



# How To Do Segmentation Without Getting Fired

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# Agenda

- Intro to Zero Trust
- Cisco's Zero Trust Architecture
- Zero Trust for the Workforce
- Zero Trust for the Workload
- Zero Trust for the Workplace
- Call to Action



**WARNING**

TECHNICAL CONTENT  
AHEAD

# About Me

- Systems Architect supporting Commercial South Area
- Joined Cisco in 2005
- Masters Degree (MS) in Cyber Security
- CCIE Mentor for Cisco Employees
- Cisco Live Speaker since 2006
- Cisco Live Distinguished Speaker
- CCIE #23864, CISSP, etc.



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# Shift in IT Landscape

Users, devices and apps are everywhere



# IT Challenges

Increased diversity in access & gaps in visibility



# Security Challenges

Increased attack surface, deficient access control & gaps in threat protection



# Zero Trust

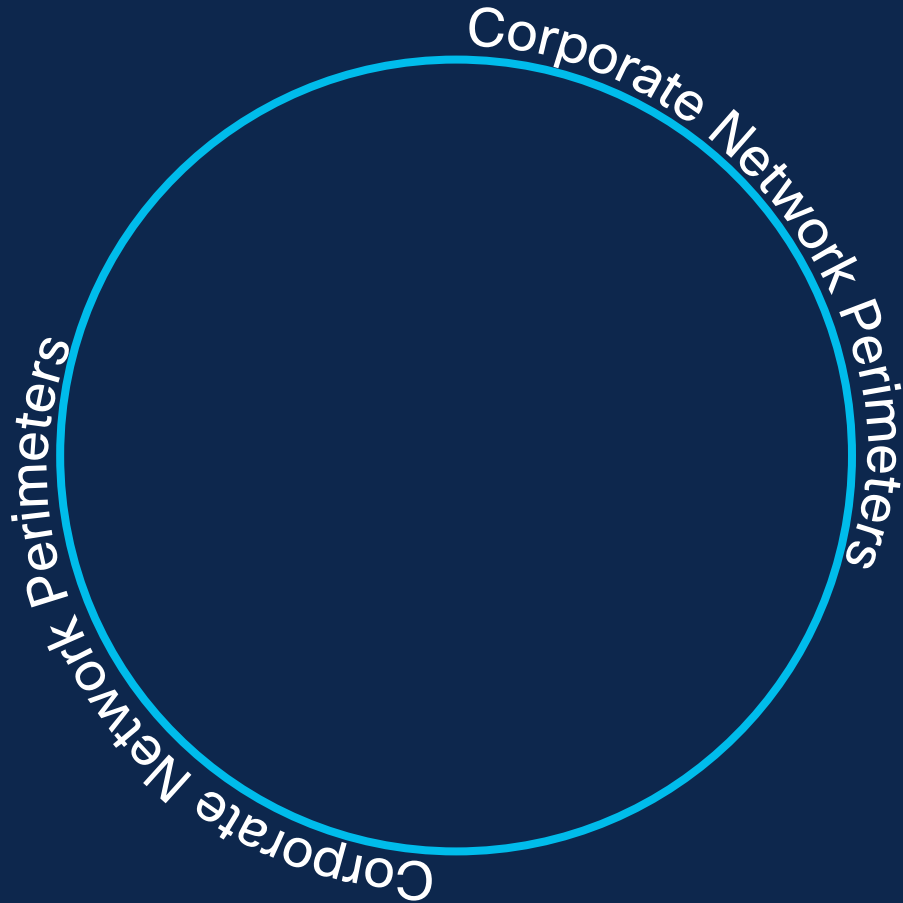


# Zero Trust

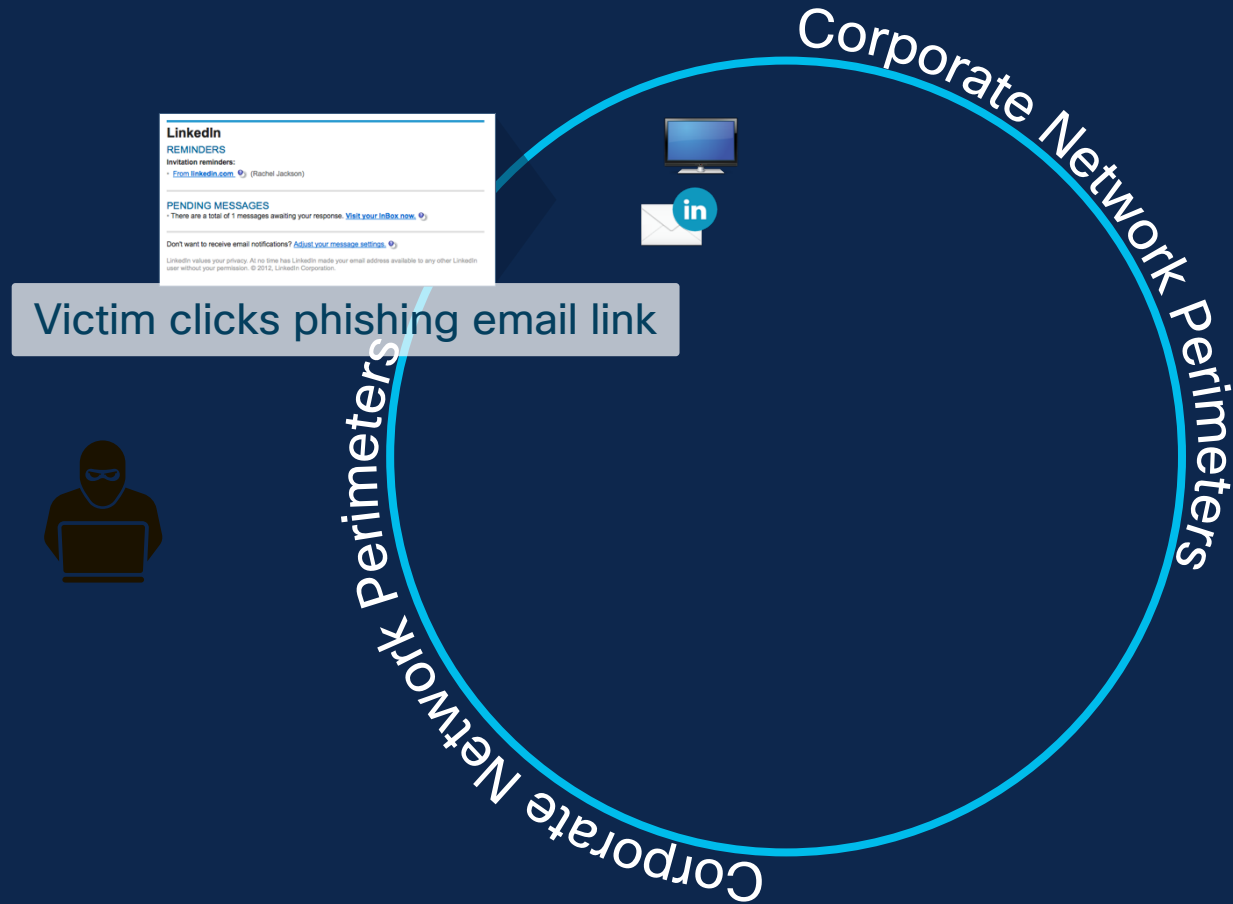
Assume zero trust when someone or something requests access to work assets. You must first verify their trustworthiness before granting access.



