
HAFS
Distributeur à valeur ajoutée
VOTRE PARTENAIRE TECHNOLOGIQUE
POUR DES INFRASTRUCTURES IT SÉCURISÉES ET PERFORMANTES
EXPERTISE
Des solutions adaptées à chaque environnement
CONFIANCE
Un partenaire fiable à vos côtés
PERFORMANCE
Des infrastructures sécurisées et évolutives
SUPPORT
Un accompagnement technique de qualité
HAFS
Distributeur à valeur ajoutée
Des solutions IT innovantes pour un monde connecté et sécurisé
WIRELESS RADIO
Connectivité sans fil haute performance
RÉSEAUX & SÉCURITÉ IT
Des réseaux fiables et sécurisés
VIRTUALISATION CLOUD
Des solutions Cloud flexibles et évolutives
CYBERSECURITY
Protéger vos données et vos systèmes
VIDÉO PROTECTION
Solutions de vidéosurveillance intellligentes
HCI STOCKAGE SAUVEGARDE
Stockage, sauvegarde et haute disponibilité
SOLUTIONS IT | CYBERSÉCURITÉ | CLOUD | INFRASTRUCTURE RÉSEAU | STOCKAGE | PROTECTION

Hillstone Security Management (HSM) for SD-WAN

Reshape.Security

Embrace Cyber Resilience

Agenda

1. Business Problems
2. Hillstone HSM Value Proposition
3. Hillstone HSM Portfolio
4. Deployment Scenarios & Winning Cases

Business Problems

Digital Transformation and Cloud Adoptions Brings New Challenges

Security Operation Management

- Security Devices Sprawl
- Policy Configuration Complexity
- Infrastructure Upgrade Inefficinecy

SD-WAN Management

- Fast Network and Business Evolving
- No Visibility into Business Traffic
- Evolving Network Security Challenges

Secure Access Control

- Evolving Threat Landscape
- Compliance Requirements
- Data Protection

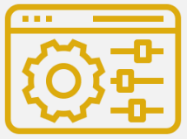
Lack of Adequate Tools For Centralized Monitoring and Management

Security devices sprawl

Too many security devices lacking effective centralized management greatly reduces the efficiency of O&M.

Policy configuration complexity

Manual configuration of large amounts of complex security policies and routing configuration might lead to mistakes.



Infrastructure upgrade inefficinecy

Repetitive operations of software upgrades and signature upgrades result in operation inefficiency.

Fast Network and Business Evolving

New Branch

Slow to build private network for VPN requirement.

New Business

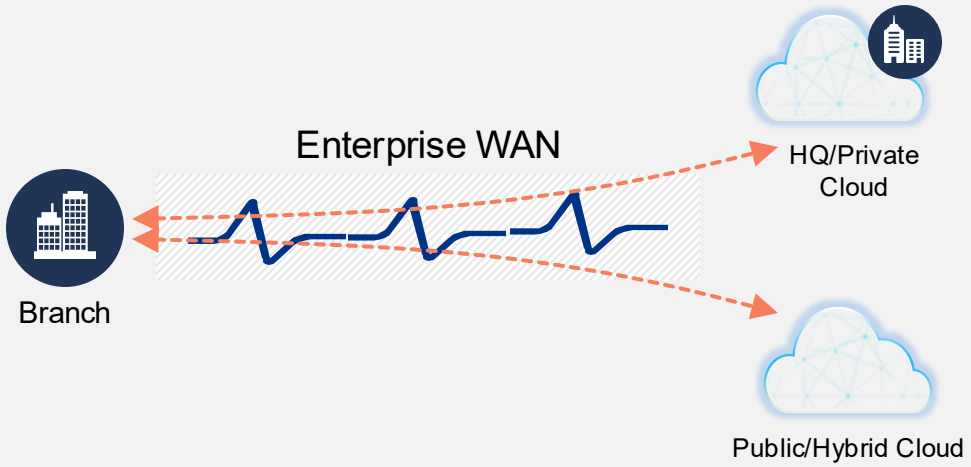
Multi-type services require fine-grained access control, higher security, and better user experience.

BUT

Long period to build new network/business in the traditional way

No Visibility into Business Traffic Makes Operation Difficult

Rich services with difficulty to monitor and schedule traffic



- Manually adjusting bandwidth results are untimely and error-prone
- Difficulty in troubleshooting

