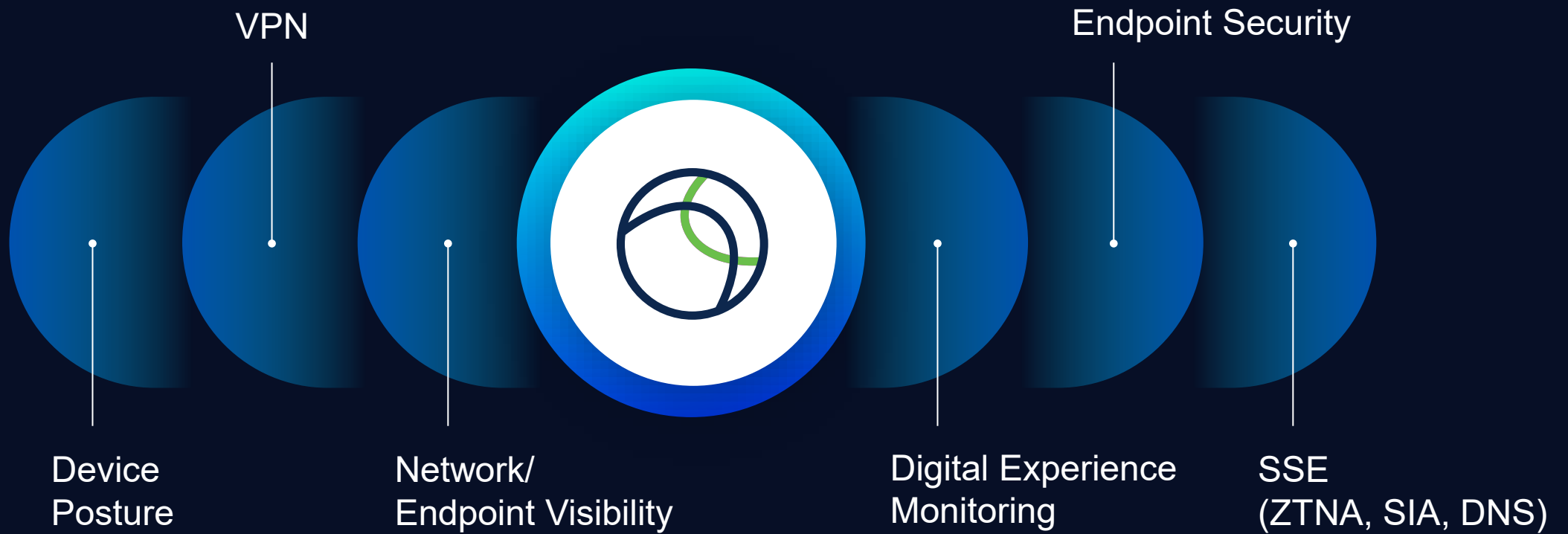
STEP 2
Securely start work



Easy, frictionless user experience

One client, multiple functions

Cisco Secure Client

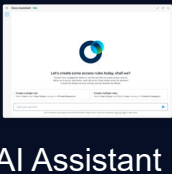
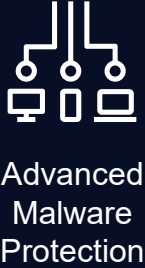


