

# SASE ROI

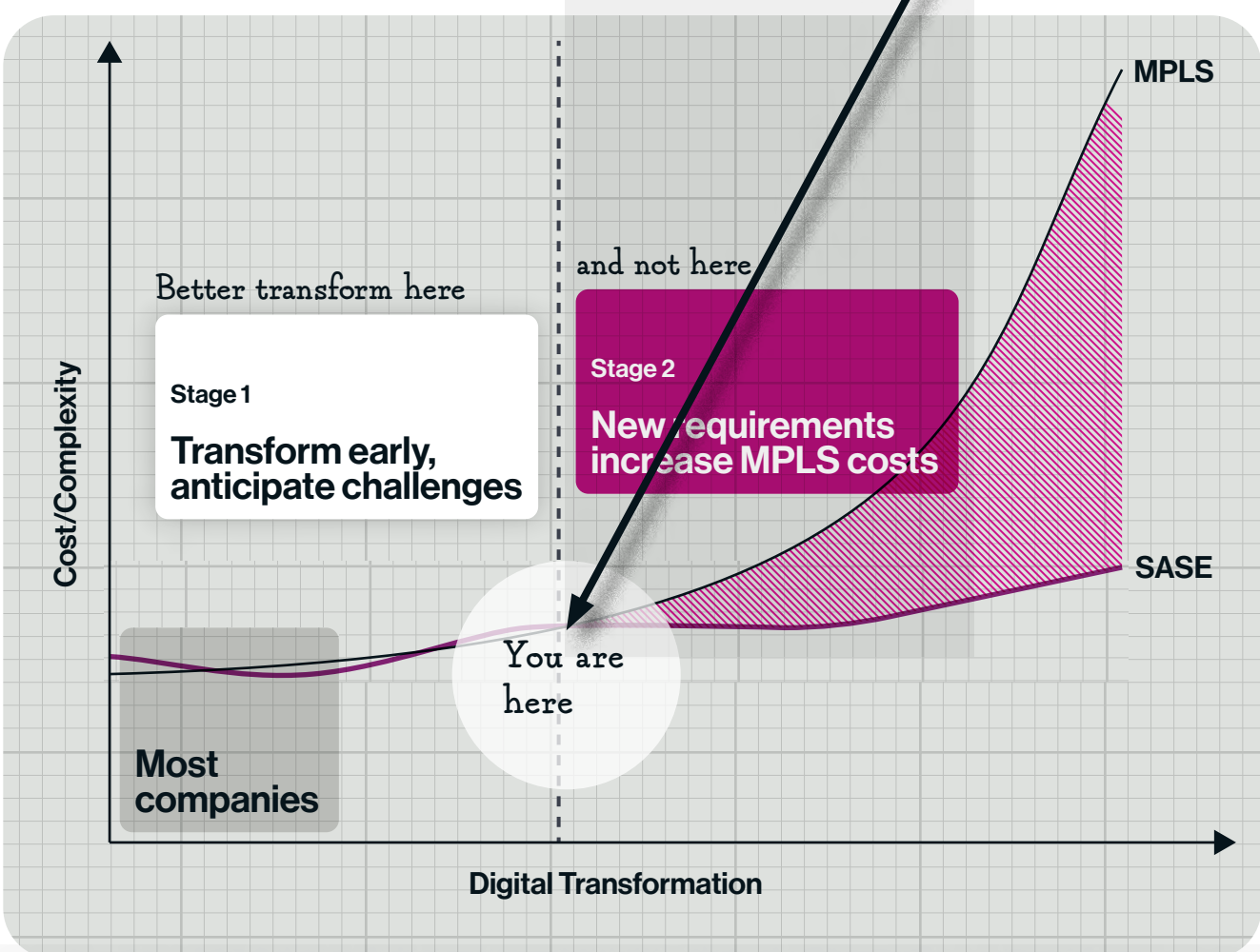
## How Do IT Leaders Justify the SASE Transition?

Justifying your Secure Access Service Edge (SASE) transition is about demonstrating dramatic reductions in complexity and cost. These savings eliminate expenditures on multiple services, network and security appliances and related management costs.

The example below shows the cost of a WAN and security setup for an enterprise before deploying Cato SASE. The company had offices running MPLS and VPN connections for users, locations and cloud connectivity. A simpler SASE solution slashed complexity down to two components—SASE and reverse proxy—for an annual cost of \$490,000. The WAN connectivity and optimization, NGFW, IPS, secure Web gateway, MDR and anti-malware in the cloud were replaced for each location and client. All those VPN services are also replaced with a single Zero Trust Network Access (ZTNA) solution providing secure access to applications for remote mobile and home users worldwide, including China, and direct optimized access to applications in the cloud.

	Before SASE	With SASE
availability architecture in HQ offices	Configuration and setup	Suggested solution
Service Cost Per Year		
Local physical firewalls license in high-availability availability architecture in HQ offices	\$50,000	Included in SASE
Reverse proxy solution for publishing internal websites and services with a Single Sign On (SSO) system	\$90,000	\$90,000
VPN solution for RnD teams for connection to AWS production environment	\$50,000	Included in SASE
VPN solution for China employees for connection to services	\$25,000	Included in SASE
VPN solution for support, CSM and QA teams for connection with non-company IPs	\$20,000	Included in SASE
Install MPLS/Direct Internet Access lines from offices to center location (allow connectivity for global services) \$2,000 for each site	\$240,000	Included in SASE
SASE Cloud Service Fee		\$400,000
Subtotal	\$475,000	\$490,000

Hardware Cost Per Year		
Local physical load balancing hardware for WAN optimization \$40,000 + \$20,000 for license and management per site	\$60,000	Included in SASE
Three-year upgrade for firewalls worldwide to newer hardware and configured for high availability	\$30,000	Included in SASE
Subtotal	\$90,000	\$0
Total	\$565,000	\$490,000



Similarly, Haulotte, a global manufacturer of lifting equipment with six plants and 30 locations across Western Europe, North America, South America, Africa and the Asia-Pacific, cut its network and security costs in half by switching from MPLS to a Cato SASE. During the COVID-19 crisis, it was also able to use the Cato SASE platform to transition 300 staff members to work from home in less than a day.

“We just dispatch the Cato Socket with a page of instructions to each location. Our local contact installs it at the site and then we take over remotely to finish the job. It’s truly plug-and-play.”

Haulotte Group CIO Thomas Chejfec