

SASE Return on Investment (ROI)



AT A GLANCE

Open Systems is a pioneer of Secure Access Service Edge (SASE), offering cost savings to global enterprises.

Investing in Open Systems SASE generates savings

Open Systems' SASE solution is designed to simplify the complexity of network and security architecture. SASE provides instant simplification and consolidation of enterprise architecture, creating the flexibility organizations need as they go through digital transformation. Open Systems offers strategic partnerships, contributing to the long-term vision, and giving IT teams the focus they need to maximize business impact.


Reduce complexity and costs

Deploy and operate a simplified network and security architecture by leveraging a unified Open Systems SASE solution. The Open Systems SASE rivals traditional managed services providers and has a solid, incomparable history.

	Open Systems SASE		Traditional Managed Services Providers	
Network				
	Cost	Complexity	Cost	Complexity
Connectivity	\$ ● ● ●	● ● ●	\$ \$ ●	● ● ●
	Benefits		Challenges	
	<ul style="list-style-type: none"> Connectivity agnostic (MPLS, internet, 4G/5G) Provider agnostic Management of 1000+ providers for our customers 		<ul style="list-style-type: none"> Connectivity lock-in (i.e. MPLS) Provider lock-in Multi-provider management and complexity 	
Application Focus	\$ \$ ●	● ● ●	\$ \$ \$	● ● ●
	<ul style="list-style-type: none"> Shared and custom applications are consistent across the platform App-based visibility, prioritization, routing, and optimization Application performance visibility 		<ul style="list-style-type: none"> Applications are not shared across the platform Prioritization, routing and optimization options focused on protocols only No application performance insights 	
Security				
Coverage	\$ \$ ●	● ● ●	\$ \$ \$	● ● ●
	<ul style="list-style-type: none"> 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 		<ul style="list-style-type: none"> 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	\$ ● ●	● ● ●	\$ \$ \$	● ● ●
	<ul style="list-style-type: none"> Unified on one platform End-to-end quality assurance Optimal leverage of synergies (i.e. MDR and Secure SD-WAN) 		<ul style="list-style-type: none"> Product stitching End-to-end functionality assurance is up to the customer High functionality overlap from different providers 	
Technology				
Technology Evaluation	\$ ● ●	● ● ●	\$ \$ ●	● ● ●
	<ul style="list-style-type: none"> Continuous (re)evaluation of existing and new technology 		<ul style="list-style-type: none"> Internal/external industry expert to analyze trends and evaluate technology 	
Hardware and Software Lifecycle	\$ \$ ●	● ● ●	\$ \$ ●	● ● ●
	<ul style="list-style-type: none"> In-house/third-party software evaluation and replacement including integration into platform Proactive hardware replacements 		<ul style="list-style-type: none"> 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.

			Traditional Managed Services Providers	
Setup				
	Cost	Complexity	Cost	Complexity
Design, Configuration and Optimization	\$ ● ● ●	● ● ●	\$ \$ ●	● ● ●
	Benefits		Challenges	
	<ul style="list-style-type: none"> Best practice recommendations (network design, security policies) Flexible configuration options Long-term configuration optimization 		<ul style="list-style-type: none"> One-to-one migrations of deprecated designs Rigid and "one fits all" configuration Outdated and chaotic policies due to "fire and forget" practices 	
Deployment	\$ \$ ●	● ● ●	\$ \$ ●	● ● ●
	<ul style="list-style-type: none"> Easy-to-follow installation instructions (cloud or on-prem) Experienced logistics (over 180 countries) 		<ul style="list-style-type: none"> Costly on-site visits to install on-prem devices Limited shipping countries/shipping is up to the customer 	
Operations				
24x7 Change/ Incident Support	\$ ● ● ●	● ● ●	\$ \$ \$	● ● ●
	<ul style="list-style-type: none"> Unlimited number of change/incident/request tickets including emergency requests Expert-level engineers only 24x7 follow-the-sun DevOps support 		<ul style="list-style-type: none"> 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	\$ ● ● ●	● ● ●	\$ \$ ●	● ● ●
	<ul style="list-style-type: none"> Standardized firmware version: regular patching and upgrading Rapid deployment of security patches 		<ul style="list-style-type: none"> Patching and upgrades need to be coordinated/executed by the customer Significant delay in covering all deployments with security patches 	
Monitoring and Alerting	\$ \$ ●	● ● ●	\$ \$ ●	● ● ●
	<ul style="list-style-type: none"> Monitoring and alerting comes with every feature Custom alerting through notification self-service 		<ul style="list-style-type: none"> Customers need to build their own monitoring and notification framework Alert flood with unspecific alerts that are completely decoupled from business 	
Organization				
Expertise	\$ ● ● ●	● ● ●	\$ \$ \$	● ● ●
	<ul style="list-style-type: none"> Included professional services More than 70% of staff with an engineering degree Our experts are your experts 		<ul style="list-style-type: none"> Professional services billed on top External SMEs that don't know the customer setup Struggle to attract and retain experts 	
Future-proof Setup/Agility	\$ \$ ●	● ● ●	\$ \$ \$	● ● ●
	<ul style="list-style-type: none"> Continuous trend and technology evaluation Strategic roadmap We're in this transformation together 		<ul style="list-style-type: none"> Extensive investment in trend evaluation needed (internal/external) 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