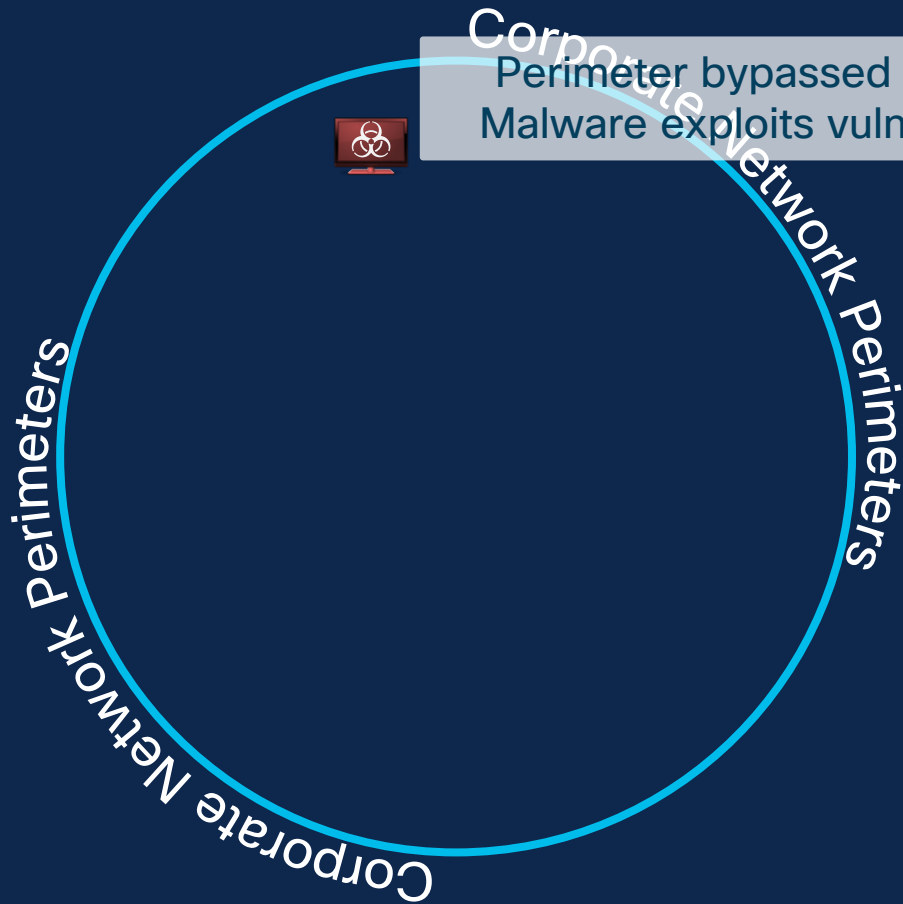
# When we trust too much...