Cisco Secure Access

Core Capabilities

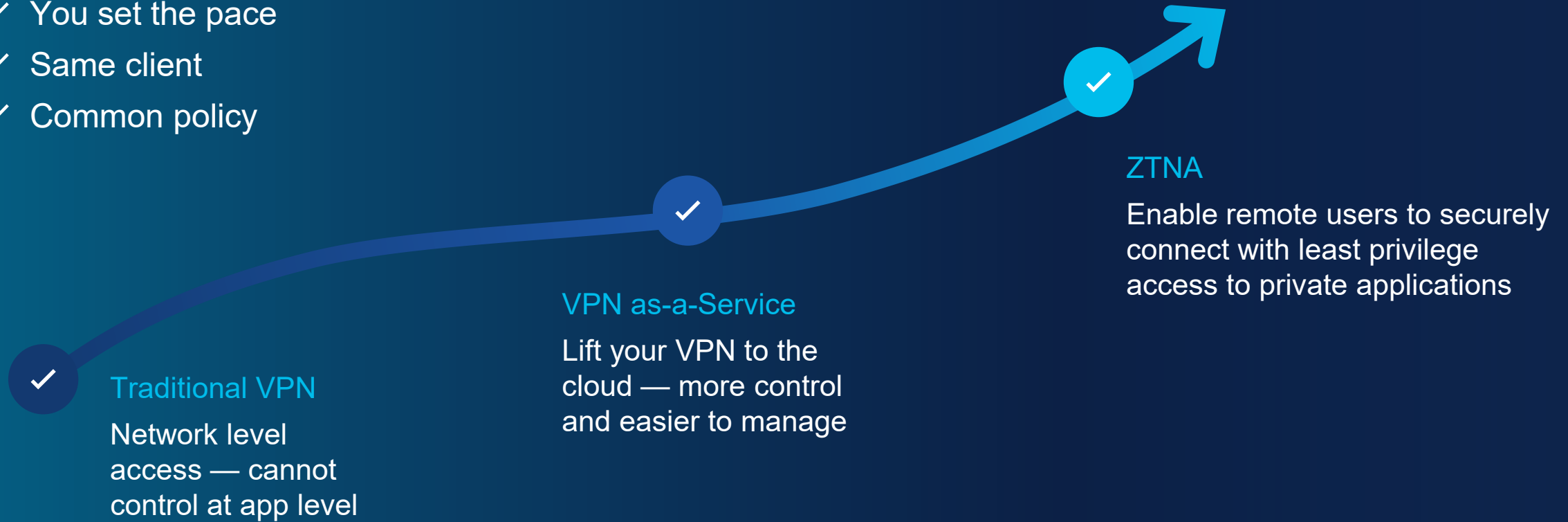


Beyond Core Capabilities



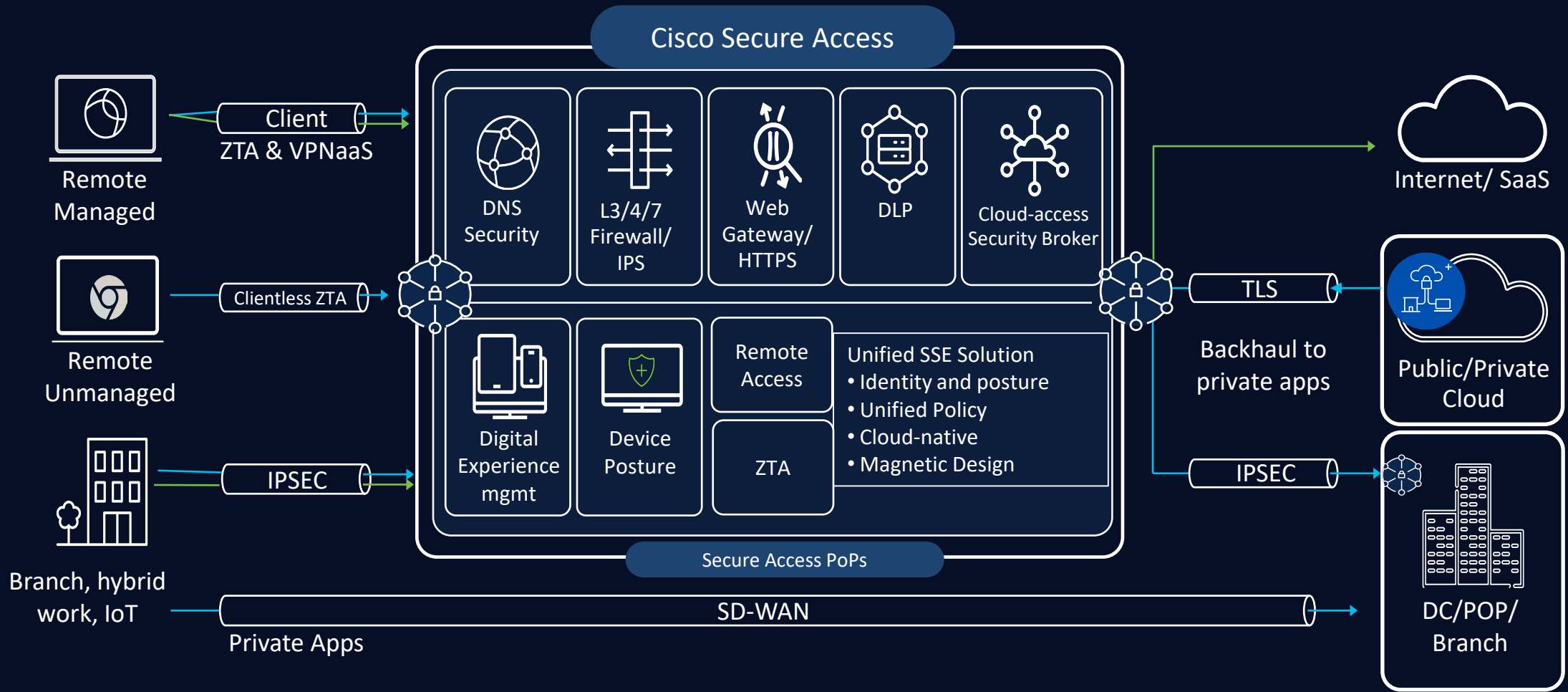
Flexible journey to ZTNA

- ✓ You set the pace
- ✓ Same client
- ✓ Common policy