Large number of sites increases O&M cost and decreases efficiency

5000+

chain stores

100+

sites

- High local maintenance cost
- No flexible centralized management

Rapid Changes In Network Bring New Challenges

Cloud Virtualization Containerization BYOD Remote Access IoT M2M

Rapid Changes In Network Bring New Challenges

Evolving Threat Landscape | **Compliance Requirements** | **Data Protection**

Integration Of New Technologies And Business Brings New Challenges

Traditional Perimeters

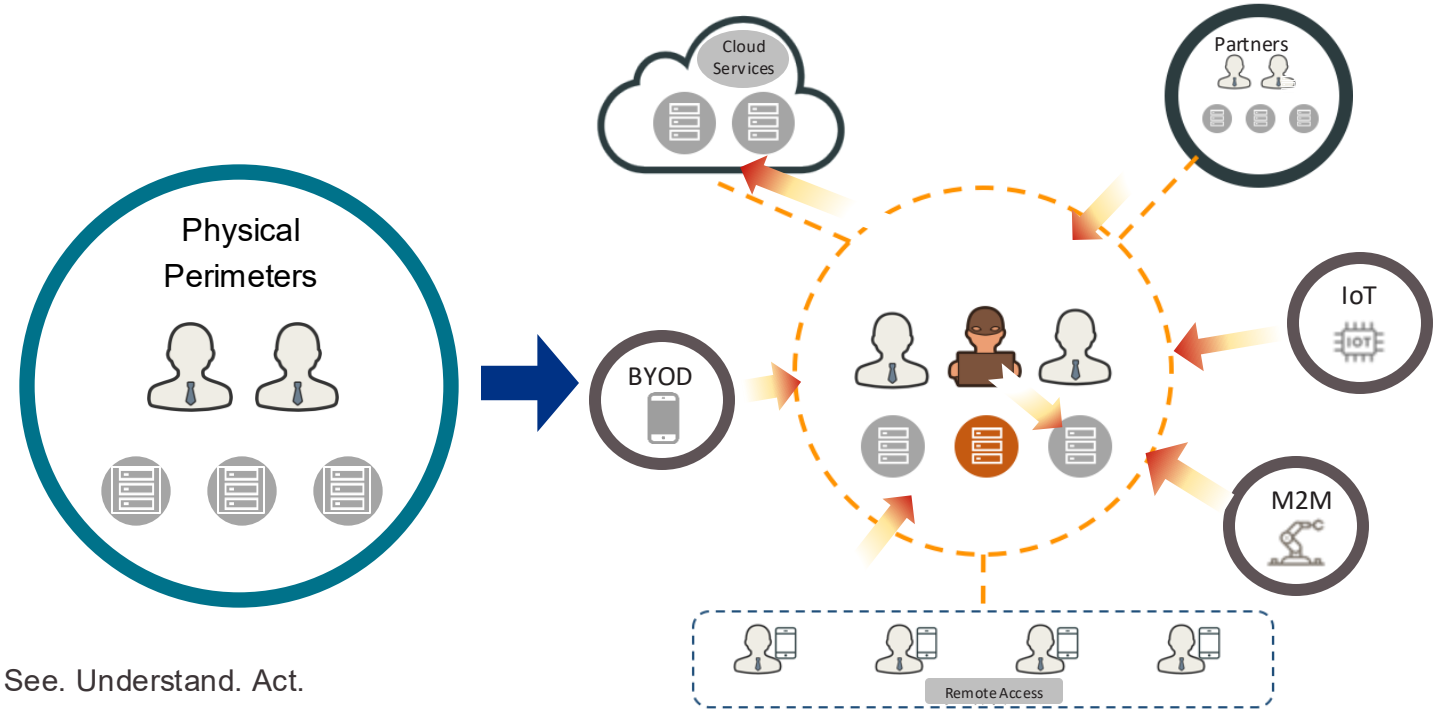
- Connect first, then authenticate
- Firewall based perimeter protection
- Trust anything inside by default

The disrupting Perimeter

- Out-of-date static FW policies
- Resource-intensive endpoint monitoring
- No identity and context awareness

Challenges From Technology

- Cloud Computing
- Network Virtualization
- Known VPN vulnerability



Challenges From Business

- Increased internal devices
- Extended types of users
- Hybrid architectures

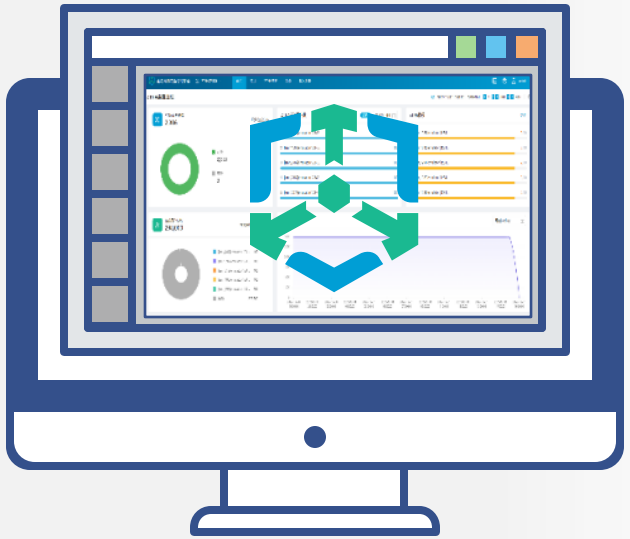
The Evolving Network Security Challenges

The Applications are out of control!	Advanced Threat/Attacks Evolving Fast !		Security compromise to performance!
• Engineering Investigation	• 0-Day/APT	• Unknown Threats	• High Latency
• Excessive Bandwidth Consumption	• Threat Evasion	• SPAM/PHISHING/C&C…	• Network Down
• Unencrypted Traffic	• Locky Ransomware	• DoS/DDoS	• Excessive Security Investment
• Data Breach	• Shutting Down Business	• … …	

