



Lumen SASE Solutions with Versa

San Jose Lunch & Learn Event

March 28, 2024

Key elements of Lumen platform **strategy and vision**



Evolution

- Evolving from a traditional telecom to a technology enabler
- Software-first approach
- Simplified adoption and management of network and security services



Experience

- Unite software-based policy control with Lumen network, edge, cloud, and leading partner services
- 20+ years of security management
- Integrated, flexibly managed comprehensive experience for customers



Expansion

Simplified addition of Lumen managed platform elements consolidating network, cloud, security, and edge offerings

Lumen is well-positioned to deliver secure, high-performing applications, virtually **anywhere you need them**

Next-gen distributed applications need to be closer to customers and assets

Highly distributed compute

~450K

Global fiber route miles

Low-latency connectivity with broad reach

High performance networking

6400+

Internet AS's connected

Deepest peered IP network in the world

Multi-cloud orchestration
and connectivity

2200+

Public and Private data centers on-net globally

Dynamic connections to cloud providers

Embedded security

50+

Edge compute nodes

Designed to cover > 98% of U.S. enterprise demand within 5ms of latency

Cloud-native digital experience



Lumen SASE with Versa

- Recognized as one of the most complete SASE platforms in the market (2023 TMC Internet Telephony product of the year)
- Supports a blended security model with controls accessed on-premises and/or in the cloud
- Lumen partnership with over eight years of experience providing Versa SD-WAN and security capabilities
- Easy deployment across the premise edge, network edge, and public cloud
- Hybrid network support for public internet and private IP VPN
- Versa Director single-pane-of-glass for branch and remote worker management



Versa SASE
2023 TMC Internet Telephony
Product of the Year

LUMEN®



Network and security challenges

- What do I move to the cloud? What do I keep in my data center?
- How can I evolve my private network to improve access to and performance of cloud services?
- How can I centralize and simplify visibility and control over network access and security policy?
- How do I segment user, endpoint, and network access to private data and cloud applications?
- Will my new solution integrate with my existing infrastructure?
- Will my staff be able to maintain and manage new network and security approaches?
- What valuable outcomes will this evolution deliver?

COMMON CONCERNS

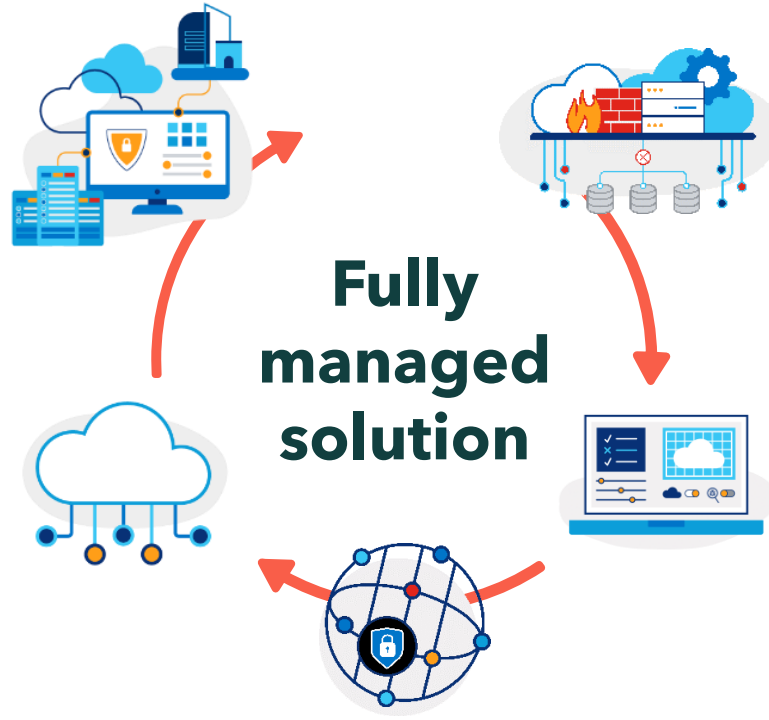
Network and security evolution

Work from anywhere

- Convergence of WAN and cloud secure access
- Application traffic shaping across multiple networks
- User permission, device, and network policy control