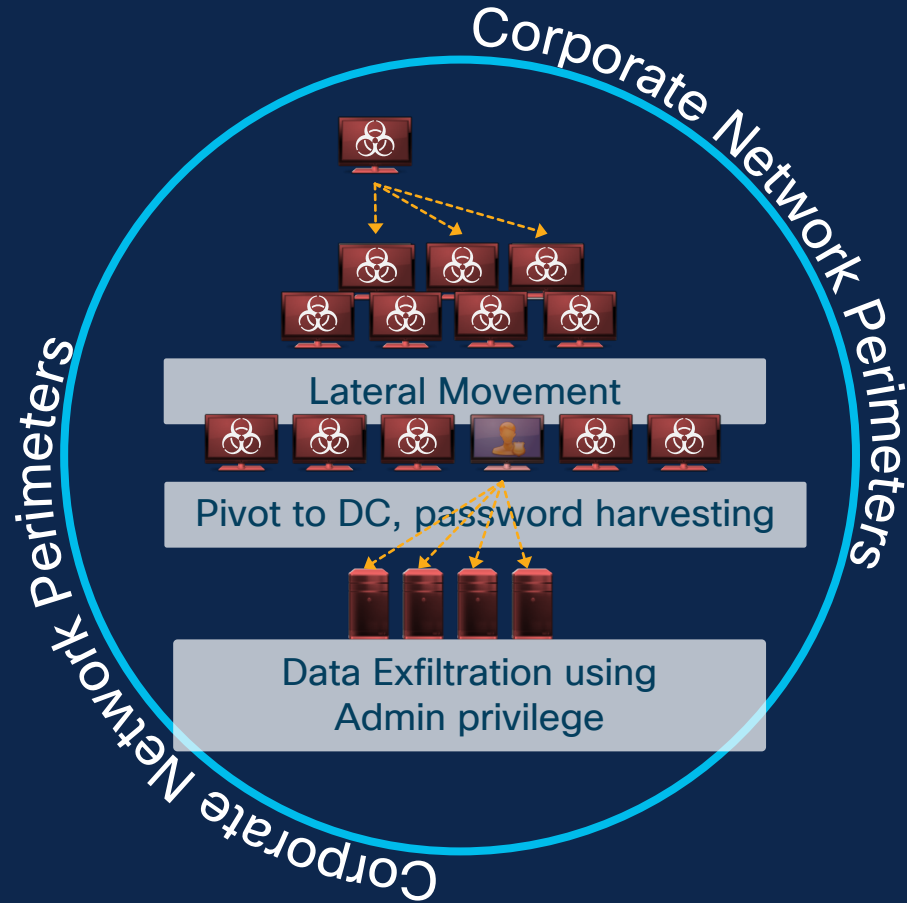
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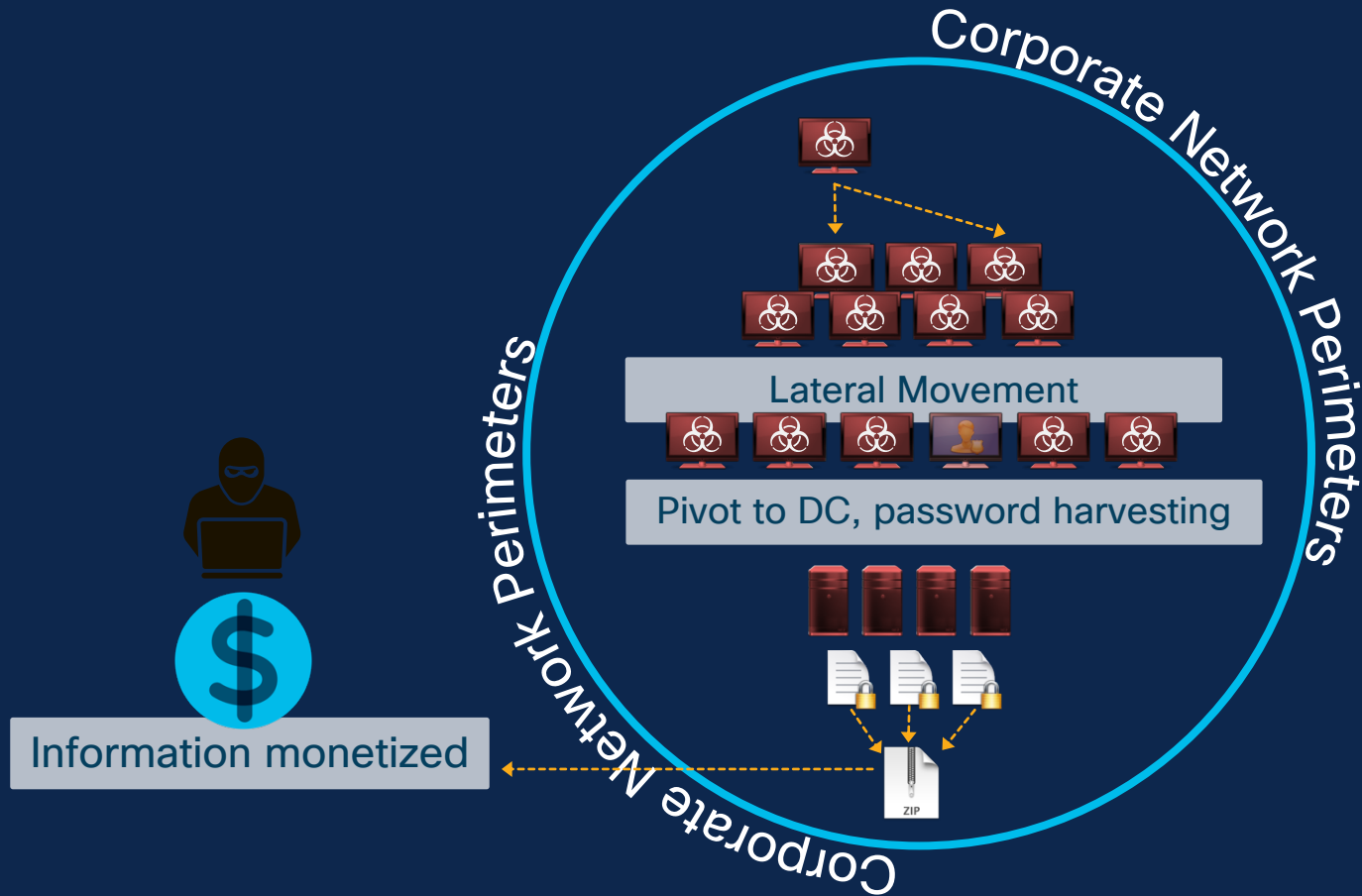
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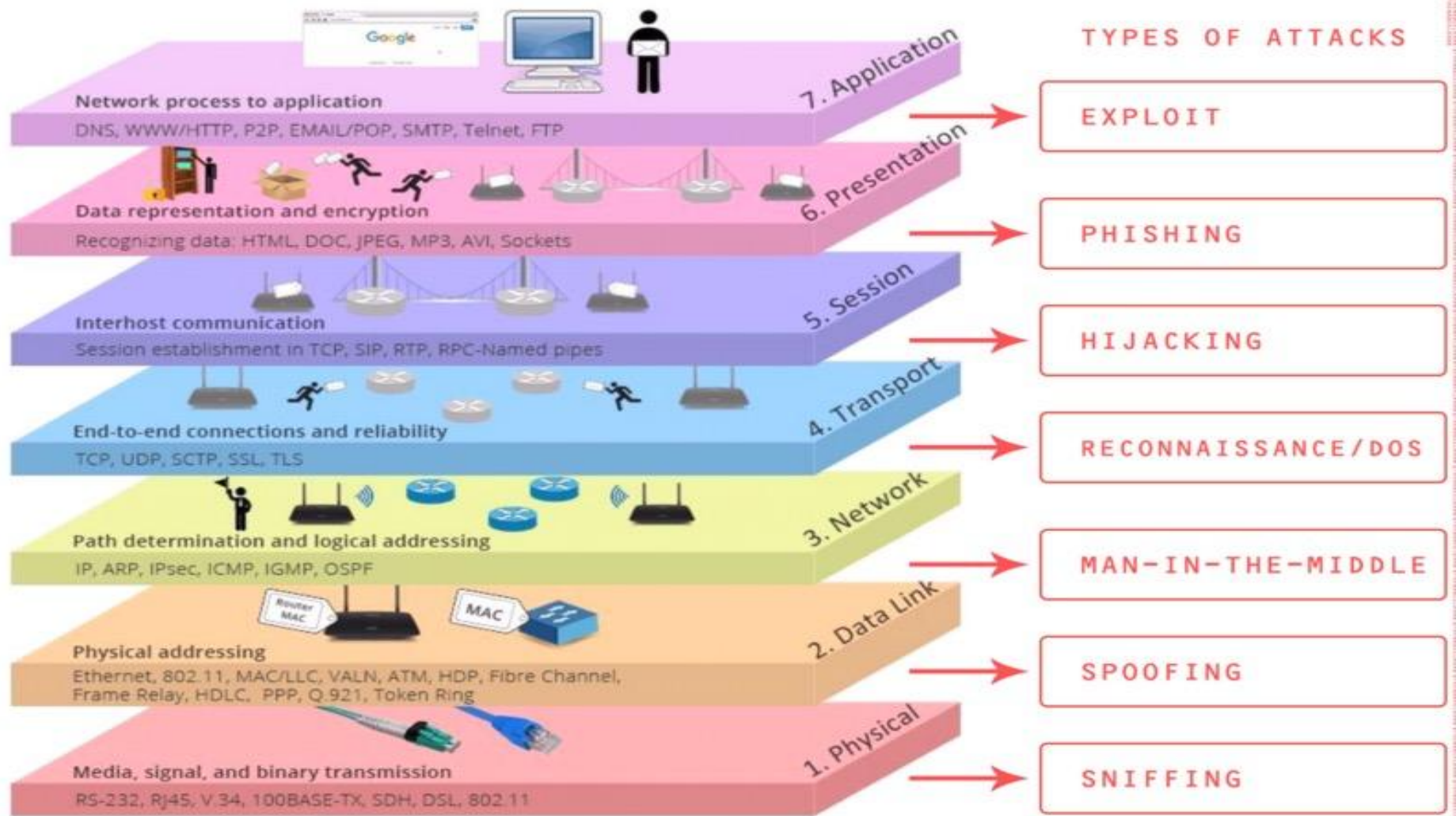


