


























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.

		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 agnosticManagement of 1000+ providers for our customers		<ul style="list-style-type: none">Connectivity lock-in (i.e. MPLS)Provider lock-inMulti-provider management and complexity	
Application Focus				
	<ul style="list-style-type: none">Shared and custom applications are consistent across the platformApp-based visibility, prioritization, routing, and optimizationApplication performance visibility		<ul style="list-style-type: none">Applications are not shared across the platformPrioritization, routing and optimization options focused on protocols onlyNo 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 logsEither network or endpoint focused with very limited cloud coverage	
Integration				
	<ul style="list-style-type: none">Unified on one platformEnd-to-end quality assuranceOptimal leverage of synergies (i.e. MDR and Secure SD-WAN)		<ul style="list-style-type: none">Product stitchingEnd-to-end functionality assurance is up to the customerHigh 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 Life Cycle				
	<ul style="list-style-type: none">In-house/third-party software evaluation and replacement including integration into platformProactive hardware replacements		<ul style="list-style-type: none">Regular review of software and hardware components and handling of EOL situations and riskHardware 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	
	<ul style="list-style-type: none">Best practice recommendations (network design, security policies)Flexible configuration optionsLong-term configuration optimization		<ul style="list-style-type: none">One-to-one migrations of deprecated designsRigid and “one fits all” configurationOutdated 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 devicesLimited 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 requestsExpert-level engineers only24x7 follow-the-sun DevOps support		<ul style="list-style-type: none">Included tickets are limited/pay per ticket and high fee for emergency changesHard/lengthy to get through to the L3 supportNot really 24x7 support (on-call only)	
Patching and Upgrading	\$ ○ ○	● ○ ○	\$ \$ ○	● ● 🌓
	<ul style="list-style-type: none">Standardized firmware version: regular patching and upgradingRapid deployment of security patches		<ul style="list-style-type: none">Customers coordinate/perform patching and upgradesSignificant delay in covering all deployments with security patches	
Monitoring and Alerting	\$ \$ ○	● 🌓 ○	\$ \$ ○	● ● 🌓
	<ul style="list-style-type: none">Monitoring and alerting comes with every featureCustom alerting through notification self-service		<ul style="list-style-type: none">Customers need to build their own monitoring and notification frameworkAlert flood with unspecific alerts that are completely decoupled from business	
Organization				
Expertise	\$ ○ ○	● ○ ○	\$ \$ \$	● ● ●
	<ul style="list-style-type: none">Included professional servicesMore than 70% of staff with an engineering degreeOur experts are your experts		<ul style="list-style-type: none">Professional services billed on topExternal SMEs that don’t know the customer setupStruggle to attract and retain experts	
Future-proof Setup/Agility	\$ \$ ○	● ● ○	\$ \$ \$	● ● ●
	<ul style="list-style-type: none">Continuous trend and technology evaluationStrategic roadmapWe’re in this transformation together		<ul style="list-style-type: none">Extensive investment in trend evaluation neededMissing long-term digital transformation view and strategyManaged 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