Strategies for Routing and Securing Branch Traffic

Summary Results | November 2019

Survey Summary

▶ Between October and November 2019, Gatepoint Research invited selected IT executives to participate in a survey themed *Strategies for Routing and Securing Branch Traffic.*

▶ Candidates were invited via email and **211** executives have participated to date.

▶ Survey participants represent firms from a wide variety of industries including business services, construction, consumer services, financial services, healthcare, media, manufacturing (general, primary and high tech), mining, transportation, retail trade, telecom services, utilities, and wholesale trade.

▶ 100% of responders participated voluntarily; none were engaged using telemarketing.
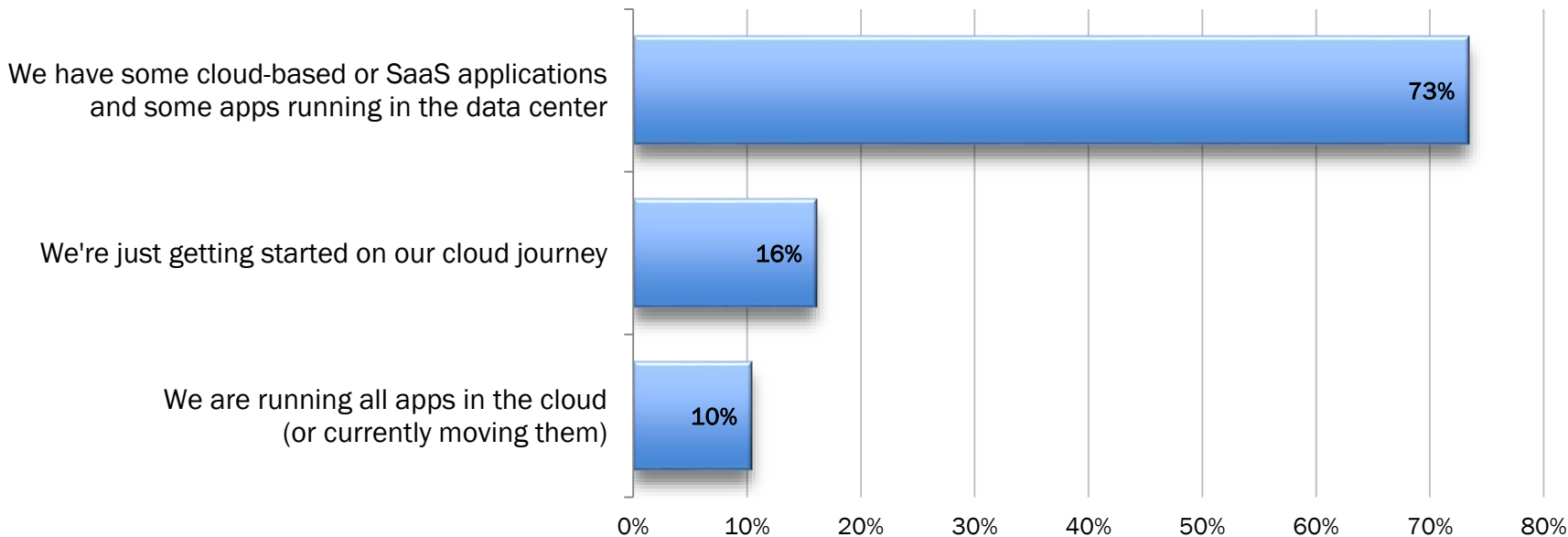
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Executive Overview

Apps are increasingly moving to the cloud, and workforces are increasingly mobile. How are organizations transforming their network security models to accommodate this new paradigm while maintaining (or restoring) a satisfying user experience?

This survey asks respondents to report:

- ▶ How would they characterize their cloud transformation strategy?

- ▶ How many branch offices and remote sites do they maintain? How do they route branch traffic today?

- ▶ How do they use (or plan to use) SD-WAN technology?

- ▶ What are their key initiatives and top priorities?

- ▶ How confident are they that their current security infrastructure will allow their key initiatives to succeed?

Which of these statements characterize your cloud transformation strategy?

