MANAGED SASE RETURN ON INVESTMENT (ROI)

A comprehensive, unified, easy-to-use cloud security platform.

Reduce complexity and costs

Benefit from high return on investment. The Open Systems SASE solution means simplification and consolidation of your architecture, flexible and dynamic adaption to your business needs, and a strategic partnership. This provides you with the long-term view and expertise to focus on areas of maximum business impact.

Delivered as a 24x7 managed service, it operates as an extension of your team and maximizes IT staff productivity. Our all-inclusive subscription covers onboarding; unlimited support calls and tickets; hardware and software upgrades; and full life-cycle management. Budgeting becomes easy and ROI strong.

	Open Systems		Traditional Managed Service Providers	
	Cost	Complexity	Cost	Complexity
Network				
Connectivity	$○○	●○○	$$◐	●●○
Application Focus	$$◐	●●○	$$$	●●●
Security				
Coverage	$$○	●●○	$$$	●●●
Integration	$○○	●○○	$$$	●●●
Technology				
Technology Evaluation	$○○	●○○	$$○	●●●
Hardware and Software Life Cycle	$$○	●○○	$$○	●●○
Setup				
Design, Configuration and Optimization	$○○	●○○	$$○	●●●
Deployment	$$○	●●○	$$◐	●●◐
Operations				
24x7 Change/Incident Support	$○○	●●○	$$$	●●●
Patching and Upgrading	$○○	●○○	$$○	●●◐
Monitoring and Alerting	$$○	●◐○	$$○	●●◐
Organization				
Expertise	$○○	●○○	$$$	●●●
Future-proof Setup/Agility	$$○	●●○	$$$	●●●

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 P	Traditional Managed Service Providers
Network		
	Benefits	Challenges
Connectivity	• Connectivity agnostic (MPLS, internet, 4G/5G) • Provider agnostic • Management of 1'000+ 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) • 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. Managed SD-WAN, ZTNA, CASB, SWG, firewall, NDR)	• 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
Setup		
Design, Configuration and Optimization	• 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 (more than 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

Inspired by Swiss Reliability. Built on Trust. *Designed for Security.*

Unmatched *Competence*

A rare combination of technical mastery, operational insight, and global expertise enables us to solve the most complex connectivity and security challenges.

Proven *Partnership*

With hands-on support from experienced level-3 engineers and guidance on strategic and operational challenges, we act as a sparring partner you can confidently rely on.

Assured *Protection*

From carefully engineered and unified components to fully managed operations, we ensure seamless connectivity and security you can count on – every step of the way.

Customers share their experience

MAMMUT

"If you analyze precisely all the things that are included in the service, you'll see that it is definitely excellent value for money."

GETA

"Before, we had a lot of disparate portals, and we needed an overview of our ISPs in one place. Now, Open Systems gives us the visibility we need."

CONTACT US

European Provider. Swiss Engineering. Global Impact.

Open Systems delivers co-managed SASE operating models that combine secure connectivity, Zero Trust access and transparent 24×7 operations for complex hybrid and multi-cloud enterprise environments across operations in more than 180 countries.

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