Cisco Secure Access – One Platform for Everything you need

Architecture view



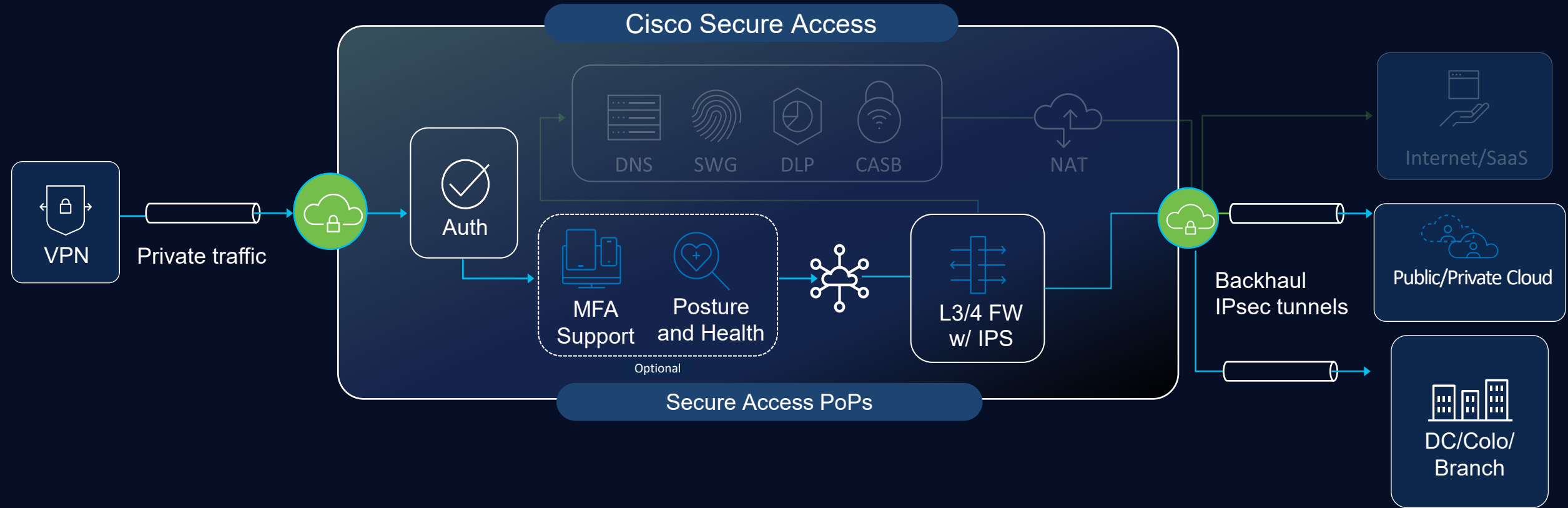


Use Case: Secure Private Access

Secure Private Access

via VPN

↔ Private Traffic
▭ Secure Tunnel