# When we trust too much...



# When we trust too much...





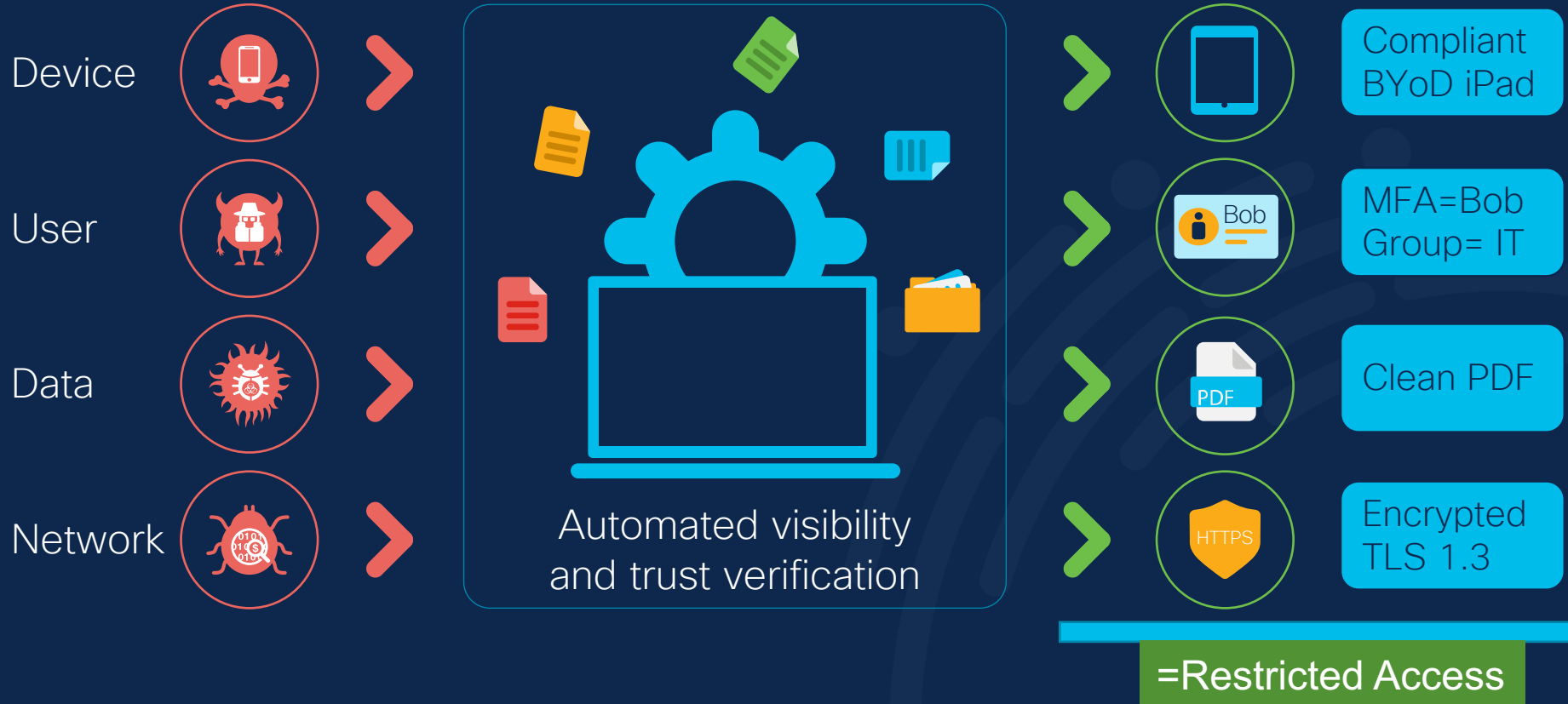
# Basic Tenant of Zero Trust

The effect of Zero Trust is

*Ubiquitous  
Least-Privilege  
Access*

(i.e. grant access,  
but make it specific!)

