SASE Matrix: Portfolio

		edge	COMMAND LINK	HALO GLOBAL	Mosaic NETWORX	TPx	rapidscale	verizon
Network Services: Circuits Aggregated, Existing Circuit Management, Existing SD-WAN Management, Network Backbone, SD-WAN			✔ (5/5)	✔ (5/5)	✔ (5/5)	✔ (5/5)	○ (4/5)	○ (4/5)
Provider	link to provider's Pathfinder profile		CommandLink	Halo Global	Mosaic NetworX	TPx	RapidScale	Verizon
Primary Line of Business	main service the provider offers		MSP	MSP	Aggregator	MSP	Managed Cloud Provider	Carrier
SASE Technologies	SASE products offered		Fortinet, Versa Secure, Cato Networks	Cato Networks, Netskope, Palo Alto Prisma, VMware SD-WAN (VeloCloud) paired with Palo Alto or Cisco	Cato Networks, Versa Secure	*pending*	VMware SD-WAN (VeloCloud) paired with Fortinet	*pending*
SD-WAN Technologies	SD-WAN products sold and supported		Fortinet, Versa Secure, Cato Networks	Cato Networks, Cisco Meraki, Juniper 128T, Palo Alto Prisma, Versa Secure, VMware SD-WAN (VeloCloud)	Cato Networks, Cisco Meraki, Versa Secure, VMware SD-WAN (VeloCloud)	Aruba, Cisco Meraki, Fortinet, VMware SD-WAN (VeloCloud)	VMware SD-WAN (VeloCloud)	Aruba, Cisco Meraki, Cisco SD-WAN, Fortinet, Versa Secure, Versa Titan
SSE Technologies	standalone SSE/Security products sold and supported (cloud-based only)		Fortinet, Versa Secure, Cato Networks	iboss, Zscaler	Cato Networks, Cisco Umbrella, Versa, Zscaler	*pending*	Fortinet, Microsoft	*pending*
Cloud Access Security Broker (CASB)	CASB is a software that monitors all activity to cloud applications and enforces security policies on traffic destined for the cloud.		Versa, Cato Networks	iboss, Zscaler	Cato Networks, Cisco, Versa, Zscaler	*pending*	Microsoft Defender	*pending*
Secure Web Gateway (SWG)	SWG protects users from web-based threats and blocks access to inappropriate content.		Versa, Cato Networks	ThreatBlockr	Cato Networks, Cisco, Versa, Zscaler	*pending*	Fortinet	*pending*
Zero Trust Network Access (ZTNA) / Virtual Private Network (VPN)	ZTNA and VPN refer to technologies that provide secure, remote access to applications based on defined access control polices.		Versa, Cato Networks	iboss, Zscaler	Cato Networks, Versa, Zscaler	*pending*	Fortinet, Microsoft Defender	*pending*
Next-Gen Firewall	A next-gen firewall includes features such as intrusion detection, intrusion prevention, URL filtering, deep packet inspection, and more.		Cato Networks, Fortinet, Versa	Fortinet, iboss, Palo Alto, Zscaler	Cato Networks, Versa, Zscaler	*pending*	Fortinet	*pending*
Elevator Pitch	SD-WAN/SASE/SSE-specific elevator pitch		CommandLink delivers network connectivity, SD-WAN/SASE, and communications through a proprietary single-pane platform built to analyze, monitor & automate support workflows, simplifying management of the technology stack for IT.	Halo Global provides a "no risk" policy, meaning the client is not limited to any specific SD-WAN or Security platform. Will configure, deploy, activate, monitor, & support SD-WAN, as well as circuits, whether they are sourced or third-party.	Mosaic specializes in global, multi-location deployments typically leveraging industry-leading SASE/SD-WAN along with diverse network and security, delivered in a highly orchestrated, single-vendor solution.	Guaranteed performance without headaches (multiple provider footprints, complex routing, increasing expenses, connectivity/redundancy limitations). TPx hosts gateways and network. Managed or self-service.	RapidScale leverages our highly resilient data center connectivity to provide gateway services for our SD-WAN solutions. We do not charge for Internet data transfer/bandwidth. Our offering is very competitive when competing against other VeloCloud MSPs.	Verizon's Software Defined Secure Branch (SDSB) leverages secure dynamic connectivity on top of a transport-agnostic fabric to create a secure, flexible network. It combines networking technologies into a dynamic, flexible software-defined network.
Global Coverage	provider's ability to support global customers and locations		Global coverage for SD-WAN/security/SASE & circuit aggregation. UC & CC are North America only at this time. NOCs are in North America with English, German, Portuguese, Punjabi, and Hindi support. Billing in USD. Can ship internationally.	35% of customer base is global. Have deployed in Europe, Asia, North America, South America, and Australia. NOCs are in US and Philippines. NOCs speak English and have translation services for other languages. Shipping Centers are in the US; can ship anywhere except India and China.	Have several international clients. NOCs in US and Latin America. English and Spanish support. Can only bill in USD and the portal GUI is English. Can ship internationally.	Domestic only. International support is ICB.	Don't have a significant number of international customers. Have data center presence in Amsterdam and Hong Kong with 24/7/365 support from California, North Carolina, and Philippines. Only English supported. Will ship internationally.	Available in EMEA, APAC, NA, and LATAM. 55 countries deployed. Follow the sun NOCs with English and Spanish support. International shipping centers.