Hillstone HSM Value Proposition

Hillstone HSM Highlights

Security Operation Management



Hillstone Security Management Device Manager

Device Monitoring

- NGFW Resource usage monitoring
- NGFW Remote access

Policy Management

- Global/Individual device policy
- SNAT policy

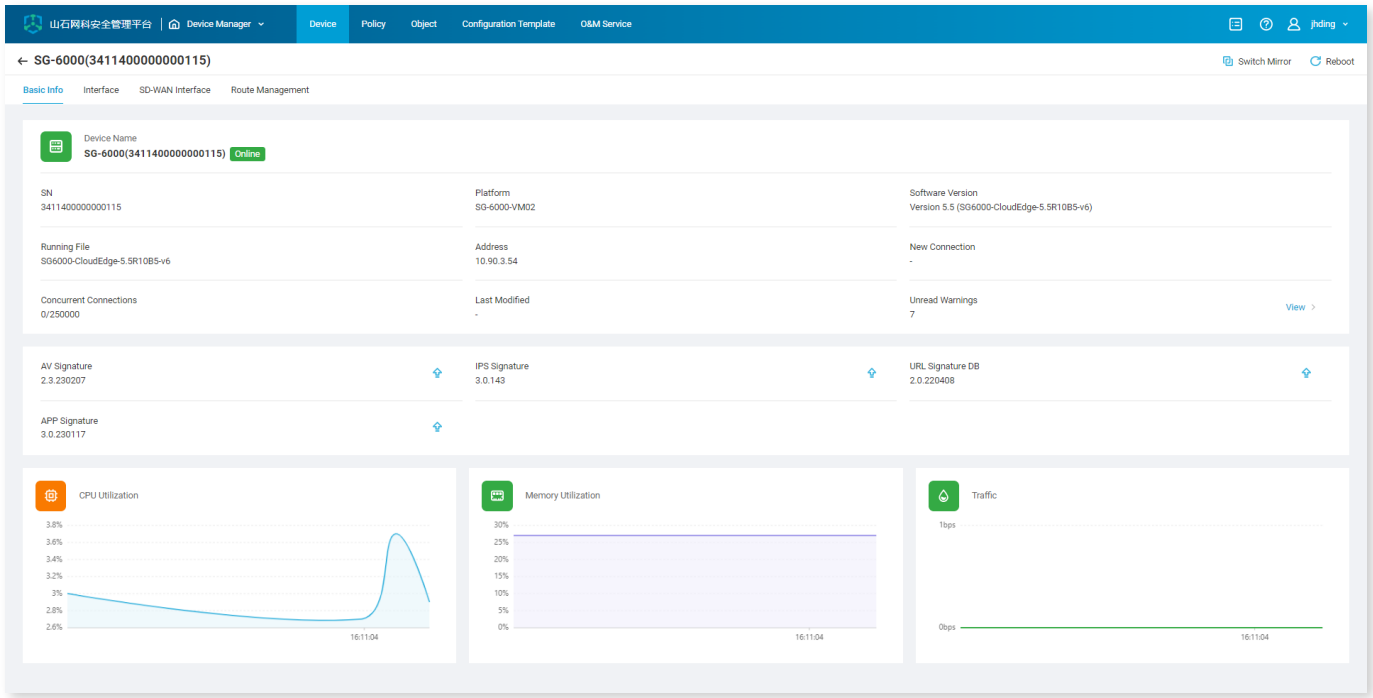
Configuration

- Routing configuration
- Interface configuration

O&M

- Software upgrade
- Signature database upgrade

Centralized Configuration and Management



Dimensions

Device Management

- Grouped or Ungrouped
- Device configuration
- Device resource usage monitoring
- Remote access for FW WebUI/CLI

Configuration Template Management

- Network template configuration
- System template configuration

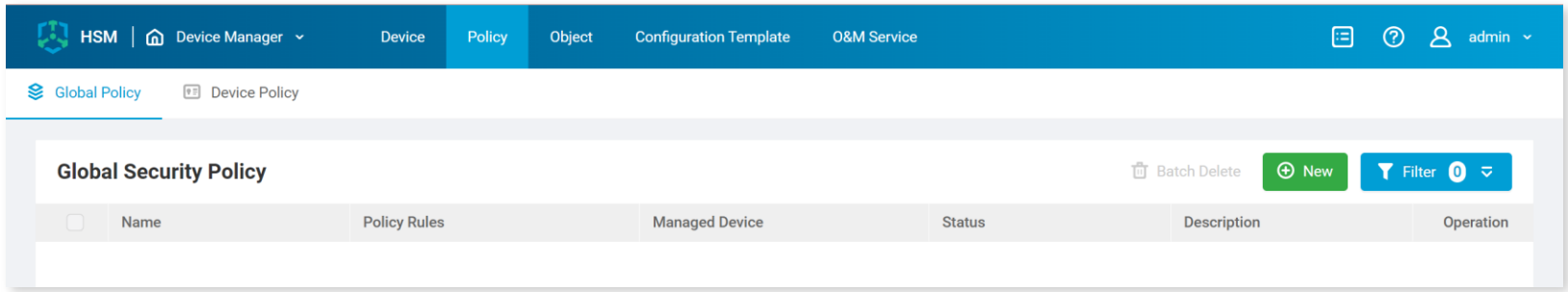
O&M Management

- License Management
- Signature database updates
- Firmware upgrade
- Configuration file management