# Zero Trust: Assume Malicious Until Proven Otherwise





# Sample Zero Trust Architecture



# Zero Trust Architecture

Simplifying the Journey: Zero Trust architecture in 3 critical areas



# How does Zero Trust work?



## 3 Step Cyclical Process



### We establish trust by verifying:

- Multi-factors of User Identity
- Device context and Identity
- Device posture & health
- Location
- Relevant attributes and context

### We enforce least privilege access to:

- Networks
- Applications
- Resources
- Users & Things

### We continuously verify:

- Original tenets used to establish trust are still true
- Traffic is not threat traffic
- Behavior for any risky, anomalous or malicious actions
- If compromised, then the trust is broken

# Zero Trust Journey



## Primary Solutions

### Duo for Workforce

Establish trust level for users and their devices accessing applications and resources



### Tetration for Workload

Restrict access to workloads based on risk, contextual policy and verified business need



### SD-Access (ISE) for Workplace

Establish least privilege access control for all users and devices, including IoT, accessing your networks.



How does compare?

# Sample Zero Trust Portfolio



+ Enhance &  
Extend Trust

Umbrella

AMP

Meraki

AnyConnect

SD-WAN

Email Security

Next-Generation Firewall

ACI

+ Detect & Respond

Cisco Threat Response (CTR)

Stealthwatch

# Use Case: End-to-End Zero Trust Architecture

What's the customer problem?

What solution helps:

I need to discover and classify my devices and application everywhere



ISE & SDA, Tetration, Duo



I need zero trust access control policy everywhere



ISE & SDA, Tetration, Duo



I need constant verification my users, devices and applications are trustworthy



ISE & SDA, Tetration, Duo



# Let's recap...

Customer problems: Solved!

## 1. Workplace - SD-Access

- DNAC and ISE really streamlines deployment,
- New ML profiling
- Dynamic SGT-based access rules, integrated NGFW.

## 2. Workload - Tetration

- Auto-Clustered apps together including ISE context
- Dynamic, least-privilege application policy with one-click
- Continuous trust with dashboard attack surface report

## 3. Workforce - Duo

- Simple, powerful setup
- Built-in integrations with tons of applications
- One-click app enforcement: MFA, Biometric, device health, device trust

Workforce

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# Zero Trust for Workforce

## How to establish trust with Duo



Verify identity of users

WITH

Multi-factor  
authentication (MFA)



Ensure  
trustworthiness of  
devices

WITH

Endpoint posture &  
context visibility



Enforce risk-based  
and adaptive access  
policies

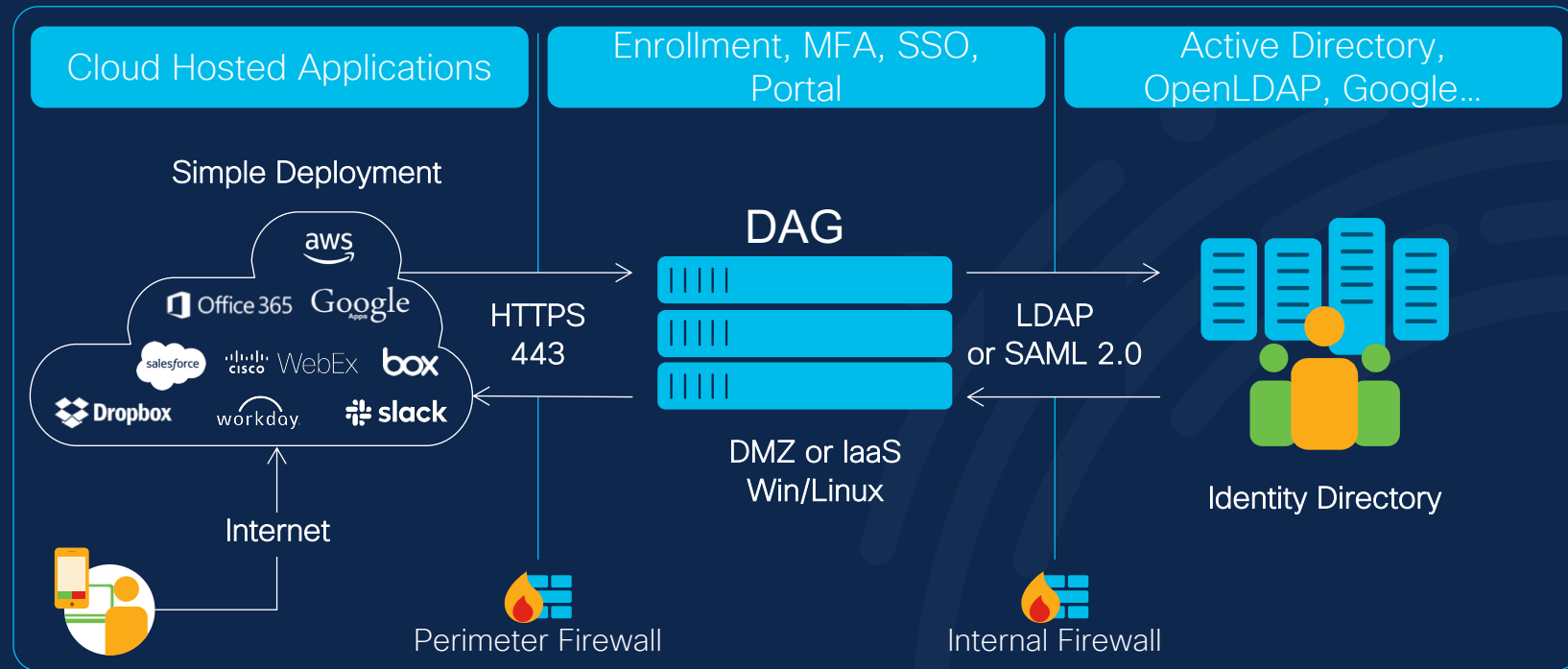
WITH

Per application access  
policies that vary based  
on risk tolerance levels



# Easily Secure Cloud Application Access

## Duo Access Gateway (DAG)





# Demo: Workforce- Employee Off-Prem to SaaS

What's the customer problem?

