Eastern's Commercial IT Architecture offering provides a bundled IT Architecture Solution which effectively integrates various components to provide comprehensive Network Infrastructure, Security, Backup, and Recovery Services to meet the evolving needs of modern enterprises.

The bundle consists of the following and addresses the evolving needs of a modern enterprise:

1. SaaS Network / Network Security (CISCO Meraki):
This component focuses on providing network infrastructure and security solutions through CISCO Meraki, ensuring efficient and secure network operations.

2. SaaS Backup / Cyber Recovery (Druva / APEX Backup Service):
It includes backup and cyber recovery services utilizing Druva and APEX Backup Service, safeguarding data integrity and facilitating recovery in case of cyber incidents.

3. SaaS SASE (Zscaler):
This aspect involves implementing Secure Access Service Edge (SASE) through Zscaler, enabling secure and seamless access to cloud applications and data resources.

4. Network Firewalls (Fortinet):
The offering includes robust network firewall solutions from Fortinet, enhancing overall network security by controlling and monitoring incoming and outgoing traffic.

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FÜRTINET®

NETWORK FIREWALLS

The offering includes robust network firewall solutions from Fortinet, enhancing overall network security by controlling and monitoring incoming and outgoing traffic.

Fortinet's Network Firewall and Cyber Resilience Value Proposition epitomizes a holistic approach to network security, seamlessly integrating technical sophistication with tangible business advantages.

Technically, Fortinet's **next-generation firewalls** (**NGFWs**) offer advanced threat detection and prevention capabilities, including deep packet inspection, application control, and intrusion prevention, to safeguard organizational networks against a myriad of cyber threats. Leveraging a blend of purpose-built hardware and innovative software, Fortinet ensures high-performance security without compromising network speed or latency.

Moreover, Fortinet's **Security Fabric** architecture provides centralized visibility and control over the entire security ecosystem, enabling seamless integration and orchestration of security policies across diverse environments.

From a business perspective, Fortinet delivers significant **Total Cost of Ownership** (TCO) benefits by consolidating multiple security functions into a single platform, thereby reducing capital expenditures on disparate security appliances and streamlining operational overheads associated with management and maintenance.

Additionally, Fortinet's **subscription-based licensing model** offers scalability and flexibility, allowing organizations to adapt their security posture in response to evolving threats and business requirements. By empowering organizations to fortify their cyber resilience capabilities, Fortinet enhances operational efficiency, mitigates financial risks, and preserves business continuity in today's dynamic threat landscape.

In summary, Fortinet's Network Firewall and Cyber Resilience Value Proposition seamlessly blend technical prowess with tangible business advantages, positioning organizations to thrive amidst digital disruptions while optimizing cost efficiencies.

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SaaS NETWORK/ NETWORK SECURITY

This component focuses on providing network infrastructure and security solutions through CISCO Meraki, ensuring efficient and secure network operations.

Cisco Meraki's Network and Cyber Resilience Value Proposition epitomizes a comprehensive approach to network management and security, seamlessly integrating technical innovation with tangible business benefits.

Technically, Meraki's cloud-managed networking solutions offer **centralized visibility and control** over the entire network infrastructure, encompassing switches, routers, wireless access points, and security appliances. Leveraging cloud-native architecture, Meraki enables rapid deployment, simplified management, and seamless scalability, thereby reducing operational complexity and enhancing agility.

Moreover, Meraki's **advanced security** features, including next-generation firewall, intrusion detection and prevention, and content filtering, fortify defenses against a plethora of cyber threats, ensuring robust protection for organizational assets.

From a business standpoint, Meraki delivers significant **Total Cost of Ownership** (TCO) benefits by eliminating the need for costly on-premises hardware and maintenance, reducing downtime through proactive threat mitigation, and streamlining management through intuitive cloud-based dashboards.

Additionally, Meraki's **subscription-based pricing** model offers scalability and flexibility, aligning expenses with business needs and enabling predictable budgeting.

By empowering organizations to fortify their cyber resilience posture, Meraki enhances operational efficiency, minimizes financial risks, and preserves business continuity in today's dynamic threat landscape. In summary, Cisco Meraki's Network and Cyber Resilience Value Proposition seamlessly blend technical excellence with tangible business advantages, positioning organizations to thrive amidst digital disruptions while optimizing cost efficiencies.

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SaaS BACKUP/CYBER RECOVERY (DRUVA/ APEX BACKUP SERVICE)

It includes backup and cyber recovery services utilizing Druva and APEX Backup Service, safeguarding data integrity and facilitating recovery in case of cyber incidents.

Druva's Data Protection and Cyber Resilience Value Proposition epitomizes a comprehensive approach to safeguarding organizational data assets while fortifying resilience against cyber threats.

Technically, Druva leverages a cloud-native architecture to deliver scalable, reliable, and secure backup, disaster recovery, and archival solutions. By harnessing advanced technologies like machine learning and artificial intelligence, Druva enables **real-time threat detection and response**, minimizing downtime and data loss from cyberattacks.

Moreover, its **unified data management platform** ensures continuous availability, integrity, and recoverability of critical data across diverse environments.

From a business perspective, Druva offers significant **Total Cost of Ownership** (TCO) benefits, including reduced operational overheads associated with traditional backup infrastructures, elimination of capital expenditures on hardware and maintenance, and streamlined management through centralized cloud-based administration.

Additionally, Druva's efficient **data deduplication and compression techniques** optimize storage resources, further driving down costs. By empowering organizations to fortify their cyber resilience capabilities, Druva enhances brand reputation, mitigates financial risks, and ultimately preserves business continuity in an ever-evolving threat landscape.

In essence, Druva's Data Protection and Cyber Resilience Value Proposition aligns technical excellence with tangible business benefits, ensuring organizations can thrive in the face of digital disruptions while optimizing cost efficiencies.

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SaaS / SASE

This aspect involves implementing Secure Access Service Edge (SASE) through Zscaler, enabling secure and seamless access to cloud applications and data resources.

The SASE (Secure Access Service Edge) zScaler value proposition embodies an integrated approach to network security and resilience, combining cutting-edge technology with tangible business benefits.

Technically, zScaler's **Zero Trust Network Access (ZTNA)** architecture provides secure and seamless access to applications and resources, irrespective of user location or device type, by implementing rigorous identity verification and least privilege access controls. Leveraging a cloud-native infrastructure, zScaler ensures high performance and scalability while minimizing latency and operational complexity.

Moreover, zScaler's **SASE framework** integrates a comprehensive suite of security services, including firewall, secure web gateway, and data loss prevention, into a unified platform, enabling organizations to consolidate security functions and streamline management.

From a business perspective, zScaler delivers significant **Total Cost of Ownership** (TCO) benefits by eliminating the need for on-premises hardware and maintenance, reducing bandwidth costs through intelligent traffic optimization, and enhancing workforce productivity with seamless and secure access to cloud-based applications.

Additionally, zScaler's **subscription-based pricing** model offers flexibility and scalability, aligning expenses with business needs and enabling predictable budgeting. By empowering organizations to adopt a Zero Trust security model and fortify their cyber resilience capabilities, zScaler enhances operational efficiency, mitigates financial risks, and preserves business continuity in today's dynamic threat landscape.

In summary, the SASE zScaler Zero Trust Network Access Cyber Resilience Value Proposition integrates technical excellence with tangible business advantages, positioning organizations to thrive amidst digital disruptions while optimizing cost efficiencies.

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