We have some cloud-based or SaaS applications and some apps running in the data center — 73%

We're just getting started on our cloud journey — 16%

We are running all apps in the cloud (or currently moving them) — 10%

Just under three fourths of respondents report using a combination of cloud-based or SaaS applications and data center apps at this time, and 16% are just getting started. Only 10% are completely cloud-based.

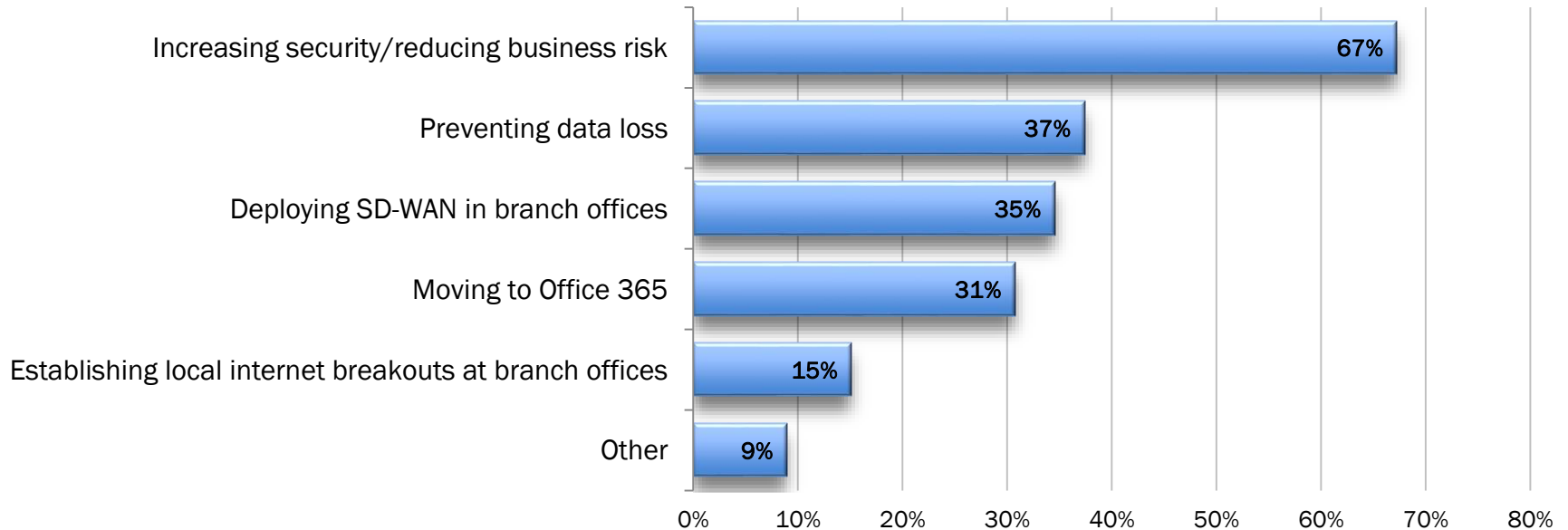# What is the number of branch offices/remote sites within your organization?
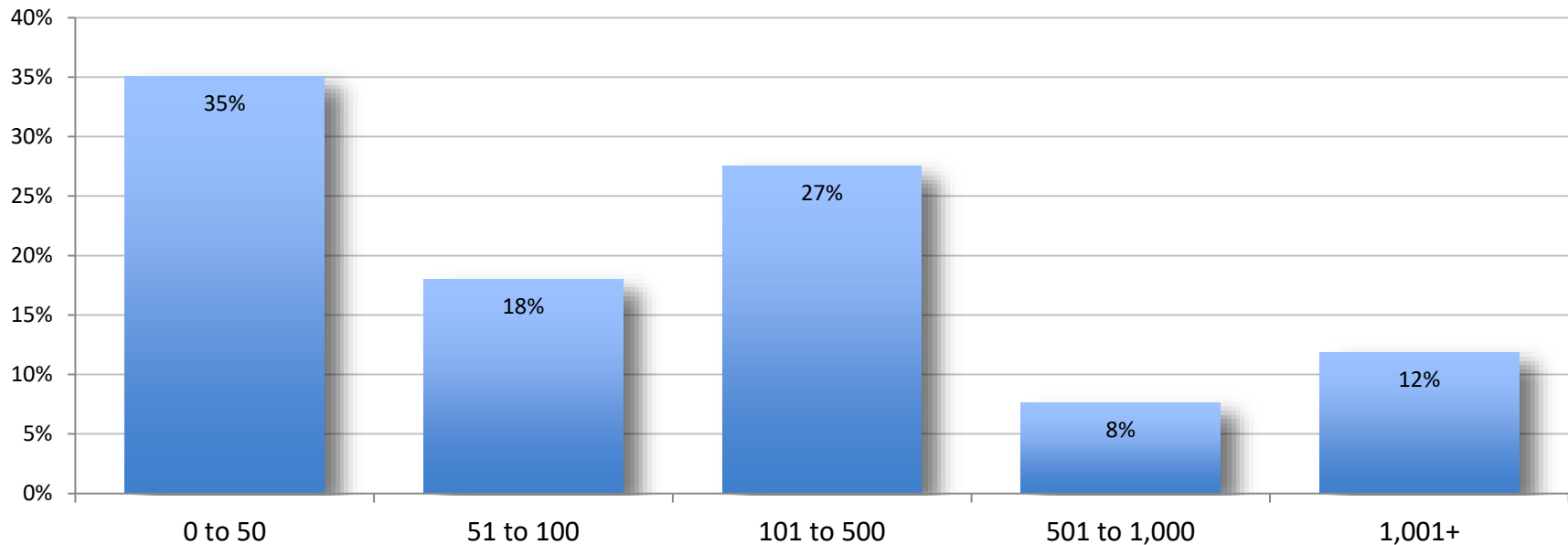
35% of the organizations surveyed maintain 50 or less locations; 20% have more than 500 locations.