How Cisco helps:

Protect against stolen or compromised credentials



DNG, Duo MFA, Biometric, Location awareness



Provide simple but strong access control to applications and resources anywhere



Duo endpoint health, Group based application policies, SSO, DNG



Protect users from threats while they are remote



Duo health, Umbrella DNS and web security, AMP



**Log and Audit Everything**

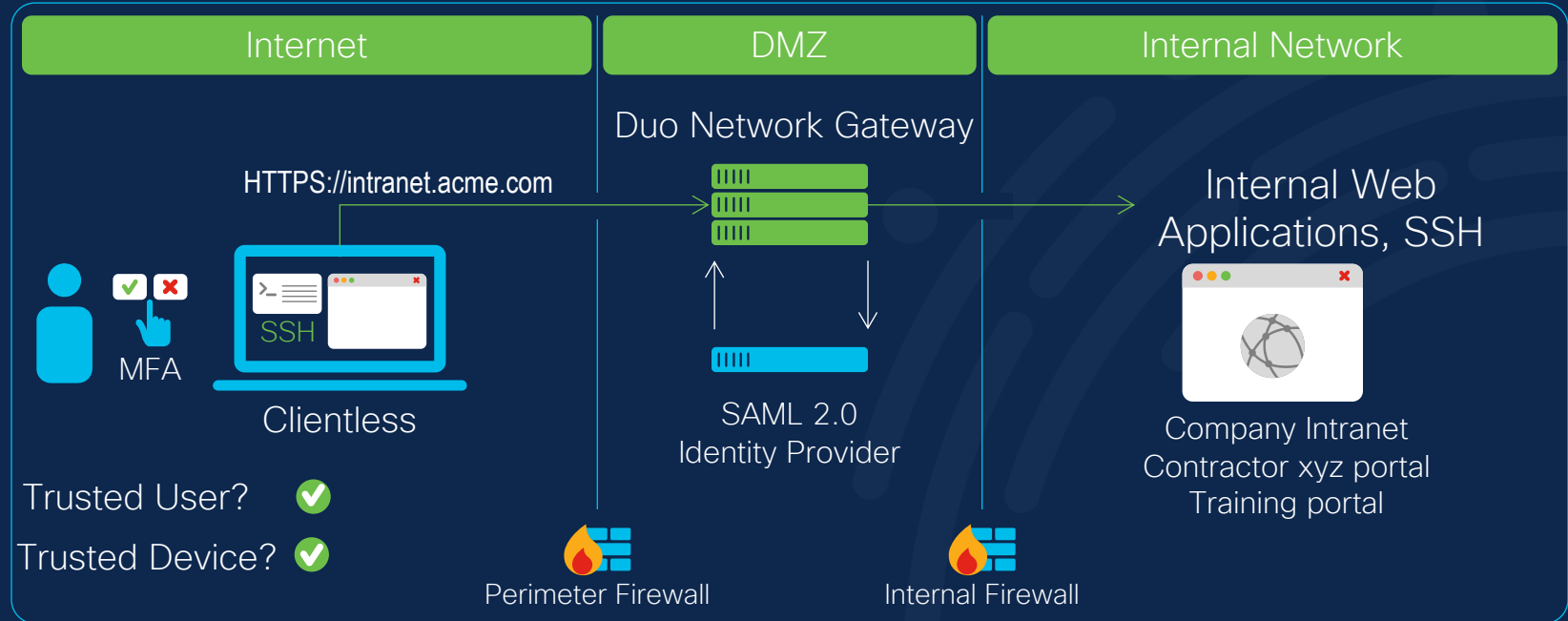
## Let's recap...

Workforce – Duo – Remote employee on trusted client to SaaS

- DAG app portal provided MFA, biometric, SSO, device health, device trust
- New Duo endpoint health for firewall, disk encryption, system password
- Umbrella remote protection: blocked phish, blocked unapproved apps, policy to reduce shadow IT risk with new app discovery
- Both Duo and Umbrella deployment was super quick and easy for admins and users

# Duo Network Gateway: Application remote access

## Simple and secure remote access to specific Internal Apps



## Let's recap...

Workforce – Duo – Remote contractor, personal client to internal apps

- DNG Deployment and Policy was simple and straightforward and quick
- Awesome user experience, clientless self-enrollment MFA and SSO
- Contractor specific, per app policy included device health OS, browser, plug-in, even geo-location restrictions and deny sources from Tor

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# Workload



# Cisco Zero Trust for Workload

SaaS entry ~\$35 Per workload/month!  
\$40K to start for 100 workloads  
One license for workloads, all-in