Flexible hosting options

- On-premises equipment
- Cloud hosted service gateways
- Remote endpoint access clients



Holistic solution

- Public and private networks
- Multi-cloud connections
- Internet threat intelligence
- Service partner oversight

Unified security

- Branch and headquarter locations
- Intellectual property
- Cloud applications
- Compliant data protection

Centralized control and visibility

- Unified network and security policy management
- Simplified addition of sites and service with automated delivery
- Network and security application performance and user access insights



Fit-for-purpose

- **Flexible adoption of cloud-based services** that address specific customer challenges
- **Flexible network access options** that fit location needs including public internet, broadband, wireless, and private network with a unified application and security policy management experience
- **Flexible on-premises and cloud-based** service hosting
- **Flexible best in class partner options** to meet specific customer preferences and familiarity
- **Dedicated internet access (DIA)** provides the capacity your business needs to operate efficiently and scale dynamically with secure data encryption
- **Dedicated professional managed service team** for SASE and network services for simplified adoption without business disruption.

Lumen SASE Secure Service Edge (SSE) components

Software defined application-centric network control with Next Generation Firewall (NGFW)



Zero Trust Network Access (ZTNA) for work from anywhere security as a substitute for VPN

Secure Web Gateway (SWG) to popular browser-based web services

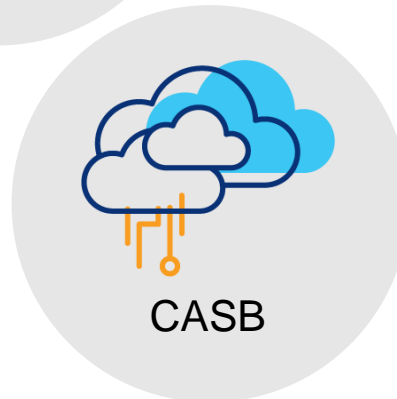


SASE
Secure Access
Service Edge



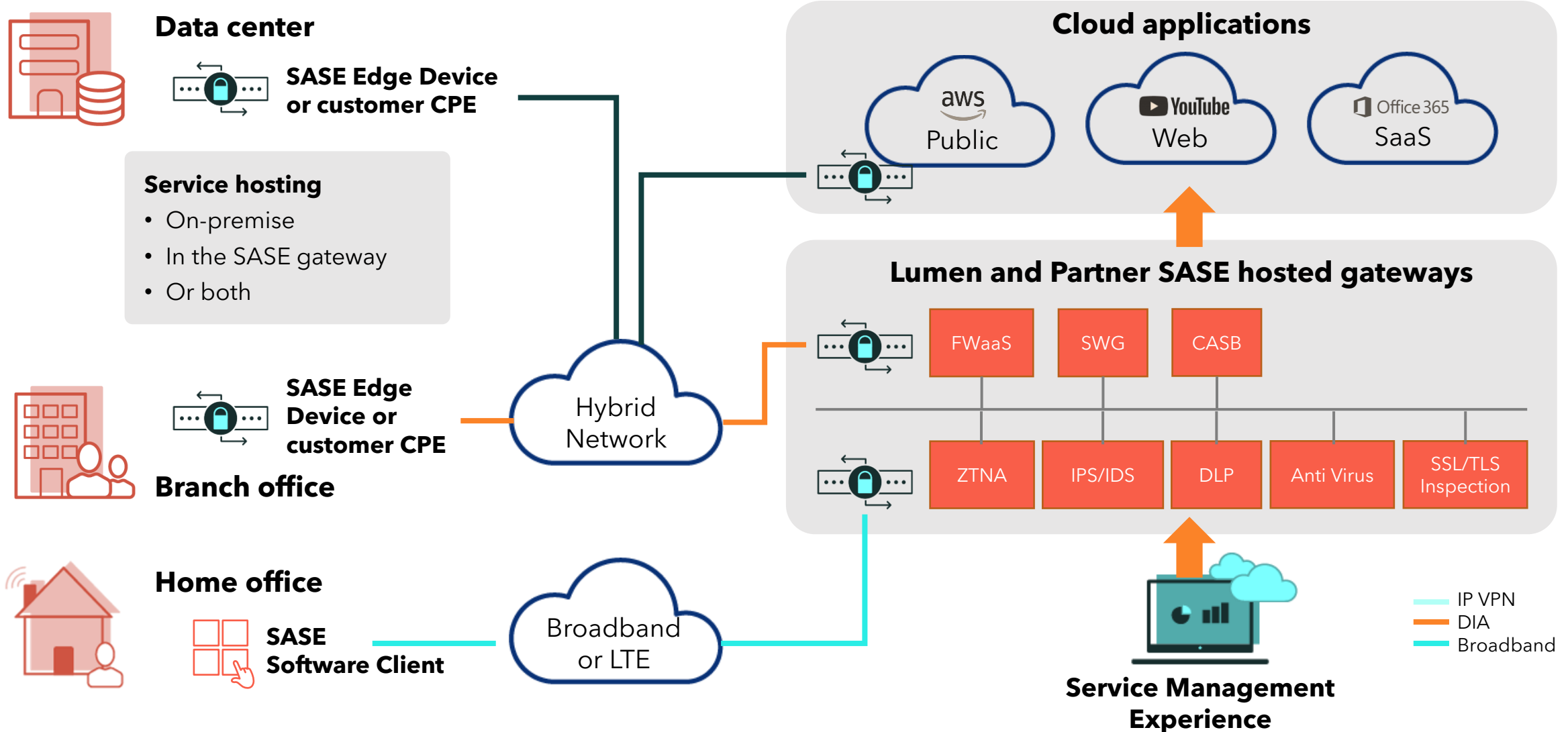
Data Loss Prevention (DLP) protects against unsafe sharing, transfer, and use of sensitive data

Cloud Access Security Broker (CASB) addresses cloud SaaS, IaaS, and PaaS permissions and use



Virtualized **Firewall as a Service (FWaaS)** hosted in the cloud

Lumen SASE Solutions - How it works



Lumen SASE Solutions with Versa **device options**

Size	Model	Description	Performance
X-Small	Advantech FWA1012	<ul style="list-style-type: none"> • Desktop model • 4 – GigE RJ45 ports, 2 – 1G SFP, 8GB memory, Atom C3558 processor • Rack mount available 	Up to 100Mbps bandwidth
Small	Lanner 1515B	<ul style="list-style-type: none"> • Desktop model • 5 – GigE RJ45 ports, 2 – 1G SPF, 8GB RAM, 64GB SSD, 4-core Atom C3558 processor • Rack mount available 	Up to 500Mbps bandwidth
Medium	Lanner 1515A	<ul style="list-style-type: none"> • Desktop model • 5 – GigE RJ45 ports, 2 – 1G SFP, 16GB RAM, 64GB SSD, 8-core Atom C3558 processor • Rack mount available 	Up to 1Gbps bandwidth
Large	Advantech FWA 3260A	<ul style="list-style-type: none"> • Rack mount • 5 – GigE RJ45 ports, 4 – 1/10G SFP, 2 – 10G SFP+, 64GB RAM, 256GB SSD, 8-core Xeon D-1548 processor • Dual power supply 	Up to 2Gbps bandwidth
X-Large	Advantech FWA 5020U1701-T	<ul style="list-style-type: none"> • Rack mount • 5 – GigE RJ45 ports, 2 – 10G SPF+ ports, 64GB RAM, 256GB SSD, 14-core Xeon E5-2697 v3 processor • Dual power supply 	Up to 6Gbps bandwidth



[Device details](#)

