SONICWALL

Secure Access Easier and Safer with VPNaaS

A Buyer's Guide

Remote and/or hybrid work is clearly here to stay. While organizations both big and small have relied on traditional VPN appliances and clients to enable remote work, it's clear that these legacy solutions are no longer adequate to enable the secure and seamless remote access needed for today's digital landscape. If you've been using an SSL VPN to enable your users to connect to the applications and resources they need, you may have run into some frustrating issues:

- **Security Vulnerabilities:** SSL VPNs are riddled with inherent vulnerabilities that are actively exploited industry wide. In fact, research shows that SSL VPNs are frequently exploited within just 48 hours of a vulnerability being discovered. These vulnerabilities often require organizations to stay on top of already complex patch management, which adds additional complexity while still being unable to keep up with the security demands of today's threats.
- **Difficulty to Manage and Scale:** Many organizations don't have the in-house IT army and technical expertise to properly manage and configure SSL VPNs. As a result, they can be challenging to deploy and maintain properly leading to even more security risks and vulnerabilities being potentially exploited.
- **Frustrating End-User Performance:** VPN clients are often sluggish and highly disruptive for end-users. With constant re-authentication needs and latency issues, these legacy VPNs can impact productivity, especially as your organization scales.

These pitfalls not only pose serious security risks but also are highly inefficient for both users and IT admins. Luckily, there's a far better way for organizations to securely enable remote access while providing superior user and admin management experience.

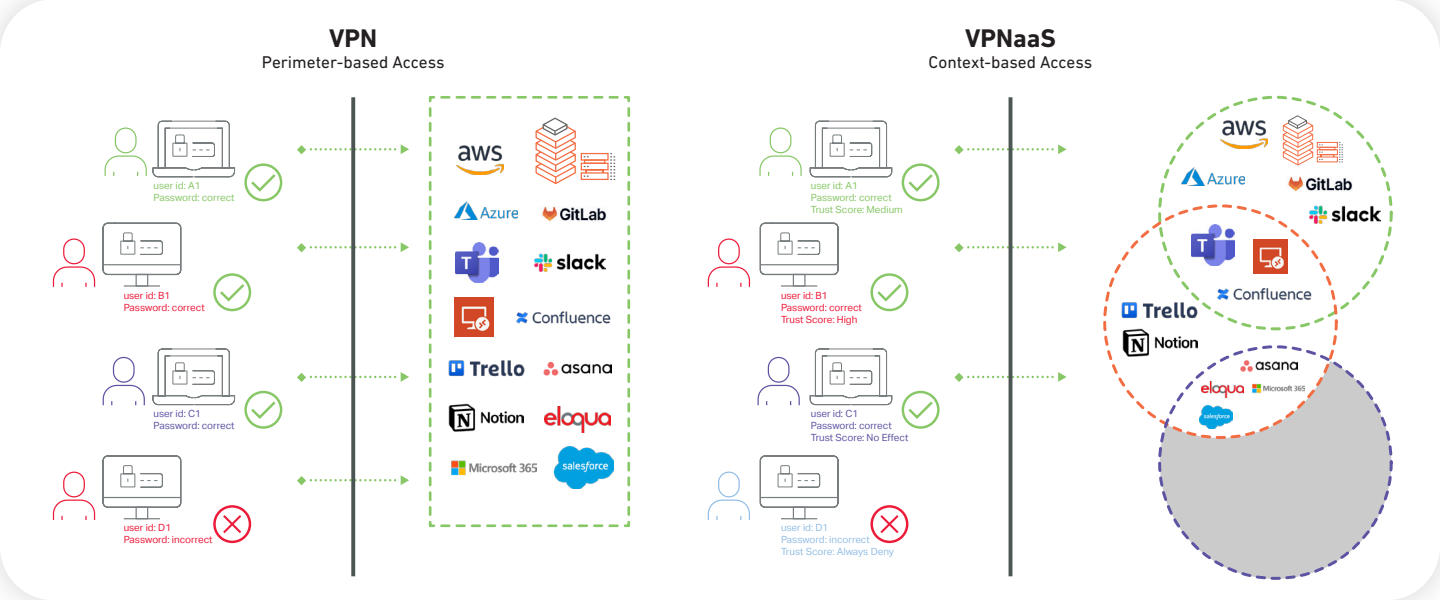
Start with VPN-as-a-Service (VPNaaS)