## How to Establish Trust with Tetration



Establish Trust

Visibility and  
behavior modeling

WITH

Application discovery and  
dependency maps

All Processes, cmds, files,  
users and network comms



Enforce  
Trust-Based  
Access

Per workload,  
micro-segmentation policy

WITH

Automated, context-based,  
segmentation policy

Consistent policy:  
Any workload, Anywhere



Continuous  
Trust  
Verification

Real-time security  
health of workloads

BY

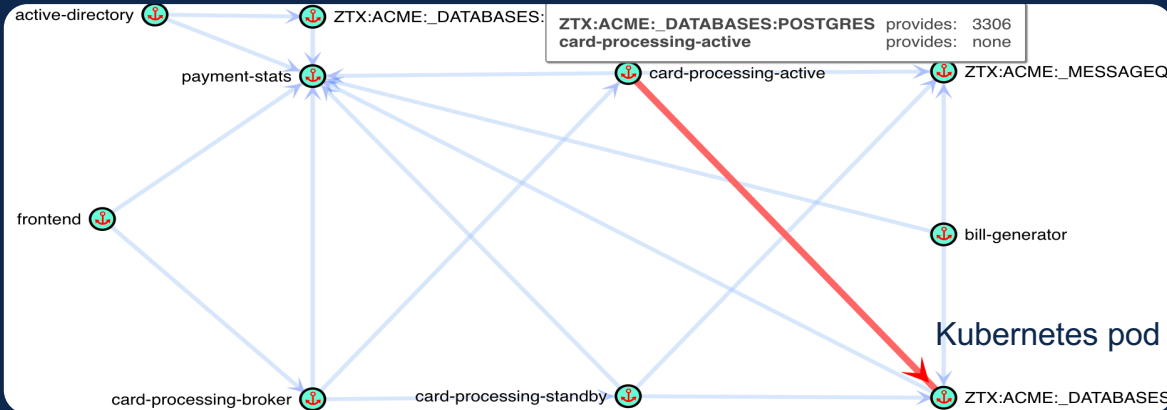
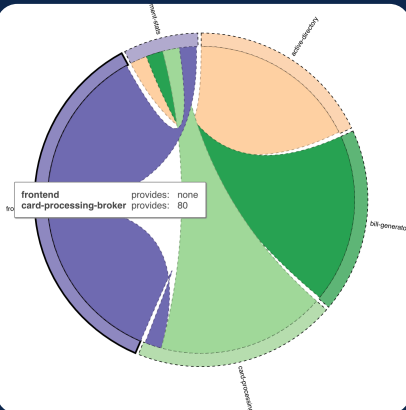
Security visibility and  
health score

Vulnerability, anomaly,  
forensic and threat data



# Understand your workloads

## Automated discovery, clustering and policy generation



App View

Priority	Action	Consumer	Provider	Services
10	DENY	client posture=non-compliant	ZTX : ACME : DC : PAYMENT PROCESSOR	Any
10	DENY	SGT=Quarantine	ZTX : ACME	Any
90	ALLOW	LB Internal Interface	ZTX : ACME : DC : PAYMENT PROCESSOR	TCP : 80 (HTTP)
100	ALLOW	active-directory	ZTX : ACME : _DATABASES : ORACLE	TCP : 3306 (MySQL)
100	ALLOW	card-processing-active	ZTX : ACME : _DATABASES : POSTGRES	TCP : 3306 (MySQL)

Dynamic Policies



# Demo: Workload – Hybrid Cloud Segmentation

What's the customer problem?

How Cisco helps:

Discover, model and baseline my applications behavior and traffic



Tetration Visibility and analysis



How can I create and enforce a ZT segmentation policy that adapts



Tetration ADM, contextual policies, dynamic attributes



I need to limit workload access to only users/devices that require it



Tetration integrations with SD-Access/ISE/Anyconnect



**Log and Audit Everything**

## Let's recap...

- Workload – Tetration – Hybrid-DC multi-tier invoicing application
  - Started with flat network, clean slate in tetration
  - Integrated ISE for context (SGT, users, device profiles and health...)
  - Tetration performed discovery, security health assessment, ADM, baselining
  - Automated creation of dynamic rules and one-click policy enforcement



# Demo: Workload – Continuous Trust Verification

What's the customer problem?

How Cisco helps:

What is the real-time security health of my workload environments?



Tetration Security Dashboard



I need to defend my workloads from attacks



Tetration Forensics rules  
Automate segmentation rules  
based on threat/risk data



How can I leverage my other security tools to protect my workloads?



Tetration integration with  
SD-Access/ISE, CTR, NGFW,  
Stealthwatch, etc.

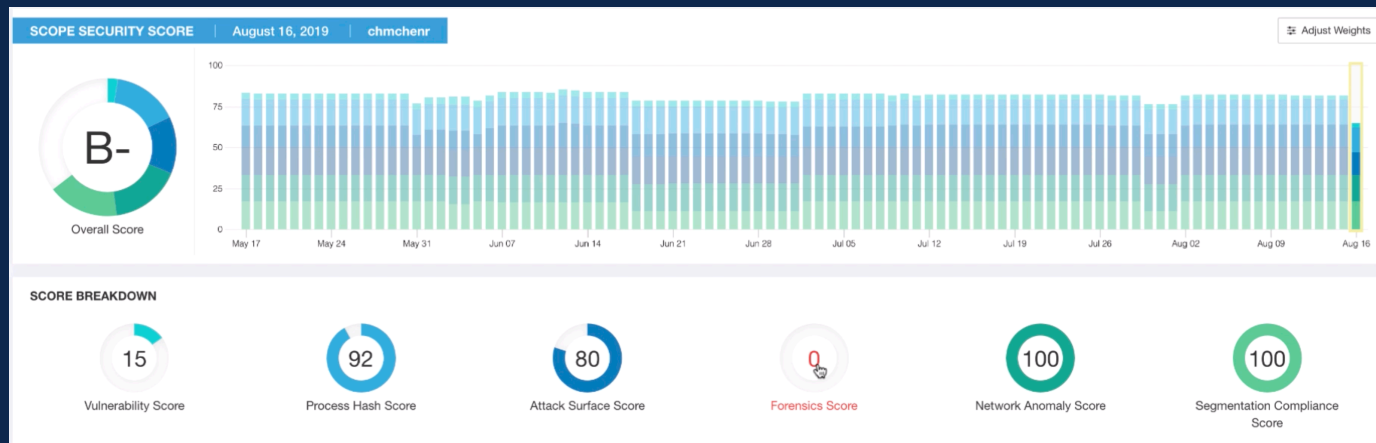


**Log and Audit Everything**

## Let's recap...

### Workload – Tetration – Workload Security

- Security dashboard provided an overall health score
- New vulnerability dashboard showed what was most critical to patch
- Detailed forensics with new Att&ck tactics rules



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Workplace

# Zero Trust for the Workplace

## How to Establish Trust with SD-Access & ISE



Establish  
Trust

Discover and classify  
devices

WITH

IoT device profiling  
BYOD lifecycle management  
User device Posture



Enforce  
Trust-Based  
Access

Context-based  
network access  
control policy for  
users and things

WITH

Dynamic precise policies  
Group-based (SGT)



Continuous  
Trust  
Verification

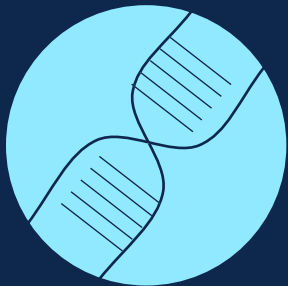
Continuous security  
health monitoring of  
devices

BY

Continuous Posture  
Vulnerability assessments  
Indications of compromise

# DNAC: Making ZT practical in the workplace

Automated, best practice grounded, deployment of Zero Trust capabilities.