Lumen® SASE Manager

Configure, update, and manage your entire Lumen SASE Solution from one place

Lumen SASE Manager

The screenshot displays the Lumen SASE Manager dashboard. At the top, there are tabs for 'SASE Sites' and 'SASE Services'. Below the tabs, a message states: 'The following tokens can be used to create new On Premises SASE sites:'. To the right of this message are two buttons: 'Create a new site' (labeled 2) and 'Buy more sites'. Below this is a section for 'Configured On Premises Sites' (labeled 3), which contains a table of sites with columns for Site Name / Address, Hardware, High Availability?, Status, and Dev Note. The table lists several sites with their respective hardware and availability status. To the right of the table is a 'SASE Services Summary' section (labeled 1) showing 'Technology Provider: VMware', 'Purchased Services: SD-WAN, Next-Gen Firewall, ZTNA Remote Access', and 'Service Package: Self-Managed'. Below this is a 'Ticketing & Support' section (labeled 4) showing '14 Active Tickets' and '3 Scheduled Appointments'. To the right of the ticketing section is an 'Alerts and Notifications' section (labeled 5) showing '3 Actions Required' with details for 'Provide Order Details' and 'Provide Technical Details'. Below the alerts section is a 'User Management' section (labeled 7) showing a list of users: Super Admin (1), Admin (3), Network Policy Manager (4), Security Policy Manager (6), and Operator (14). At the bottom right is a 'Learn' section (labeled 8) with a 'Chat with an Expert' button and a list of knowledge base articles (labeled 9).

SASE Services Summary

Technology Provider: VMware

Purchased Services: SD-WAN, Next-Gen Firewall, ZTNA Remote Access

Service Package: Self-Managed

Ticketing & Support

14 Active Tickets, 3 Scheduled Appointments

Alerts and Notifications

3 Actions Required

- Provide Order Details (Order ID 193839494, Overdue 04 Apr 2021)
- Provide Technical Details (Order ID 193839488, Overdue 04 Apr 2021)
- Provide Order Details (Order ID 193839498, Due 12 Apr 2021)
- Payment Failure - 193839488 (Update Payment, 04 Apr 2021)

User Management

User Role	Count
Super Admin	1
Admin	3
Network Policy Manager	4
Security Policy Manager	6
Operator	14

Learn

Chat with an Expert

Lumen Knowledge Base, Fortinet

1. Existing service upgrades and additions
2. Add new sites and users
3. Lumen SASE Solutions site configuration
4. Ticket and support generation and current status
5. Lumen alerts and notifications
6. New and existing service status
7. SASE Manager users
8. Chat with an expert
9. Knowledge base content

Lumen SASE Solutions **use cases**



Securing remote workforces for better managed access to sensitive data or resources



Centralized integration of SD-WAN and Security for the efficient delivery and secure access to business applications and data



Instituting a Zero Trust security framework or revamping security and network architecture



Hybrid workforce access through VPN augmentation or replacement to provide better scalability, management, and security



Managing a cloud transition and replacing existing on-prem security services



Multi-tenancy for managed services is a chief appeal of SASE offering low latency and scalability using a “single pass” architecture that runs multiple policy engines

Lumen SASE Solutions **adoption journey**

Grow-as-you-go software-based services

SASE Security Services

Move to SASE **immediately**

- ZTNA and cloud-enabled services
- Instantly connect to current networks and applications
- Centralized management of user insights and security policies



ZTNA

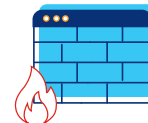
SASE Location Services

For customers with **existing access**

- Customer configures their solution
- Devices are connected to the internet
- SASE (SD-WAN and Firewall) application and routing policies are enabled on current access



SD-WAN



Firewall

SASE Access Evolution

For customers wanting **new access service**

- Add or replace access connections
- Lumen or alternate access provider opportunity



DIA



5g

Lumen SASE Solutions **managed services detail**

Cumulative elements	Overview		Elements	Self-managed extras
	Pro-Managed	Outsourced elements that allow IT to focus on business value creation	Full solution management <ul style="list-style-type: none">• Project management• Security policy• Implementation• Design	<ul style="list-style-type: none">• Implementation project plan• Design consultation• Virtual SOC• Managed SIEM• Vulnerability assessment• On-site install• Day 2 Break/Fix support• Change, configuration, patch
	Self-Managed	A high level of control over service design to meet specific needs	<ul style="list-style-type: none">• CPE• Licensing• Network connectivity• SASE design• Self-configured	