Global Policy/Individual Device Policy Management

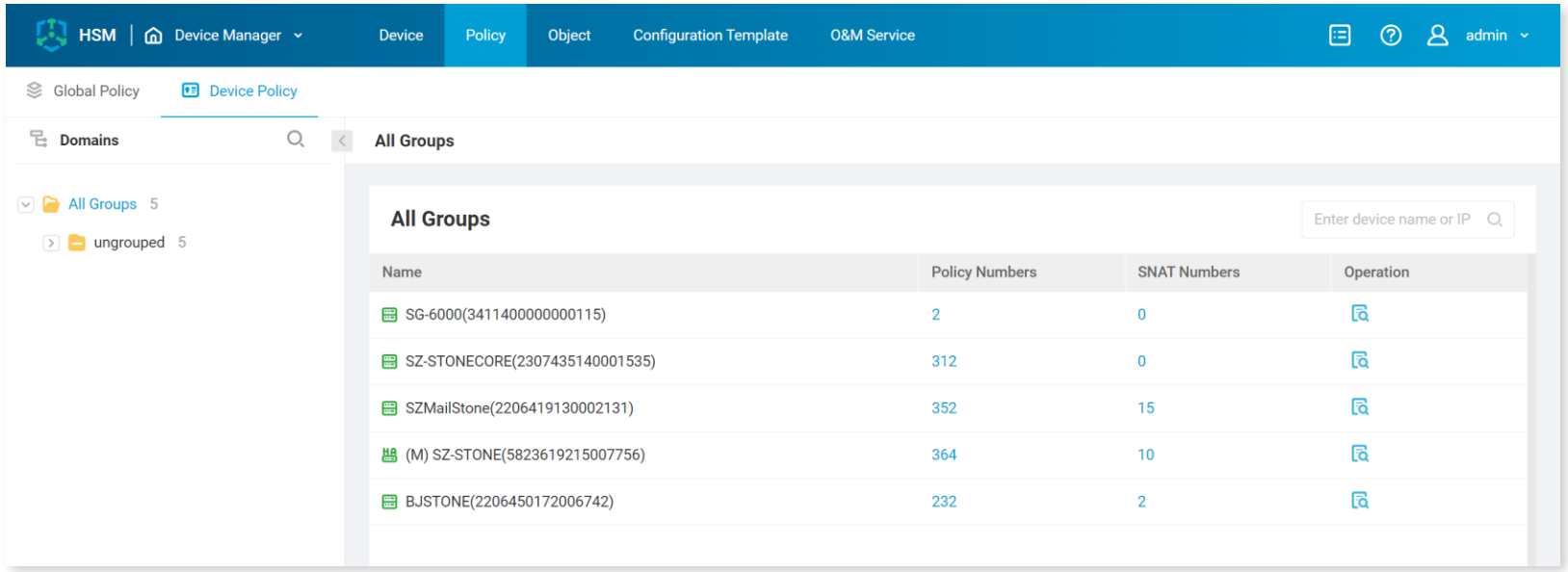
Global Policy

- Global configuration can be pushed to all managed devices



Individual Device Policy

- Private configuration for individual device
- Support IPv4 SNAT rules
- SNAT policy configuration including *add, edit, delete and query* for individual device



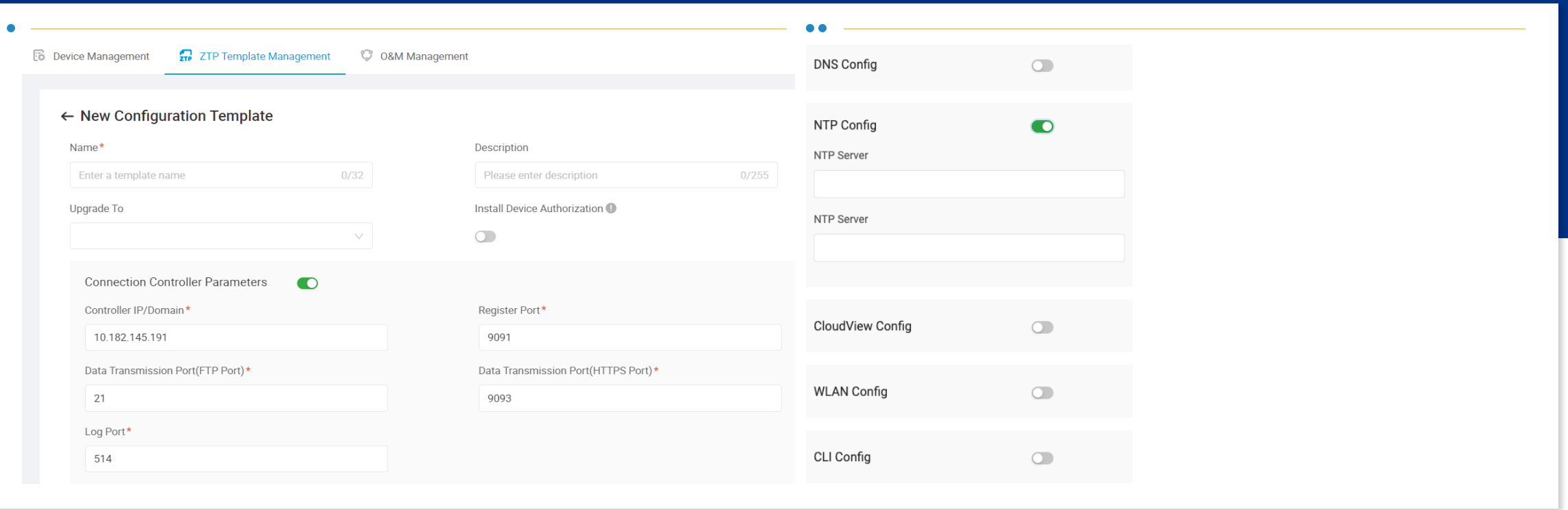
Zero Touch Provisioning

FEATURES

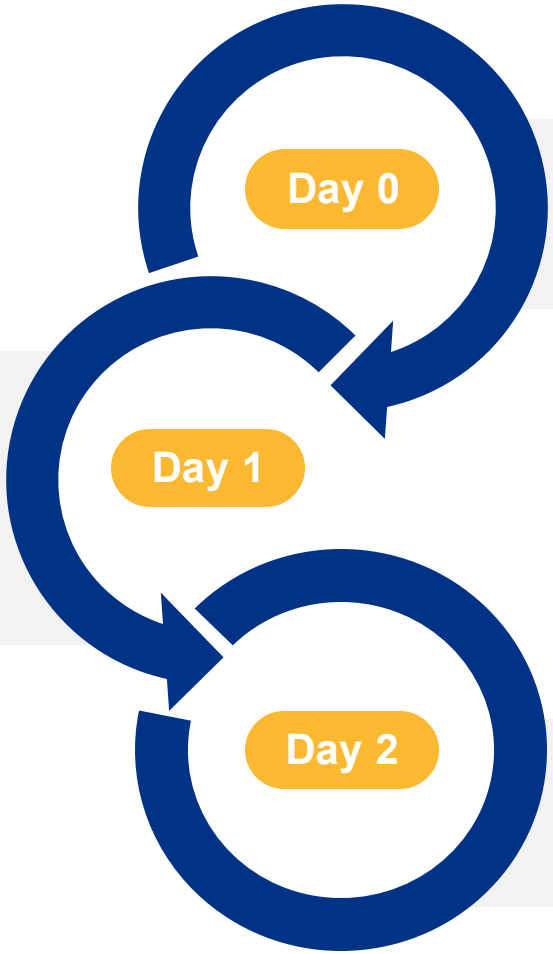
- USB plug-and-play in device provisioning
- Support device license installation
- Auto firmware upgrade during deployment
- Auto network joining/ establishment
- Preconfigured and custom templates