Instead of ripping and replacing your entire tech stack, organizations can start with and outsource their VPN needs to a cloud-delivered VPNaaS which delivers a modern yet still familiar solution that bridges the gap between traditional remote access models and a full blown "Zero Trust Network Access" (ZTNA) solution. While you may have heard the buzz around "Zero Trust" and "ZTNA," VPNaaS offers a less complex and intimidating entry point to adopting a more modern and robust security approach. VPNaaS can get you started by making sure every access request is verified continuously through identity, device posture, and granular access controls based on user groups.

Here's an overview of how a traditional VPN compares with a cloud-delivered VPNaaS:

Use Case	Traditional SSL VPNs	VPNaaS
Performance	Routes traffic through VPN servers, causing slowdowns and poor user experience	Streamlined user to application connection at the nearest point of presence minimizes delays and speeds up workflows
Security	Grants broad access once authenticated, allowing bad actors to fully infiltrate your entire network	Adopts Zero Trust model which verifies users, devices, and context before granting access and connects users only to the application they need to access
Cost Efficiency	Expensive hardware and ongoing maintenance	No expensive VPN hardware to maintain, saving valuable time and resources
Scalability	Difficult and expensive to scale. Complex configurations needed to expand	Cloud-based design means it's easy to scale effortlessly as your team grows
Complexity of Deployment/ Management	Often requires complex firewall and VPN policy configurations that are prone to misconfigurations, leading to potential breaches	Easy cloud-based setup and management

By adopting a VPNaaS, organizations can immediately see the benefits of improved security, reduced management complexity, and a faster, more reliable end user experience. The right remote access solution for you will be able to be easily deployed into your environment at any stage of your cloud adoption journey while also being capable of expanding to adopt full ZTNA principles as your organization grows.



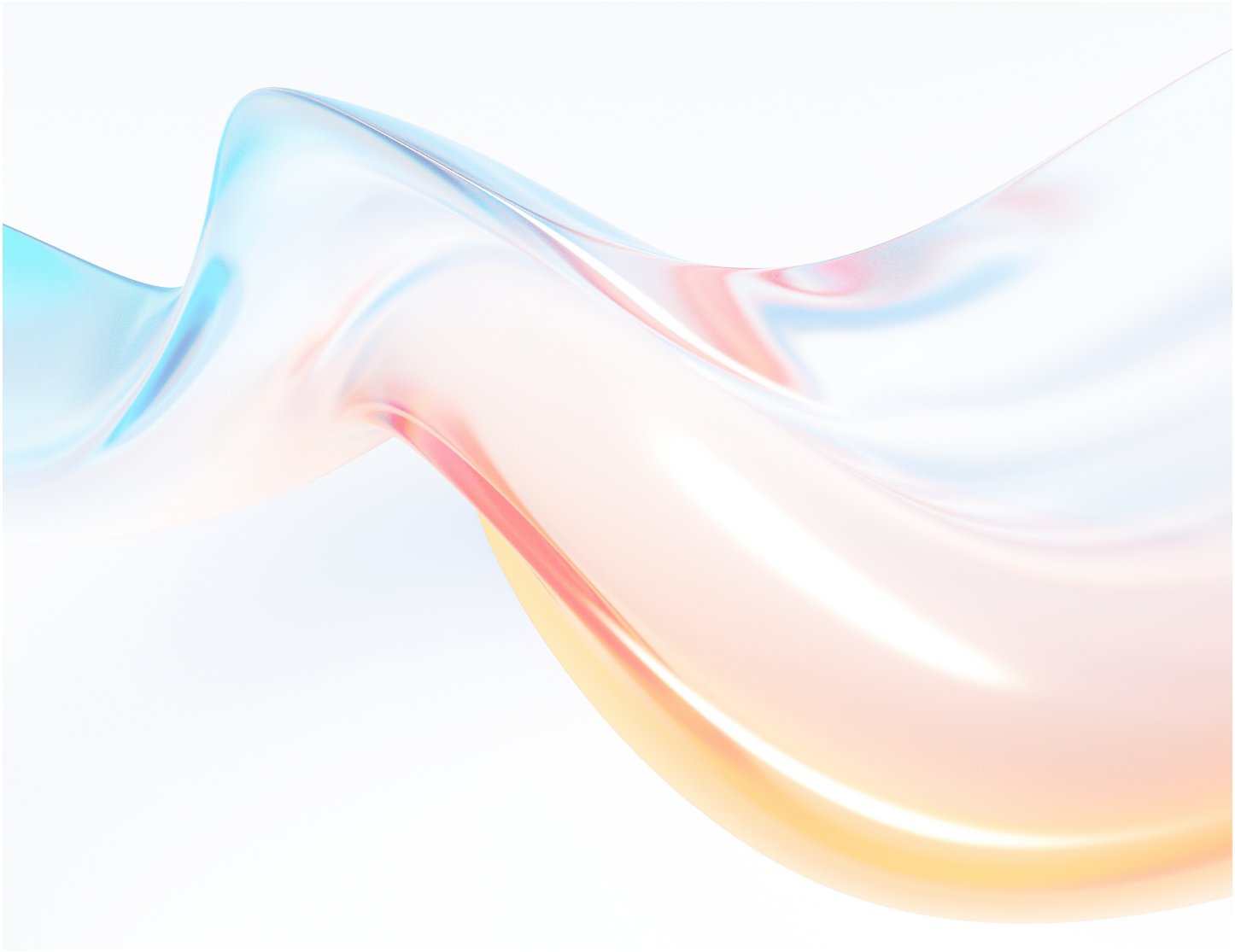
If your organization needs to support and secure work from anywhere, a VPNaaS can bolster your secure access strategy. Here is a quick guide on evaluating what VPNaaS solution is right for you:

Feature / Capability		SonicWall	Vendor 1	Vendor 2
Easy to deploy	Immediate value – simple deployment	✓		
	100% software platform, no hardware or virtual appliance required	✓		
	Supports public and private cloud or on-premises installation	✓		
	Requires minimal or no changes changes to corporate network infrastructure	✓		
Integration	Integrates easily with existing security tools	✓		
	Identity Provider for authentication	✓		
	MDM / EMM / UEM tools for device trust	✓		
	Export events/audit Logs to SIEMs (Splunk Phantom, Demisto, etc.)	✓		
	EDR for real-time device health signals	✓		
Access Controls	Easy-to-use, human-readable policy engine	✓		
	Trust scoring framework	✓		
	Continuous device trust validation (incl. EDR running/OS version/firewall/encryption)	✓		
	Real-time event monitoring and alerting	✓		
	Granular, API-level controls	✓		
	Least privilege access restricts lateral movement	✓		
Architecture	A lightweight app installed on devices to continuously verify posture and establish trust	✓		
	Option for both hosted and self-hosted network of PoPs	✓		
	Integrates easily with existing IAMs through leading IAM marketplaces	✓		
User Experience	A unified services catalog for all of their services and web-apps	✓		
	Option to expose trust score metrics to end users thereby decreasing support calls	✓		
	Trust score shown to end users to help improve their device security posture	✓		
	Supports Windows/macOS/Linux/Android/iOS/iPadOS	✓		
Network	Requires minimal or no changes to existing networking infrastructure	✓		
	Integration with SonicWall Gen 7 and above Firewall	✓		

Secure Remote Access the Right Way

SonicWall Cloud Secure Edge empowers organizations to embrace a smarter, safer, and easier secure access strategy by staring with VPNaaS. By adopting VPNaaS, organizations can immediately start to see the risks and complexities of traditional legacy VPNs be mitigated. Over time, organizations can partner with SonicWall to expand Cloud Secure Edge's capabilities and adopt a full blown Zero Trust strategy to secure access to anything a user might need on any device.

Get a personalized demo or reach out to us today to learn more about Cloud Secure Edge.



About SonicWall

SonicWall is a cybersecurity forerunner with more than 30 years of expertise and a relentless focus on its partners. With the ability to build, scale and manage security across the cloud, hybrid and traditional environments in real time, SonicWall can quickly and economically provide purpose-built security solutions to any organization around the world. Based on data from its own threat research center, SonicWall delivers seamless protection against the most evasive cyberattacks and supplies actionable threat intelligence to partners, customers and the cybersecurity community.

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