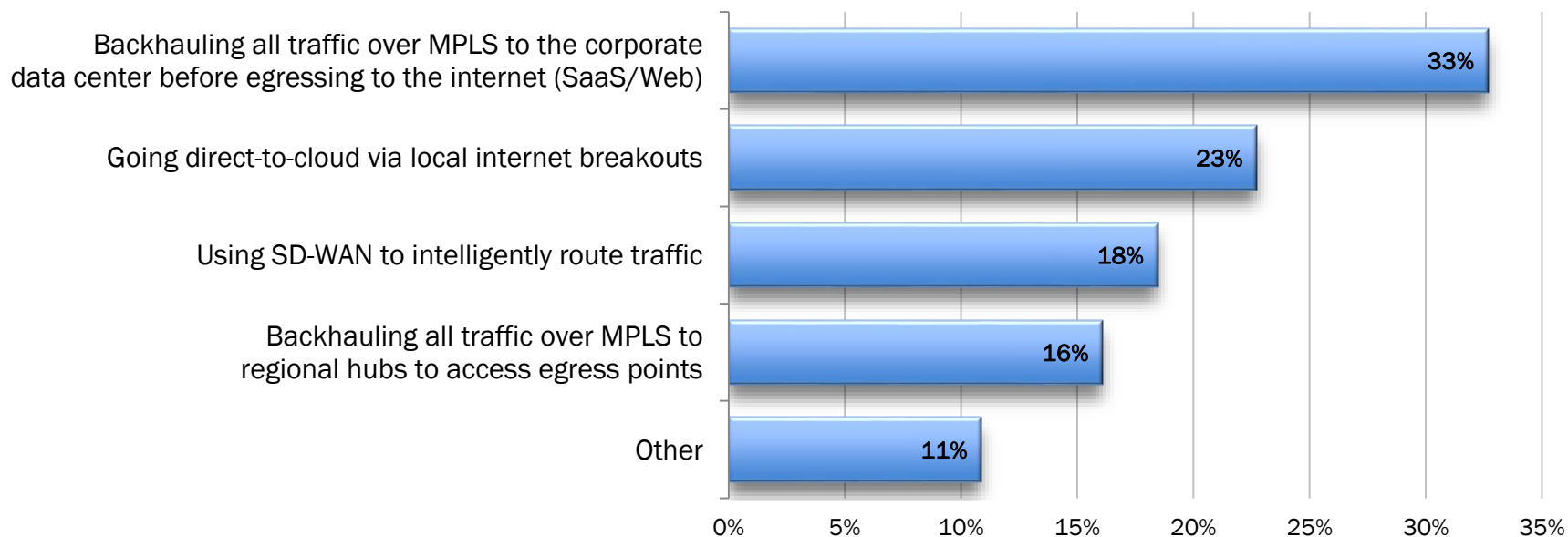# Which of these is a top priority for your organization?
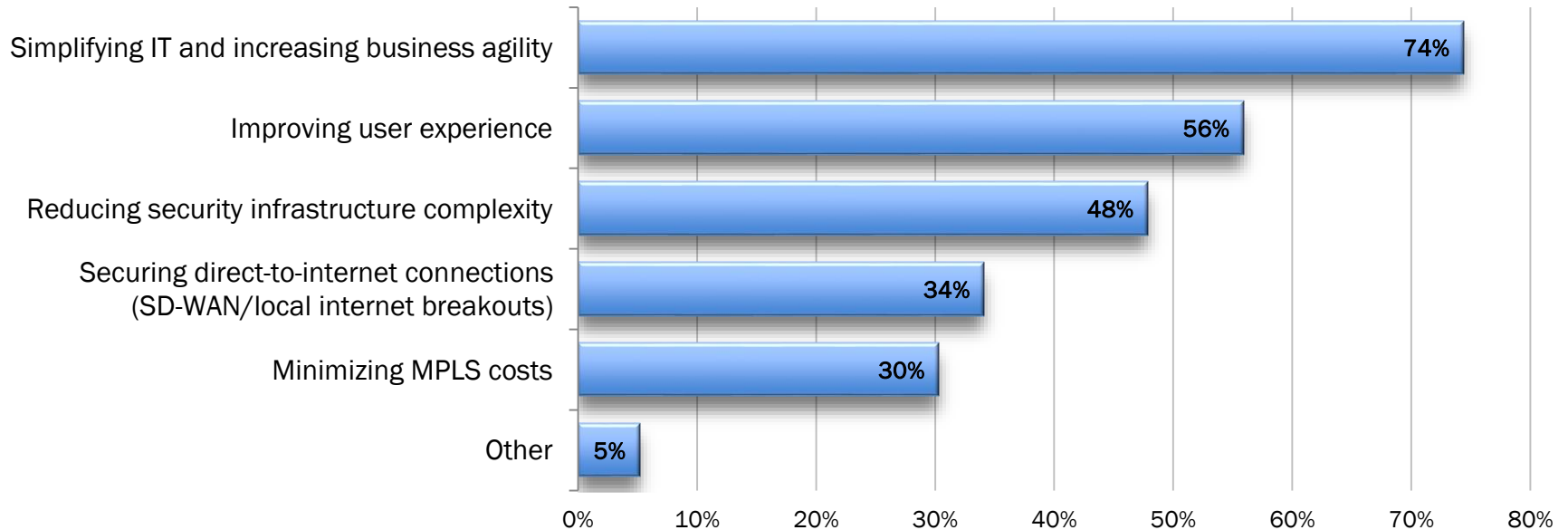
Most respondents agree that a simplifying IT to increase business agility is a top priority (74%), as is improving user experience (56%).