BENEFITS

- Reduce time and efforts for deployment
- Eliminates the human errors that come with repetitious typing at the CLI.
- Simplified firmware upgrades
- Reduce TCO



DAY 0~2 Full Configuration Process



Initialize

- Internet access information of WAN port
- Register to HSM

Configure

- Issue golden image
- Issue the latest device license
- Issue VPN network configuration
- Issue service-related configuration

Troubleshoot and optimize

- Business change related configuration

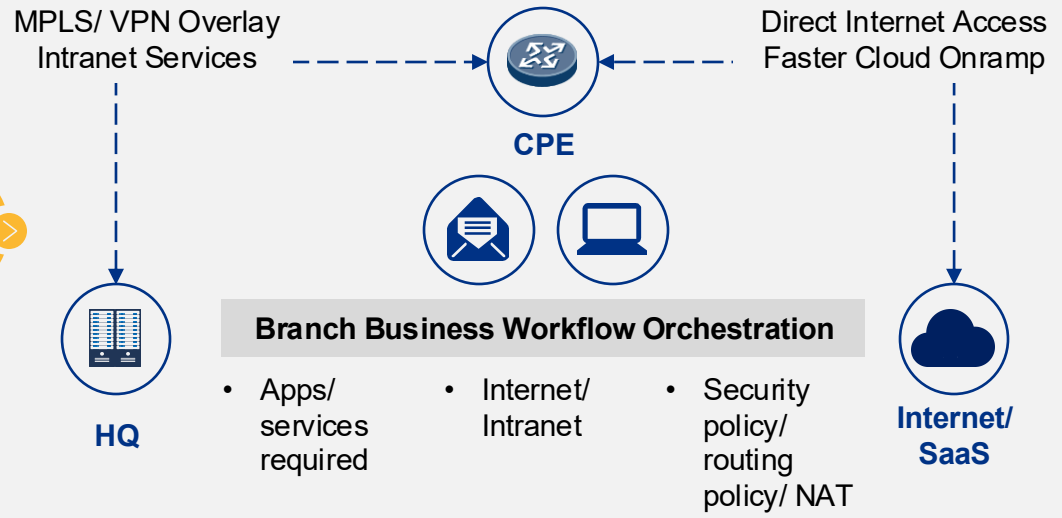
Business Goes Online Faster

Challenges in opening traditional branch services

- Technical Barrier - Need on-site deployment by professional IT engineers
- Low Efficiency - Distributed devices, complicated configurations, long operation time
- Risk in Mis-operation – Easy to make mistakes when manually configuring

10 Min

Fast business workflow orchestration for branch offices



No on-site configuration needed

Auto network service orchestration
Quick business enablement

Optimized network;
Better user experience;

Fast and Simplified VPN Overlay Automation

Complex Multi-branch VPN Network Configuration

Difficult to Configure

- Need to configure lots of parameters
- Require related skills

Low Efficiency

- Have to configure each individual branch VPN network

Auto-configuration of VPN Network Branch Networks Can Be Quickly Deployed in Batch

Template based VPN Overlay Configuration

- Support hub-spoke (star topology): Single hub and dual hub
- Support spoke-spoke (mesh topology): full mesh and partial mesh
- VPN resource auto collection

Multiple Types of WAN Link

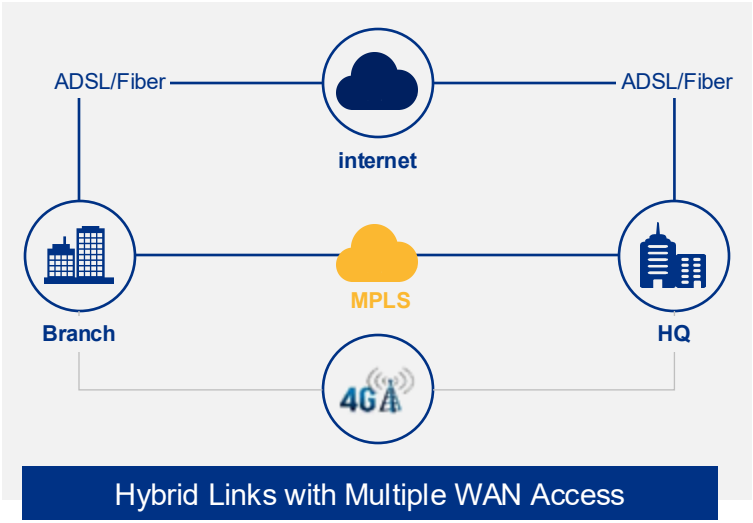
- Interface types: Ethernet interface/ Ethernet sub-interface/ Aggregated port
- Line types: Internet/ Dedicated line