Simple SDA Fabric creation:

VLANs, VXLANs, lisp, routing, BGP, ECMP, VRFs

Easy setup of access control capabilities:

802.1x configuration

ISE integration and policies

SGT TrustSec

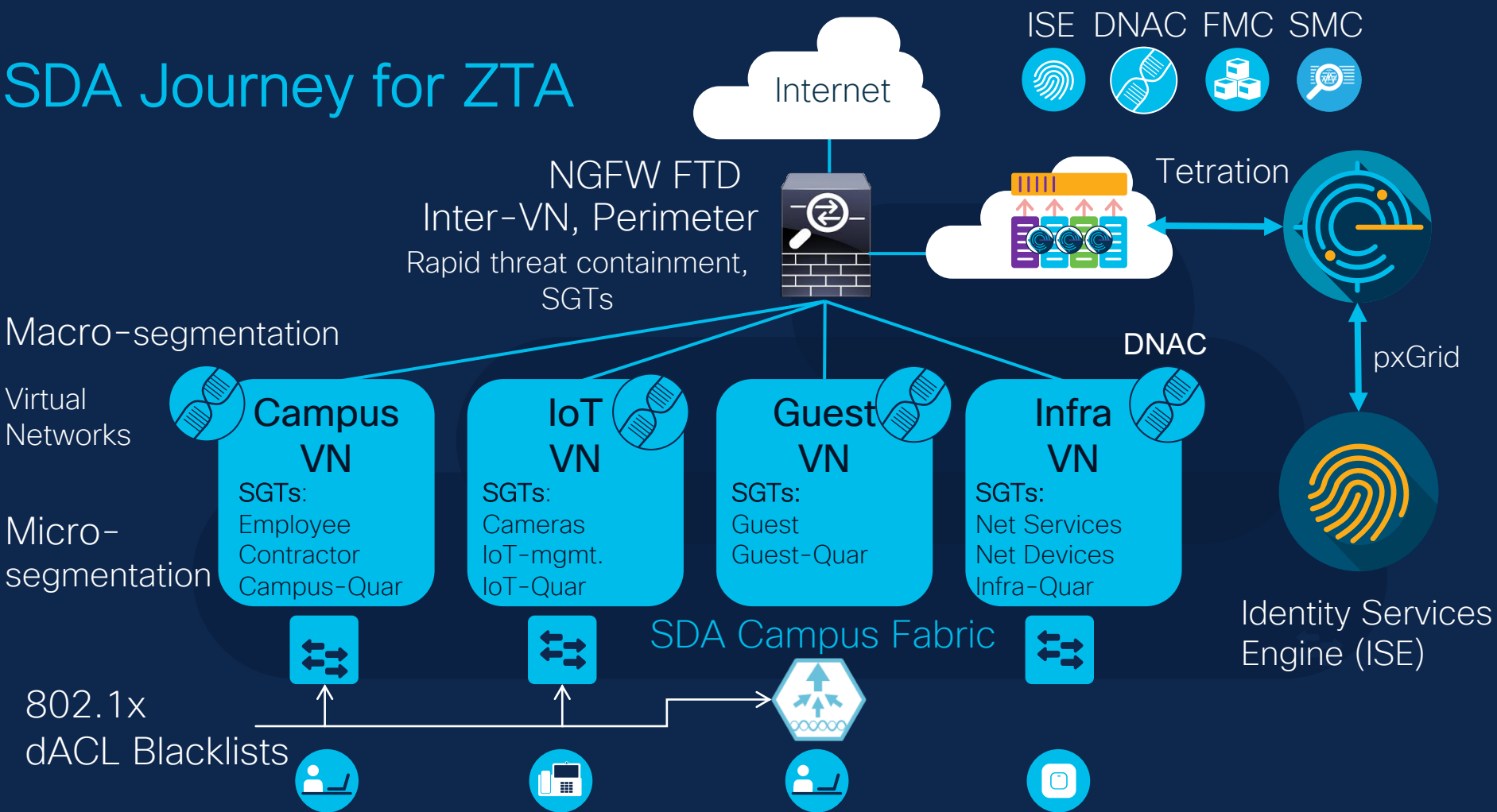
Switch device sensor

Profiling configuration

AAA and device administration



# SDA Journey for ZTA





# Demo: Workplace – SDA for Wired, wireless

What's the customer problem?

How Cisco helps:

What is, and has been,  
on my network?



SDA, ISE, DNAC, AAA, Profiling,  
Context visibility



How do I establish trust  
for users and things



Threat-Centric NAC, MDM for  
posture



I need to easily apply group-  
based access control to every  
user and device on my network



Network Analytics and  
Contextual Group-Based Policy



Log and audit everything

## Let's recap...

Workspace – SD-Access – Retail payment on iPad and printer

- ISE integrated Meraki so it was able to quarantine non-compliant iPad
- ISE profiled and categorized every device, like the receipt printer
- Stealthwatch with new DNAC policy analytics tool for SGT policy



# Cisco Zero Trust Architecture



Protecting the most critical areas

## Duo for Workforce

Establish trust level for users and their devices accessing applications and resources



## Tetration for Workload

Restrict access to workloads based on risk, contextual policy and verified business need



## SD-Access for Workplace

Establish least privilege access control for all users and devices, including IoT, accessing your networks.





Be the Bridge