Lumen SASE Solutions summary



Service partners

- SD-WAN, NGFW, ZTNA, SWG, CASB, DLP
- Individually purchased



Purchase

- Lumen Marketplace
- Lumen direct sales
- Indirect partner sales
- Online order progress visibility
- SSE on demand



Availability

Global across the U.S., EMEA and Canada



Service hosting

- Lumen hosted gateways
- Public cloud



Management

- Self-managed
- Pro-managed



Professional service offerings

- Pre-sale assessment
- Network underlay design and implementation
- Network and Security consultation and solutions

Lumen professional security services

Lumen offers three broad categories of standard professional security services and has ability to support other security services outside these capabilities on a one-off, nonstandard basis

Consulting and Advisory Services

- CISO advisory services
- Security architecture and engineering
- Security consulting services

Risk and Compliance Management

- Vulnerability management and penetration testing
- Governance, Risk and Compliance
- Risk management
- Security awareness training

Security Device and Operations Management

- Managed SIEM
- Virtual SOC
- Incident Response
- Device/Tool management

Lumen Network & Security Bundles: Pro-Managed Versa

Premium Bundle

ON-NET

- 1GB DIA
- Versa L-1515A
- \$979 MRC

OFF-NET

- 1GB DIA
- Versa L-1515A
- \$1429 MRC

Plus Bundle

ON-NET

- 500MB DIA
- Versa L-1515B
- \$765 MRC

OFF-NET

- 500MB DIA
- Versa L-1515B
- \$1165 MRC

Essentials Bundle

ON-NET

- 100MB DIA
- Versa FWA1012
- \$549

OFF-NET

- 100MB DIA
- Versa FWA1012
- \$849 MRC

ON-NET

- 50MB DIA
- Versa FWA1012
- \$599

OFF-NET

- 50MB DIA
- Versa FWA1012
- \$799 MRC

*Terms and Conditions apply.

**Off-net rates estimated and subject to profitability. Rates subject to change without notice.

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Lumen Network and Security Bundles: Pro-Managed Versa - DETAILS

Premium+ Target Segment 500-5K Employees	Network Status	DIA	Versa Device	Bundle Price
	On-Net	GigE (\$700)	Medium L-1515A (\$279)	\$979
	Off-Net	GigE (\$1150*)	Medium L-1515A (\$279)	\$1,429
Premium Target Segment 100-500 Employees	Network Status	DIA	Versa Device	Bundle Price
	On-Net	500M (\$550)	Small L-1515B (\$215)	\$765
	Off-Net	500M (\$950*)	Small L-1515B (\$215)	\$1165
Standard Target Segment 30-100 Employees	Network Status	DIA	Versa Device	Bundle Price
	On-Net	100M (\$350)	X-Small FWA1012 (\$199)	\$549
	Off-Net	100M (\$650)	X-Small FWA1012 (\$199)	\$849
Essentials Target Segment 1-30 Employees	Network Status	DIA	Versa Device	Bundle Price
	On-Net	50M (\$300)	X-Small FWA1012 (\$199)	\$499
	Off-Net	50M (\$600)	X-Small FWA1012 (\$199)	\$799

All packages Include:

Discounted Bundle Pricing:

- Premise based CPE
- SD-WAN and NextGen Firewall
- Lumen Dedicated Internet Access

Pre-sale Consultation:

- Best Practices Assessment
- Custom Design and Configuration
- Streamline Security Policies

Solution Orchestration:

- Dedicated Project Management for both network and SASE implementation
- Coordinated delivery and turn-up of network and SASE services