Simplified overlay deployment and Management

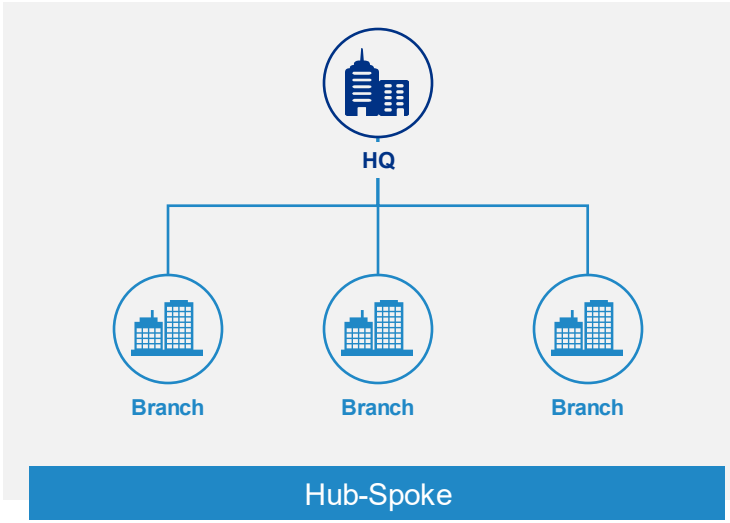
Highly improved O&M efficiency

Great for massive deployment

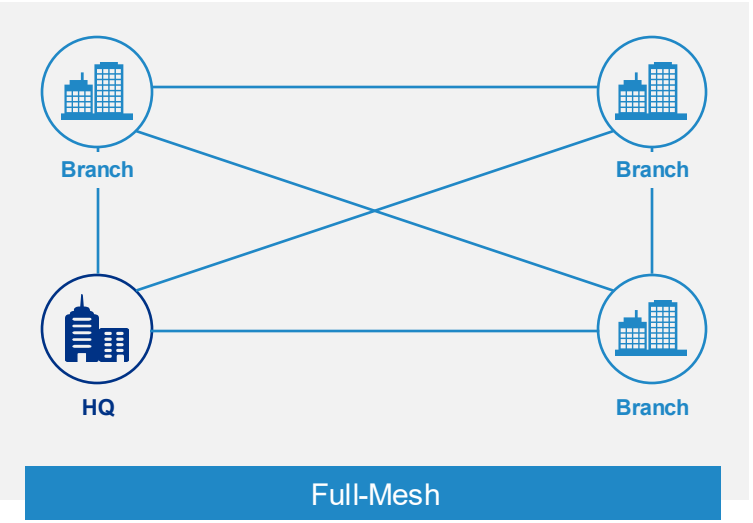
Multiple WAN Links and VPN Topologies



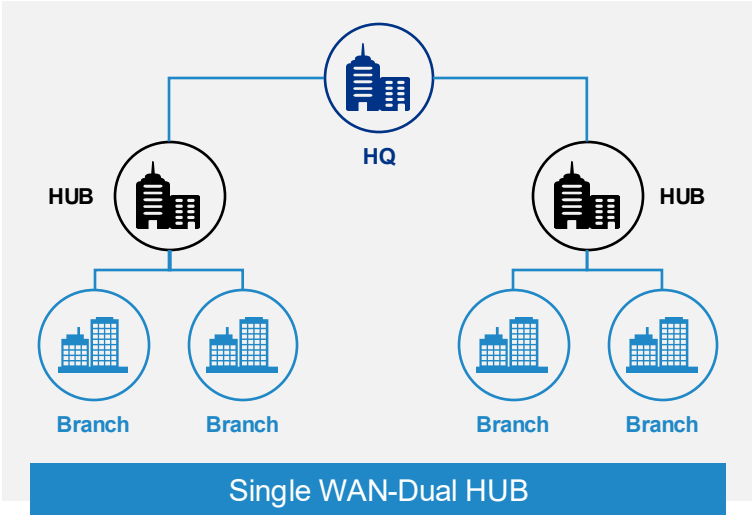
Hybrid Links with Multiple WAN Access



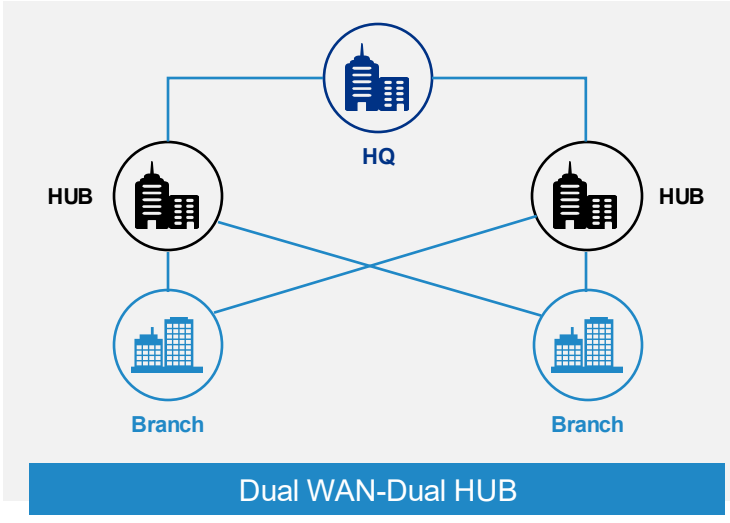
Hub-Spoke



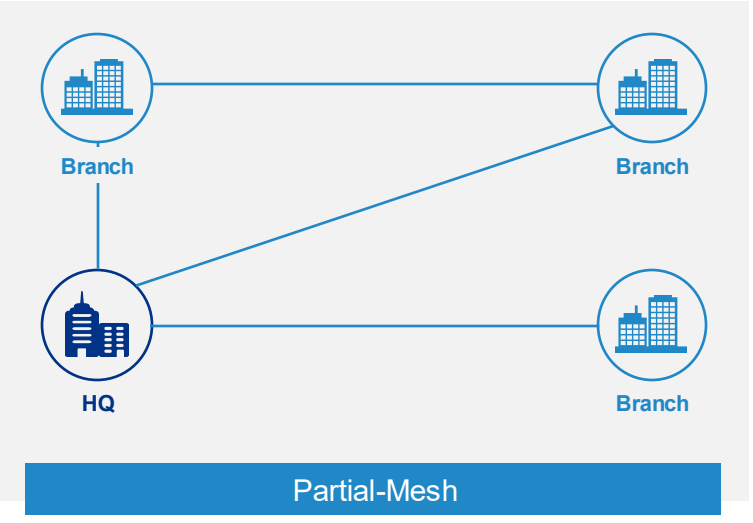
Full-Mesh



Single WAN-Dual HUB