Differentiators	Unique features of the provider		Single pane of glass management portal for SD-WAN, circuits, and UC/CC.	Can deploy SD-WAN and Security virtually on Halo's Secure Access Flexible Edge (SAFE) which allows customers to POC different technologies without shipping multiple devices. It also allows Halo to be very cost effective from a hardware perspective.	Mosaic NetworX offers a comprehensive portfolio of cybersecurity technologies that can be layered on in a simplified, single-vendor solution.	Own and operate their own VeloCloud gateways which are connected by a network backbone. Connections to AWS and Azure. Offers static/virtual IPs. HIPAA compliant.	Support a co-managed model. Can provide DDoS mitigation services via Imperva. Will also consider one-site deals.	Two platforms, with various deployment models. Options from basic routing to SD-WAN to advanced security, plus additional virtual network functions. Single interface, advanced reporting, and management for SD-WAN and security. Global network reach.

Sweet Spot	Ideal opportunities for the provider	10+ sites for SD-WAN/SASE. Companies with US presence.	25-7,500 sites	5+ locations. Global.	30-100 sites. Circuit aggregation needed. Domestic.	Domestic. Can scale from one to thousands of sites.	regional or international companies with anything from basic to advanced routing needs.
Bad Fits	poor opportunities for the provider	Less than 10 sites. No locations within the US.	Less than 5 sites	Less than 5 locations. US-only.	Primarily international. Looking for a cookie-cutter device.	International	Looking for a DIY solution. Requirement for an unsupported country.
SD-WAN Architecture	edge-based = only edge devices; gateways = hosted, used for Internet and cloud; POPs = hosted, often used for site-to-site, as well as cloud, connected by middle mile	**Versa:** CommandLink has built out their own SD-WAN gateways that the customer can use for SaaS application optimization. Site-to-site traffic does not need to traverse the gateway **Fortinet:** Edge-based **Cato Networks:** POP-based	**Cato Networks:** POP-based **VMware SD-WAN (VeloCloud) and Palo Alto Prisma:** Gateway-based **All others:** edge-based Halo has built out their own POPs in the US and can deploy any SD-WAN technology into them to bookend traffic depending on the customer's needs. For VeloCloud, they can use VeloCloud's public gateways or their own	**Cato Networks:** uses 75+ global POPs connected by a private backbone. Site-to-site traffic does not need to go through a POP **VMware SD-WAN (VeloCloud):** uses VeloCloud's federated public gateways. Site-to-site traffic can go from VCE to VCE **All others:** edge-based	**Aruba and Fortinet:** edge-based **VMware SD-WAN (VeloCloud):** Eight US-based VeloCloud gateways connected by TPx backbone. Site to site traffic can travel from VCE to VCE	Leverage four US-based Private VeloCloud Gateways for cloud and internet traffic. Site-to-site traffic can go directly from VCE to VCE	edge-based
Technology Management	Fully Managed: call into provider NOC to make changes, read access only Co-Managed: call provider NOC or use GUI, read/write access Self-Service: all changes made through GUI, read/write	fully managed, co-managed	fully managed, co-managed, self-service	fully managed, co-managed, self-service	fully managed, co-managed, self-service	fully managed, co-managed, self-service	*pending*
Existing Technology Management	Will provider manage an existing (already deployed) environment? Will the provider manage a new environment that a client buys elsewhere?	yes	yes; 50 site minimum	yes	yes	no	yes; Cisco Meraki, Cisco SD-WAN, and Versa
Circuits Aggregated	Aside from selling circuits on own network (see Circuits Sourced), can provider resell third-party circuits like broadband, cable, LTE, etc.? How many carriers can provider source in this way?	yes; via 150+ carrier relationships	yes, DIA, Broadband, MPLS, LTE via global carrier relationships	yes; LTE, Broadband, DIA, Satellite via 600+ carrier relationships	yes; via 30 carrier relationships	can leverage COX Business on ICB	yes; Broadband via available carriers if Verizon FiOS is not available
Core Network	Do you have your own core network/network backbone? Can you offer last mile circuits from that core network? If so, what kind of circuits?	no	no	no	yes	yes; optional for site-to-site traffic. Client sources last mile circuits	yes
Existing Circuit Management	Will provider take over management (monitoring, carrier escalation) of a customer's existing circuits (sourced elsewhere)?	yes	yes	yes	yes	yes	yes; wireline circuits
Billing Model	Can provider sell SD-WAN/SASE/SSE appliances or licenses as a CapEx, or is it always OpEx? Does this vary by technology?	OpEx CapEx is ICB	OpEx or CapEx	**Cato Networks:** OpEx only **Others:** OpEx or CapEx	OpEx or CapEx	OpEx	OpEx or CapEx
POC	terms of the provider's proof of concept process for SD-WAN/SASE/SSE	ICB	yes; free for 30 days for 3 sites or fewer. Paid options for more time/sites.	yes	yes; upon request	Will do a 30-day, 3-site POC for VeloCloud if the total deal is between 10 and 100 sites. If the opportunity is 100+ sites, RapidScale offers a 60-day, 5-site POC.	ICB
# Customers	total number of SD-WAN/SASE/SSE customers	*confidential*	*confidential*	*confidential*	**SASE:** n/a **SD-WAN:** 10,000 **SSE:** n/a	*confidential*	*confidential*