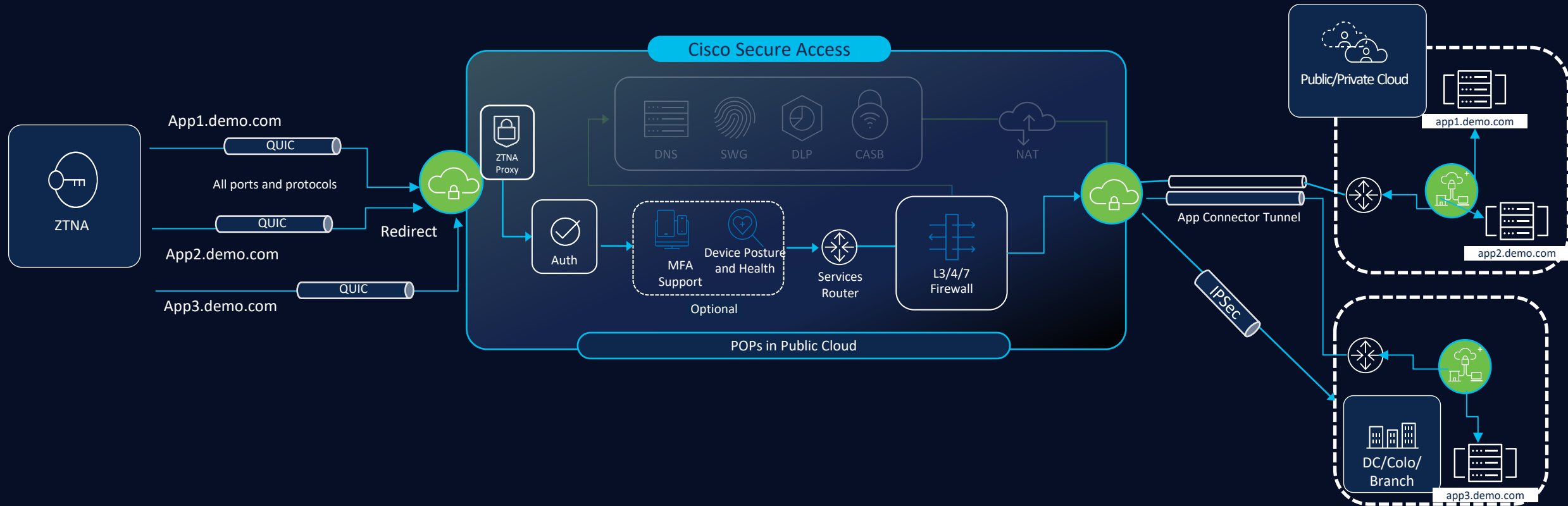
Benefits

- SAML 2.0 + cert-based authentication
- Posture verification (optional)
- Trusted Network Detection
- Start before logon
- IPS
- Granular context-based control

Secure Private Access (Client-based ZTNA)