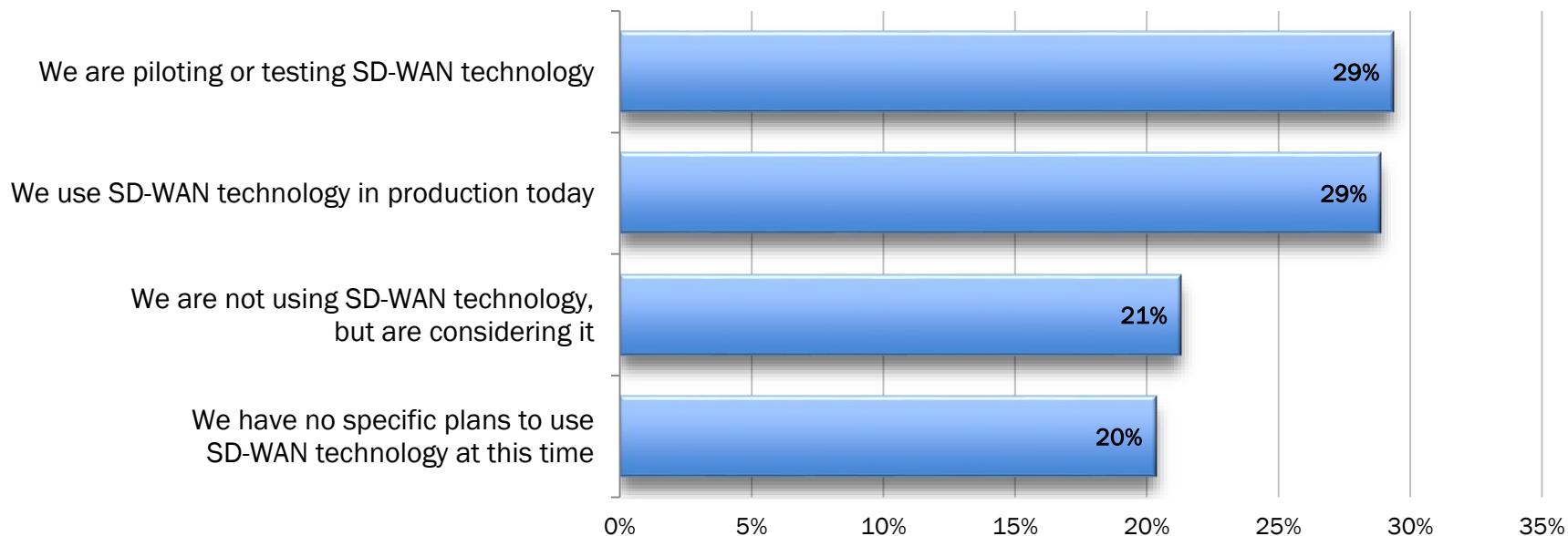# What are some of your key initiatives in the next 12 months?

