

# How **SASE** and next-gen firewalls stack up

The firewall solutions you're comfortable with aren't always the right option for protecting your customers' changing businesses. Use this quick comparison chart to explore how SASE and next-gen firewalls stack up, so you can easily compare their benefits for your portfolio.

## SASE.



## FIREWALL.



Ideal for protecting highly dispersed, hybrid or fully remote workforces.

### Security coverage

Allows tailored solutions for **organisations of any size**, with engineers setting up branches individually as required.

Leverages a **thin branch approach**, with cloud-managed, constantly updated security and processing handled by a cloud-scale service.

### Update ease

Relies on a **thick branch approach**, with device-by-device configuration and updates required, and limited direct security processing at branch level.

Adding SASE specialisms to your offering gets you higher margins on your deal registered opportunities. It also shows customers you're an expert for their future tech needs – **securing your competitive edge** in an expanding market.

### Future-proofing your position

Next-generation firewalls are effective, but they're not for everyone. By relying on just these solutions, you'll be **missing out on new opportunities** as customers look elsewhere for their SASE needs.

SASE combines networking and network security into a cloud-delivered offering, enabling agile, scalable remote access with precise control over user activity.

### Differentiating your portfolio

Unlike traditional solutions that rely on physical firewalls and hardware upgrades, SASE makes it easy to onboard new users anywhere in the world – simply by assigning additional licences. This eliminates the need for site visits, device shipping, or hardware configuration when expanding offices or teams. And it's all managed through a consolidated single pane of glass – so every user has a great experience with best-in-class security.

Next-gen firewalls provide robust capabilities, but they often require multiple hardware-based solutions, services and applications to ensure comprehensive protection. While this is the right call for some customers, it's not ideal for those who need agility and rapid scalability.

Adding new users or opening new offices with firewall-based setups typically involves installing or upgrading devices, managing licences on physical appliances and dispatching engineers. SASE fills this gap in your portfolio as a flexible, software-based alternative.

**Ready to get comfortable with SASE? Visit our website for everything you need to seize the opportunity.**

**COMFORT AWAITS**