

Cyolo's approach to ZTNA

Understanding Zero Trust Network Access (ZTNA)

Maintaining several environments in a secure way with numerous policies is a never-ending challenge and **cyber criminals are taking advantage.**

Cyolo's approach to ZTNA **stops users** from coming into your network, but still provides **identity-based access** to your networked resources. Remote desktop protocol, using your own device, and virtual private network (VPN) **vulnerabilities** are common entry points for **ransomware attackers**. Organisations face the challenge of balancing security with user experience, meaning **productivity has never been harder.**

This solution enables secure, user friendly, frictionless remote access to an organisation's applications, resources, and data. It also supports access across on-prem, hybrid cloud and multi-cloud environments.

Drivers



**Operational
technology access**



**Secure 3rd
party access**



**Network
abstraction**



**Remove need for
employees using a VPN**



**MFA & SSO for
all applications**

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Why is this ZTNA solution important?

SSO & MFA to all apps and OT



Cyolo is able to support Operational Technology (OT), native on premises applications, cloud hosted applications, Software-As-A-Service (SaaS) apps and even those resources that are not directly connected to the internet, with SSO and MFA.

For customers already using a SSO Identity provider such as Okta, Cyolo can be used to easily extend the existing SSO capabilities without changing the existing user experience.

3rd Party Access



3rd party and contractor accounts are a hot target for hackers. Often their devices are unmanaged and managing software for VPNs is complicated.

Cyolo does not allow anyone entry into the network, so even if a hacker is able to take over a 3rd party account, they are unable to move through it laterally.

Stop punching holes in your firewall and **stop** advertising your network's sensitive data by not allowing direct connections into the network. Cyolo places connectors where your resources are and creates an outgoing connection to the Cyolo cloud. **Without ever exposing your data, not even to Cyolo.**

ZTNA Business Impacts

User Experience (UX)



Reduce the number of tools users need to juggle to get on with their jobs, and ensure a frictionless yet secure UX to all authorised company resources.

User-Based Risk



Address credential phishing and compromised accounts.

Single Sign On (SSO)



Login once and get all apps using Multi-Factor Authentication (MFA), allowing for **ease of use**, reducing tickets and operational costs.

Zero Trust Access



Reduce attack surface with infrastructure not exposed to the internet. Access is based on privilege and identity.

Compliance



A **single platform** for security to have visibility and control of who has access to what.

Operational



A **single solution** for secure access for both IT and OT. Reducing complexity for IT and Security teams by reducing the number of tools in use.

Key Questions

Probing Questions



What open ended questions can you ask to help uncover the challenges of your buyers relevant to your product?

- What steps have you made to start your zero trust journey?
- When/how are you planning to move to the cloud?
- Have you deployed MFA?
- How do you connect 3rd parties today to your working environment?
- What was your experience of deploying remote working for lockdown?
- How do you secure 3rd party access to OT today?

Qualifying Questions



Questions that will clarify whether the company is a good fit and whether the lead is the right person if this hasn't been clarified already.

- Do you have third party access covered? *If Yes, are all use cases covered?*
- Do you have an OT access solution in place? *If yes, are you satisfied with the solution?*
- Do you use a VPN and jump hosts/virtual desktops? *If yes, are you satisfied with the solution?*
- Be sure prospect is a wall-to-wall Palo Alto/Netskope/Zscaler shop
- What's the number one thing you're looking to improve in (relevant area)?
- How quickly would you like to make this improvement?