ZTNA

↔ Private Traffic
Secure Tunnel



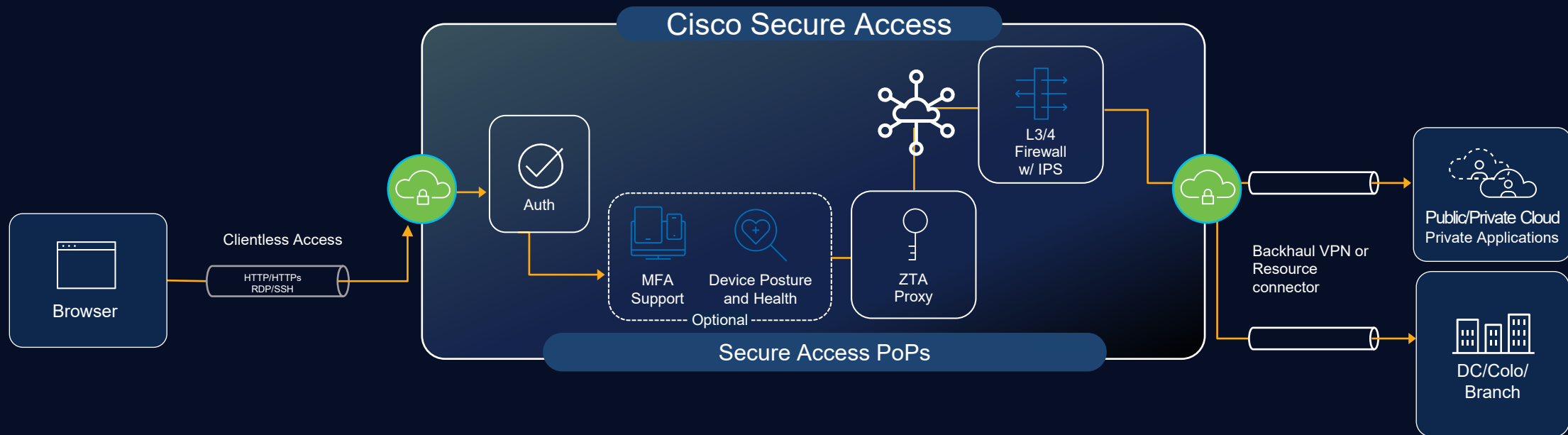
Benefits

- Improved end-user experience
- Improved Security step up auth
- Always on access
- Performance benefits QUIC & MASQUE
- Per App tunnels
- Cloud bypass for sensitive apps (future)
- No routing/network modification on client
- App specific access