Q1 2024 Lumen Channel Partner Incentives

Incentive Period: January 1 – March 31, 2024

New Logo Incentive

- **1X MRC**, up to **\$20,000**, selling any product to a new logo (with no Lumen billing in over 6 months)
- \$1,000 minimum MRC
- Minimum two-year service term
- NCI & CIE sales eligible

Agent Activator Incentive

- **2X MRC**, up to **\$10,000** per customer, **for first three new deals** for partners without a “Closed Won” opportunity **in 2023**
- No minimum MRC
- Minimum two-year service term
- NCI & CIE sales eligible

Big Deal Incentive

- Earn up to **\$50,000** per billing customer on your big deals:
 - **\$10,000** payout for \$20,000-\$49,999 MRC deals
 - **\$15,000** payout for \$50,000-\$99,999 MRC deals
 - **\$50,000** payout for \$100,000+ MRC deals
- Minimum two-year service term
- NCI & CIE sales eligible



All incentives are stackable, so you can earn up to \$80,000 on a deal on top of your commission!

Full incentive details and qualifications available on the [Lumen Channel Partner Portal](#).

Appendix

Lumen SASE Solutions - trigger words

Security

Trigger: **work from home**. Ask: what issues are you experiencing?

Trigger: **cloud applications**. Ask: Tell me the types of applications your employees are accessing?

Trigger: **perimeter**. Ask: How many security appliances does your business currently manage?

Trigger: **VPN access**. Ask: Are you experiencing application performance issues while remotely connected to the corporate VPN?

Network

Trigger: **broadband**. Ask: How many of your locations and remote users depend on broadband internet?

Trigger: **MPLS or IP VPN**. Ask: How often is your MPLS network being used by employees? What percentage of employees work from home?

Trigger: **traffic**. Ask: How are you managing application traffic segmentation? How are you prioritizing capacity to maintain real-time application performance?

Trigger: **scale**. Ask: How easy is it to scale your current network capacity? How much visibility do you have into application bandwidth availability, latency, and usage?

Trigger: **service delivery**. Ask: How long does it take currently to on-board a new location to your network? What about remote users?

Additional: (targets DevOps orgs, cloud natives, not IT asset intensive):

Trigger: **devices**. Ask: Do the users of your business applications require secure access on any device, over any network?

Trigger: **compliance**. Ask: Are you challenged with maintaining the integrity of data accessed by business partners using shared applications?

Trigger: **integration**. Ask: Is your business challenged with integrating network and security with existing systems, e.g. SIEMs?

Calculate your savings with SASE

See how much a SASE-enabled SD-WAN framework can save your business—while delivering centralized control and enhanced network performance.

How many sites do you have?

50

How many remote sites or branches do you have?


3

How many employees and contractors do you have?

75

On average what do you spend per month on network access?

\$ 8000



Estimated 3-Year Savings*

\$12,263,148

82% estimated cost reduction*

Add Zero Trust Network Access for

\$525.00 per month**

1 Configure 2 Checkout

Lumen SASE Solutions

Help me decide

1. SASE Partners

Versa

2. Services Selection

Select the SASE services that you would like to include for your locations.

☒ SD-WAN

Policy-based control of multiple underlying network technologies with application-centric routing that is centrally managed using an online experience.

☒ Next Generation Firewall

Deep-packet inspection with advanced firewall functionality.

☒ Zero Trust Network Access (ZTNA)

Enables remote access for users and deploys the zero-trust foundation.

\$450.00 / mo

\$250.00 one time

Number of ZTNA Remote Access Users

—

50

+

PREVIOUS



CONTINUE

3. SASE Node

4. On-site Installations

5. Service Package

Self-managed

Order Summary		USD
Total Monthly		\$450.00
Total One-time		\$250.00
*** Lumen SASE Solutions 		
▼ Hide		
Term	12 months	
Provider	Versa	
Services	SD-WAN, Next Generation Firewall, Zero Trust Network Access (ZTNA)	
SASE Nodes		
On-Site Installation	--	
Service Package	Self-managed	
Monthly Charge	\$450.00	
One-time Charge	\$250.00	
 SAVE CART		