Initiative	Percentage
Increasing security/reducing business risk	67%
Preventing data loss	37%
Deploying SD-WAN in branch offices	35%
Moving to Office 365	31%
Establishing local internet breakouts at branch offices	15%
Other	9%

In the coming year more than two thirds of respondents (67%) are making increasing security to reduce business risk their top priority.

How are you routing branch traffic today?

Backhauling all traffic over MPLS to the corporate data center before egressing to the internet (SaaS/Web) — 33%

Going direct-to-cloud via local internet breakouts — 23%

Using SD-WAN to intelligently route traffic — 18%

Backhauling all traffic over MPLS to regional hubs to access egress points — 16%

Other — 11%

In 33% of organizations surveyed, all branch traffic is shunted to the corporate data center prior to going out to the internet; another 16% backhaul to regional hubs to access egress points. Just 18% use SD-WAN to route traffic.

How are you using/planning to use SD-WAN technology?

- We are piloting or testing SD-WAN technology — 29%
- We use SD-WAN technology in production today — 29%
- We are not using SD-WAN technology, but are considering it — 21%
- We have no specific plans to use SD-WAN technology at this time — 20%

More than half of those surveyed (58%) are either using or piloting SD-WAN technology. Another 21 % are considering it.

# How much of your SSL traffic are you currently inspecting?
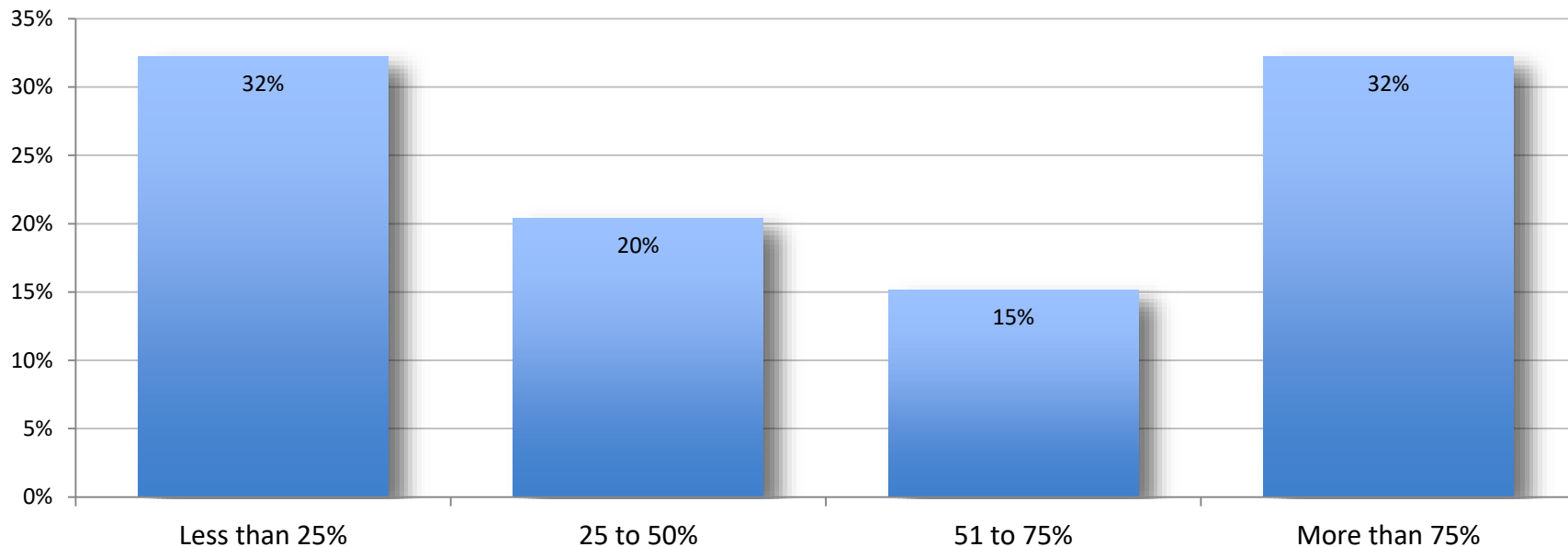
The amount of SSL traffic organizations inspect varies widely, with as many reporting they inspect less than 25% of their traffic as those who inspect more than 75% (**32% each**).

Given your current security infrastructure, how confident are you that your key initiatives will be successful? (Rate 1 to 5: 1 = not very confident, 5 = very confident)

Not very confident ➞ **Very confident**
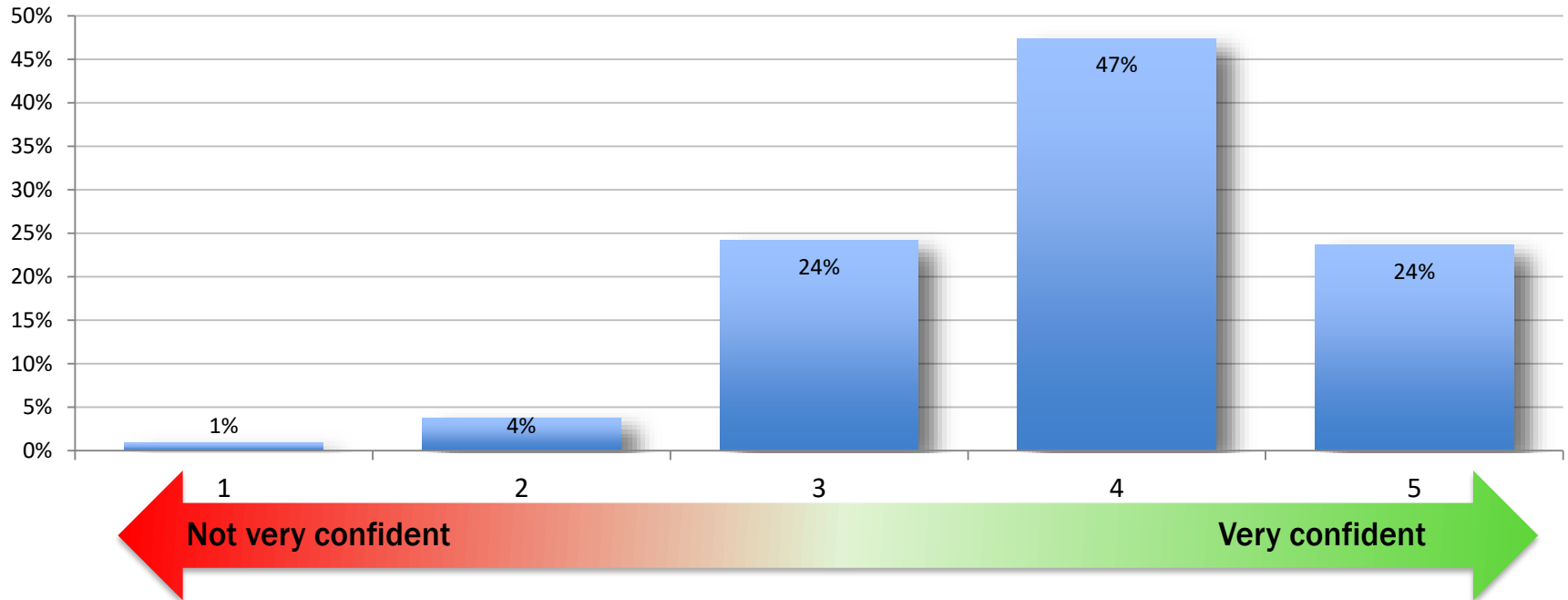
Though few respondents will say their current security infrastructure is inadequate to achieve initiatives, just 24% are "very confident" that it will.