Dual WAN-Dual HUB



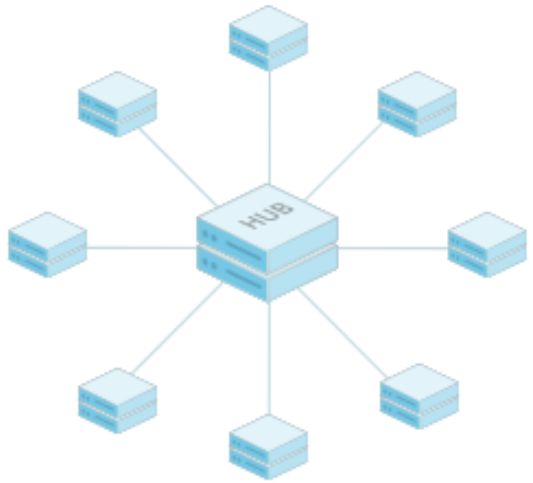
Partial-Mesh

VPN Overlay - Star Network (Hub-Spoke)

Topology

Star Network

- Devices are connected through the hub device(s)



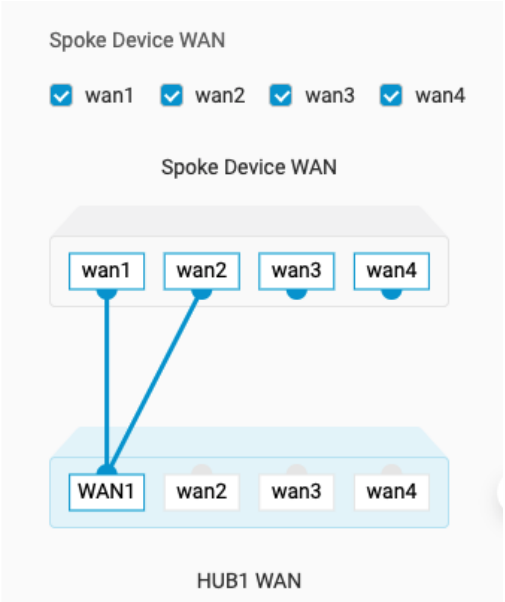
Hub-Spoke

Custom WAN Interconnections

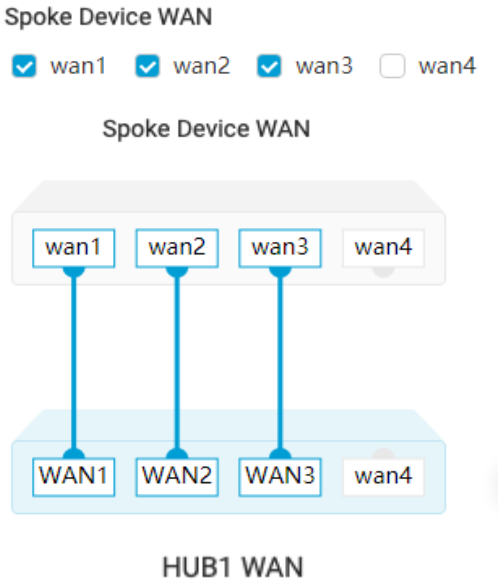
Model:

- Define how the spoke device(s) and hub device(s) establish link connections.
- Up to 20 models in one star network.