Secure Private Access - Clientless

No VPN, No Client

↔ Clientless Access
▭ Secure Tunnel

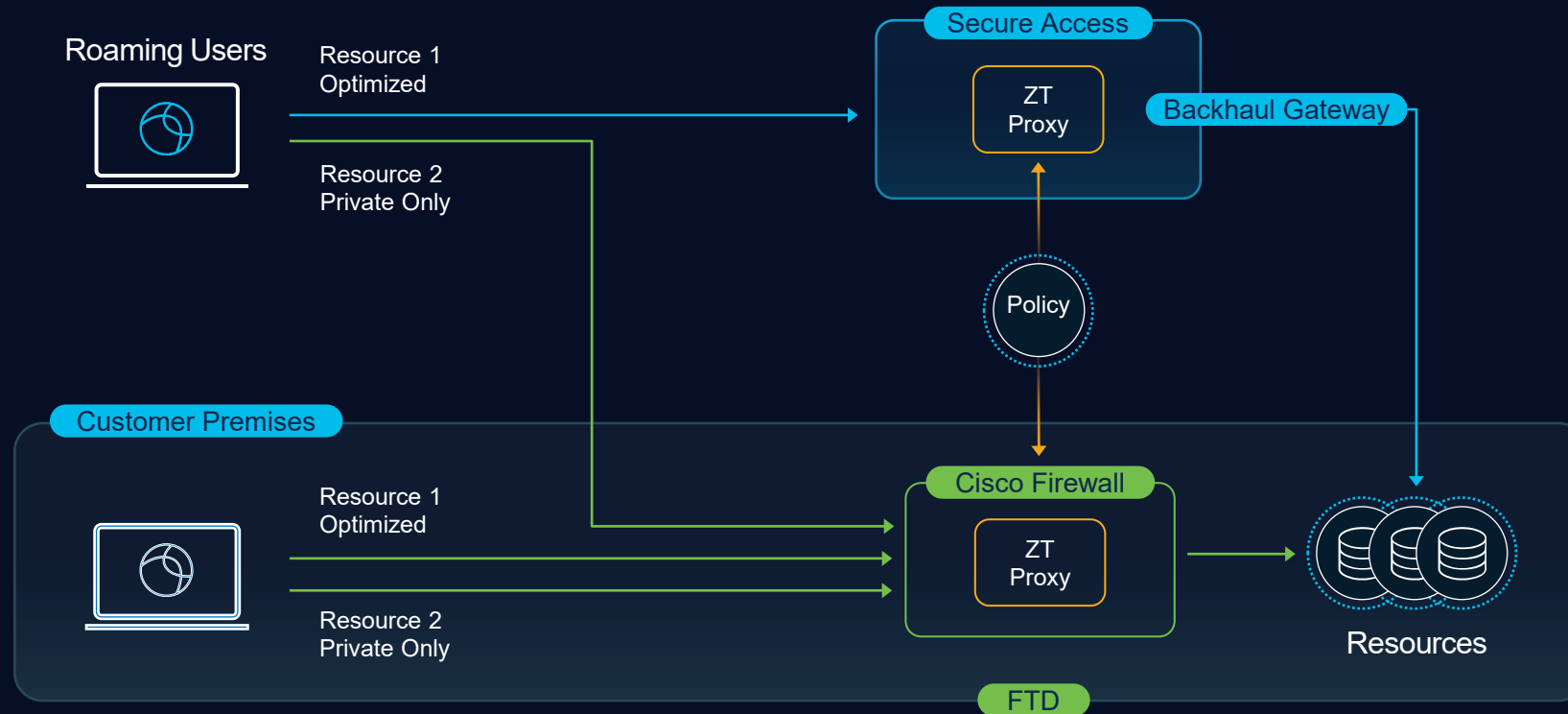


Capabilities

- Clientless
- App-specific access
- Undiscoverable IP address
- Least privileged user access
- Reduced threat surface