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Profile of Responders:
Industry Sectors
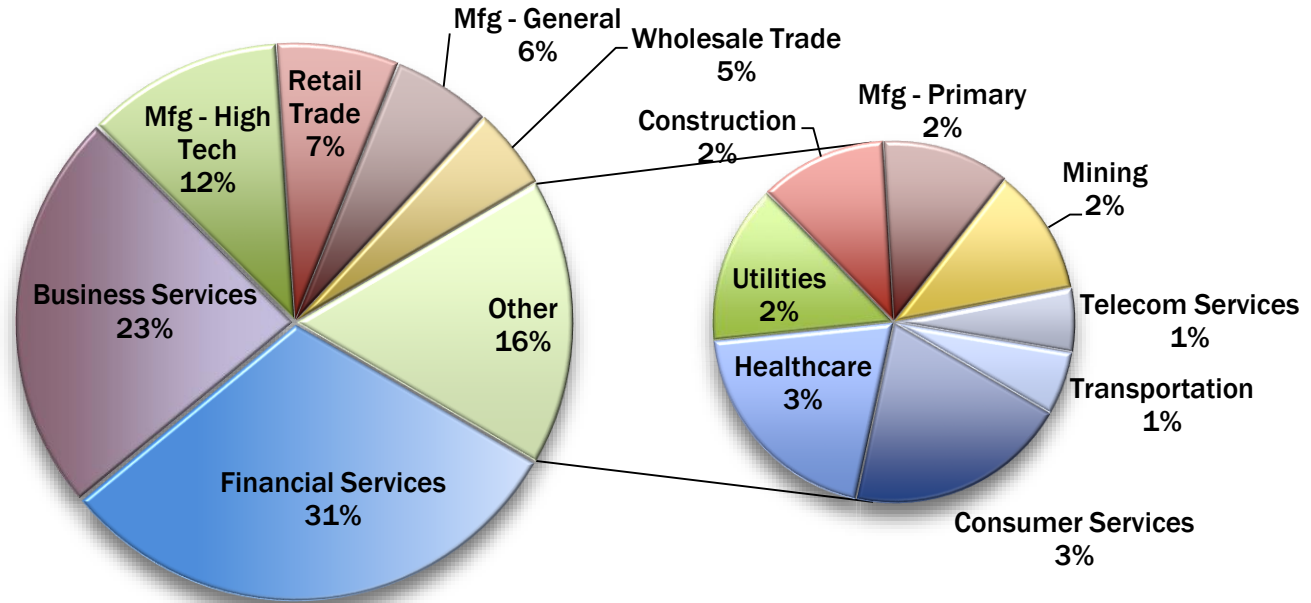
Responders represent a wide variety of industries.

Zscaler offers the entire gateway security stack as a service so that organizations can confidently secure SD-WAN and local internet breakouts, and users can connect to their applications regardless of device, location, or network.

Learn more about branch traffic routing and security at Zscaler.com

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