O open systems

MANAGED SASE RETURN ON INVESTMENT (ROI)

Open Systems Managed SASE is a comprehensive, unified, easy to use cloud security platform.

Open Systems Managed SASE reduces complexity and costs

Open Systems Managed SASE eliminates appliance purchase, installation, and maintenance, and eliminates the need for costly MPLS and VPN solutions. SASE replaces legacy security with always-on secure network access. As a managed service, it maximizes cybersecurity staff productivity.

Managed SASE is delivered as a 24x7 service that operates as an extension of your team. A user-based flat fee covers onboarding; unlimited support calls and tickets; hardware and software upgrades; and full lifecycle management. Budgeting is easy and ROI strong. Budgeting is fully OPEX and there is no CAPEX expenditure.

	O open systems	SASE	Traditional Managed Services Providers	
Network				
	Cost	Complexity	Cost	Complexity
Connectivity	$○○	●○○	$$◑	●●○
	Benefits		Challenges	
	· Connectivity agnostic (MPLS, internet, 4G/5G) · Provider agnostic · Management of 1000+ providers for our customers		· Connectivity lock-in (i.e. MPLS) · Provider lock-in · Multi-provider management and complexity	
Application Focus	$$◑	●●○	$$$	●●●
	· Shared and custom applications are consistent across the platform · App-based visibility, prioritization, routing, and optimization · Application performance visibility		· Applications are not shared across the platform · Prioritization, routing and optimization options focused on protocols only · No application performance insights	
Security				
Coverage	$$○	●●○	$$$	●●●
	· Broad unified security portfolio to cover the whole kill chain (firewall, web, email and endpoint security as well as XDR) · Endpoint, edge or in the cloud		· Disjoint point solutions which include security vendor management and inhomogeneous and distributed security logs · Either network or endpoint focused with very limited cloud coverage	
Integration	$○○	●○○	$$$	●●●
	· Unified on one platform · End-to-end quality assurance · Optimal leverage of synergies (i.e. MDR and Secure SD-WAN)		· Product stitching · End-to-end functionality assurance is up to the customer · High functionality overlap from different providers	
Technology				
Technology Evaluation	$○○	●○○	$$○	●●●
	· Continuous (re)evaluation of existing and new technology		· Internal/external industry expert to analyze trends and evaluate technology	
Hardware and Software Life Cycle	$$○	●○○	$$○	●●○
	· In-house/third-party software evaluation and replacement including integration into platform · Proactive hardware replacements		· Regular review of software and hardware components and handling of EOL situations and risk · Hardware monitoring and replacement	

Benefit from a future-proof solution

Leave behind the days of rigid and inflexible architecture that doesn't meet your organization's infrastructure needs. Open Systems can help you solve the day-to-day challenges with its future-proof, end-to-end engineered SASE platform.

	opensystems — SASE		Traditional Managed Services Providers	
Setup				
	Cost	Complexity	Cost	Complexity
Design, Configuration and Optimization	$○○	●○○	$$○	●●●
	Benefits		**Challenges**	
	• Best practice recommendations (network design, security policies) • Flexible configuration options • Long-term configuration optimization		• One-to-one migrations of deprecated designs • Rigid and "one fits all" configuration • Outdated and chaotic policies due to "fire and forget" practices	
Deployment	$$○	●●○	$$◐	●●◐
	• Easy-to-follow installation instructions (cloud or on-prem) • Experienced logistics (over 180 countries)		• Costly on-site visits to install on-prem devices • Limited shipping countries/shipping is up to the customer	
Operations				
24x7 Change/ Incident Support	$○○	●●○	$$$	●●●
	• Unlimited number of change/incident/request tickets including emergency requests • Expert-level engineers only • 24x7 follow-the-sun DevOps support		• Included tickets are limited/pay per ticket and high fee for emergency changes • Hard/lengthy to get through to the L3 support • Not really 24x7 support (on-call only)	
Patching and Upgrading	$○○	●○○	$$○	●●◐
	• Standardized firmware version: regular patching and upgrading • Rapid deployment of security patches		• Customers coordinate/perform patching and upgrades • Significant delay in covering all deployments with security patches	
Monitoring and Alerting	$$○	●◐○	$$○	●●◐
	• Monitoring and alerting comes with every feature • Custom alerting through notification self-service		• Customers need to build their own monitoring and notification framework • Alert flood with unspecific alerts that are completely decoupled from business	
Organization				
Expertise	$○○	●○○	$$$	●●●
	• Included professional services • More than 70% of staff with an engineering degree • Our experts are your experts		• Professional services billed on top • External SMEs that don't know the customer setup • Struggle to attract and retain experts	
Future-proof Setup/Agility	$$○	●●○	$$$	●●●
	• Continuous trend and technology evaluation • Strategic roadmap • We're in this transformation together		• Extensive investment in trend evaluation needed • Missing long-term digital transformation view and strategy • Managed service providers instead of partnering up	

Customers share their experience

"Although we are dealing with really low budgets, we want to serve our colleagues in a professional manner and this means serving them with a high-performance infrastructure."

Oliver Vavtar
Team Leader Network Services
at SOS Children's Villages International

"With Open Systems' help we can securely manage a global network of 170 sites with 2 full-time employees only."

Alex Henneberg
IT Architect Network & Security at CLAAS

"One of the benefits of Open Systems was the cost capabilities that they enabled us to realize. Open Systems allowed us to avoid a lot of upfront capital investment, which saved us a lot of cash out of pocket."

Chris Hall
VP of Global Information Technology
at KEMET