Hybrid Private Access for flexible enforcement

Single set of ZTNA policies used in cloud and on-premise

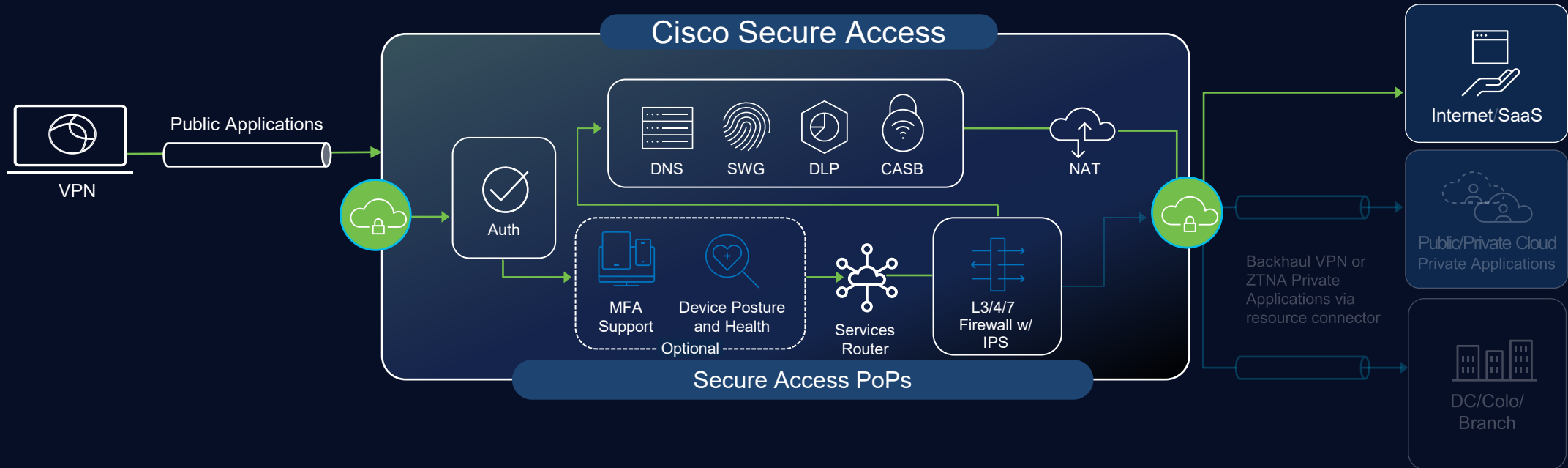




Use Case: Secure Internet Access

Secure Internet Access

VPN Client

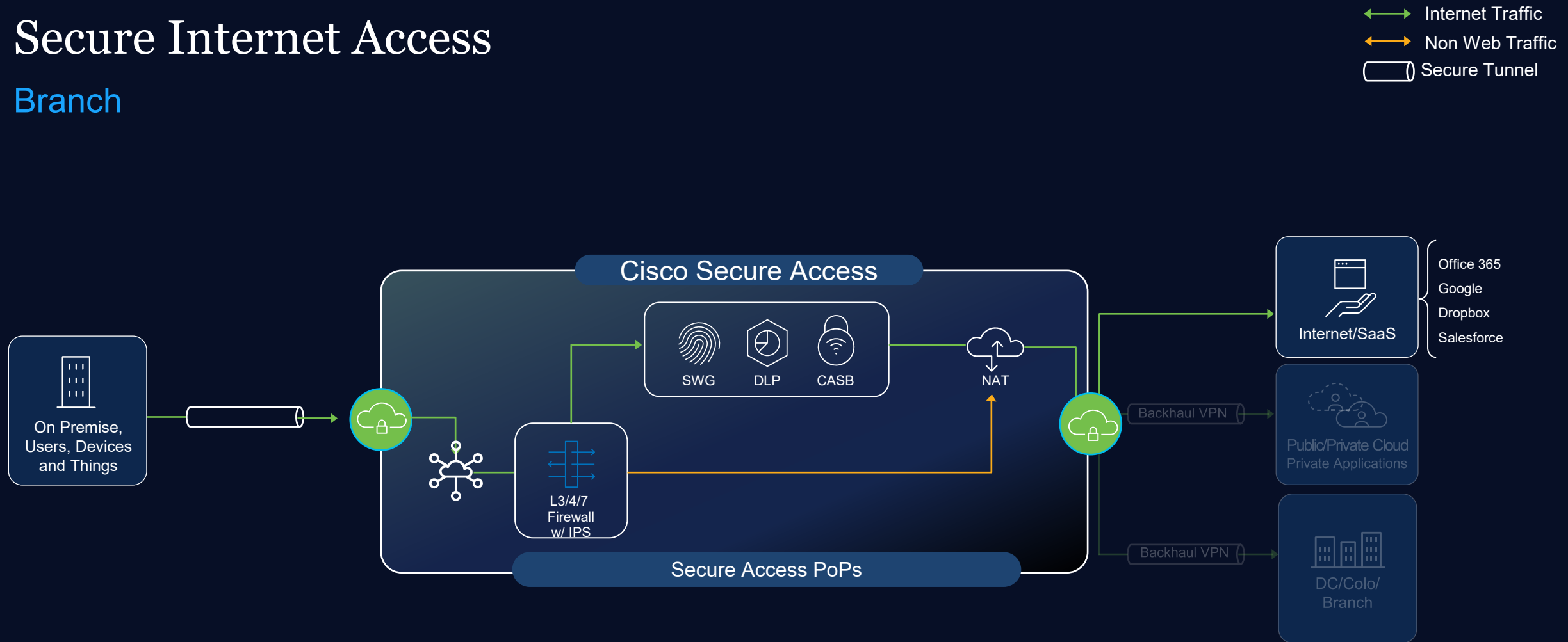


Capabilities

- SAML 2.0 + cert-based authentication
- Posture verification (optional)
- IPS
- Single Inline inspection
- Application policy

Secure Internet Access

Branch



Capabilities

- Auto tunnels with Catalyst SD-WAN
- 1 GBps per tunnel
- BGP
- ECMP support
- Active/Standby
- Overlapping subnets/Outbound NAT

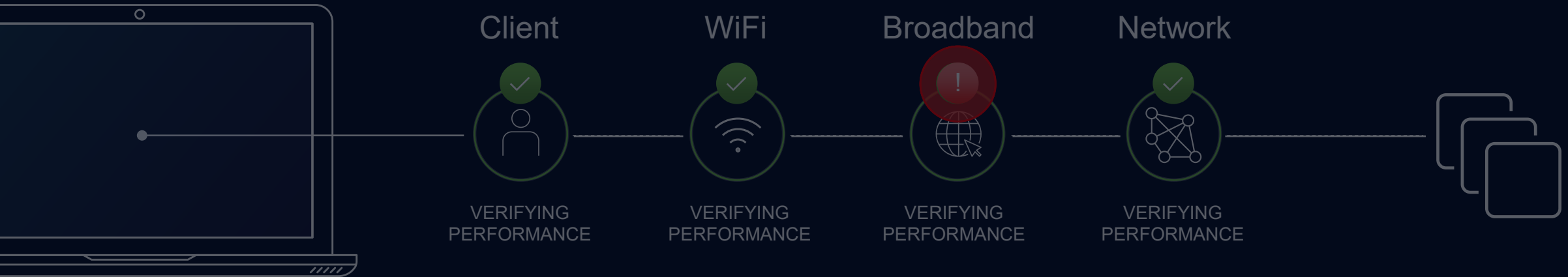


Built-in Assurance and Assistance

Experience Assurance

○ Node: 01.ca.comcast.net

IP Address	88.86.143.25
Forwarding Loss	32% (6 of 17 packets)
Ave. Response	67.9 ms



Depictions are examples only.

Secure Access sees and controls AI use

Superior visibility & control

- Discover Shadow AI; define acceptable use
- Granular control
 - Sensitive documents
 - Source code
- Machine learning finds unstructured data
 - Patent applications
 - M&A
 - Financial statements and more

AI App Discovery

Secure Access

Leverage Secure Access to identify 3rd party generative AI applications, their usage, risk score and protection status. [Learn more](#)

Risk

First detected date

48 results

Application name		Risk score	First detected
AI Assistant	New	High	Dec 29, 2024
Code Copilot	New	High	Dec 14, 2024
HelperAI		High	Nov 22, 2024
AI Creator		High	Nov 21, 2024
GrammarAI		Medium	Nov 13, 2024
WriterBot		High	Oct 30, 2024

1200+
AI Apps Protected

100%
Guardrails for top AI Apps

1
Unified Security Framework

Why Cisco Secure Access?



Safer for everyone

Most comprehensive SSE solution with 3x the security capabilities in one cloud service



AI-first Security Service Edge



Better for users

Seamless, secure access connecting your workforce to anything from anywhere



High performance zero trust



Easier for IT

Converged security in one console, one client, one cloud for simplified operations



Cost-effective efficiencies

Key Takeaways



- Cisco Secure Access is easier for users, better for IT and safer for everyone - no compromises
- VPN renewal as compelling event (easy journey to Zero Trust)
- Technical Deep Dive session for your IT teams
- Proof of Value to highlight customer specific benefits
- Controlware Expertise for Cisco Secure Access available



Controlware
Security Day



**Danke für Ihre Aufmerksamkeit.
Wir freuen uns über Ihr Feedback!**

**Bitte geben Sie den ausgefüllten Bogen am Empfang ab und
erhalten Sie als Dankeschön ein kleines Präsent.**