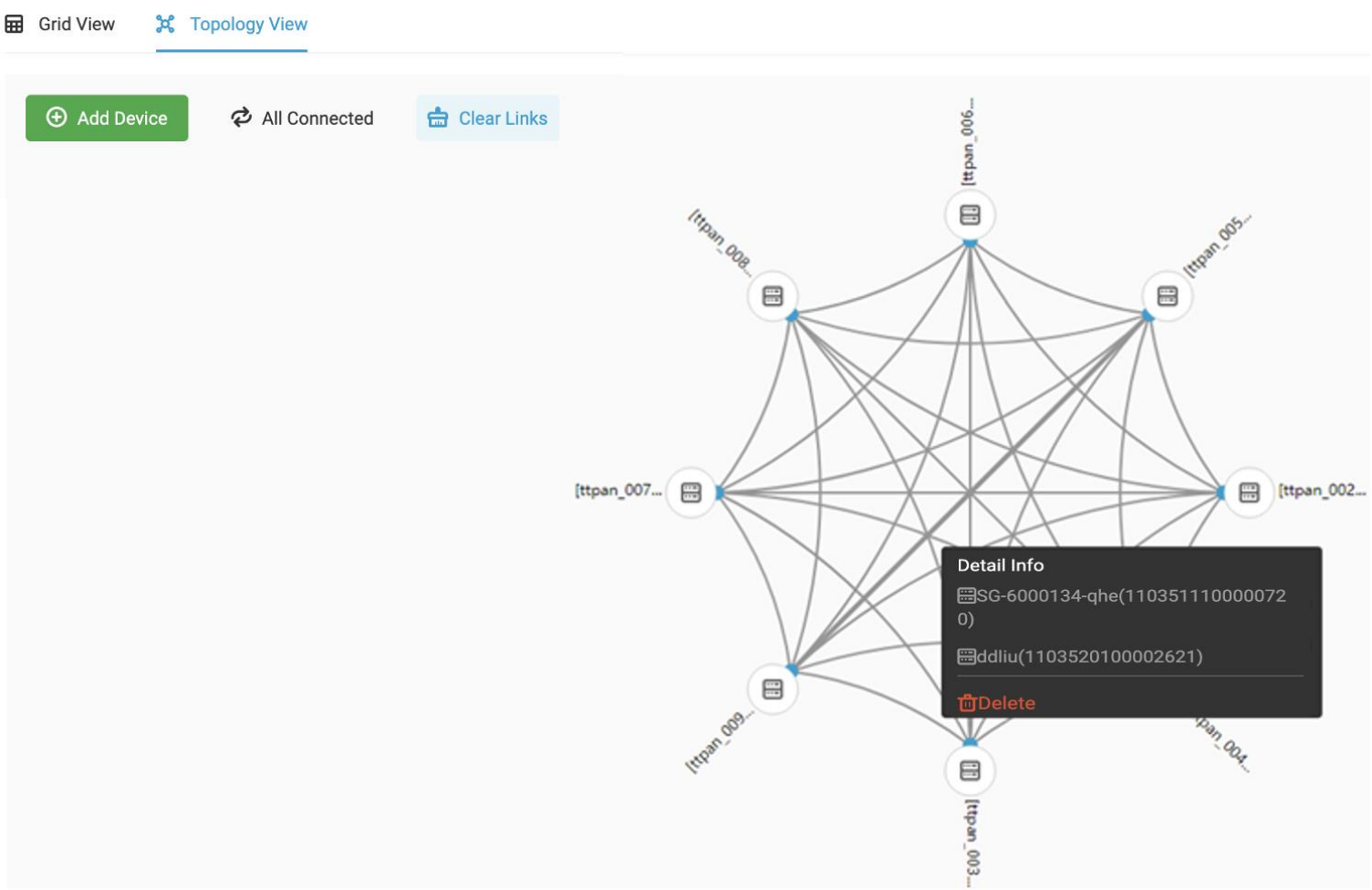
Model 1



Model 2



VPN Overlay - Mesh Network (Spoke-Spoke)



Graphic Topology View

- Support list view and topology view of the devices in the network
- Support editing in both view

Visual Editing

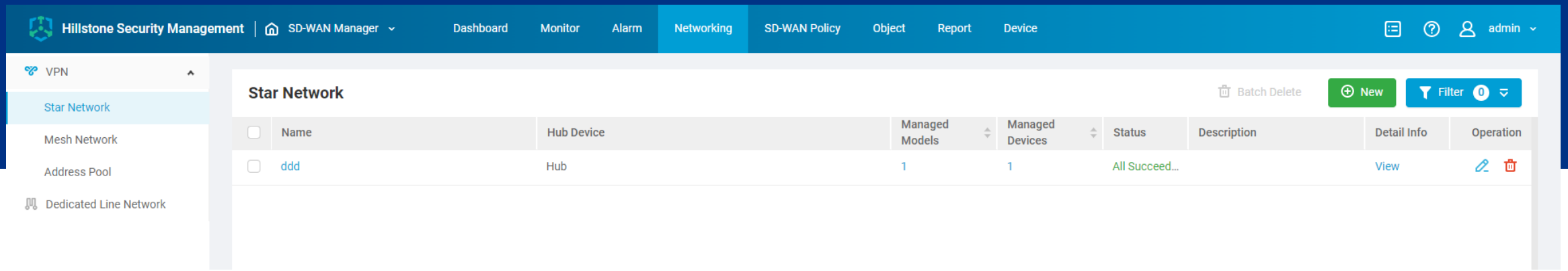
- Support edit in gird view and topology view
- Add new device to establish new connections
- Disconnect specific link between two devices
- Reconnect all devices to establish a full mesh network

Size of Mesh Network

- Up to 20 devices

VPN Resource Collections

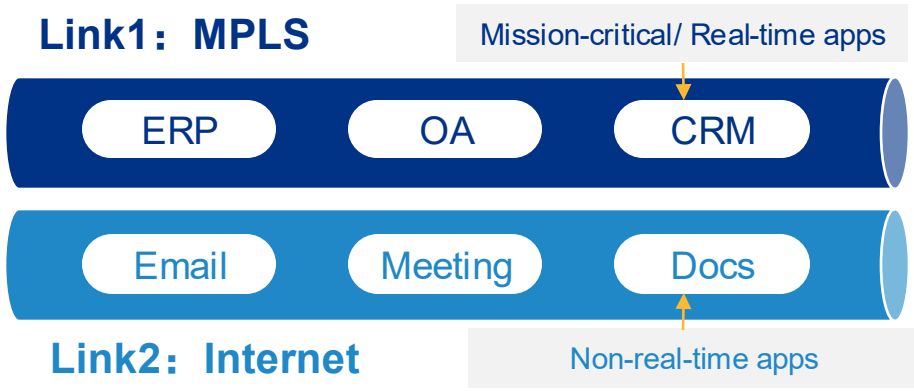
VPN resources used in the configuration will be collected by HSM after a spoken device is unassociated with a network.

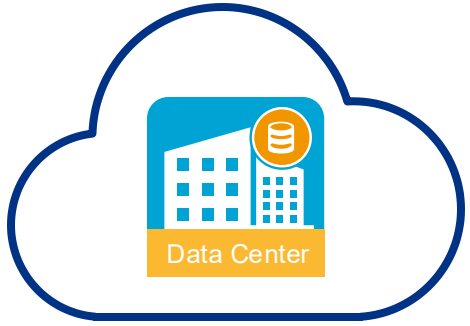


Application-aware Traffic Steering

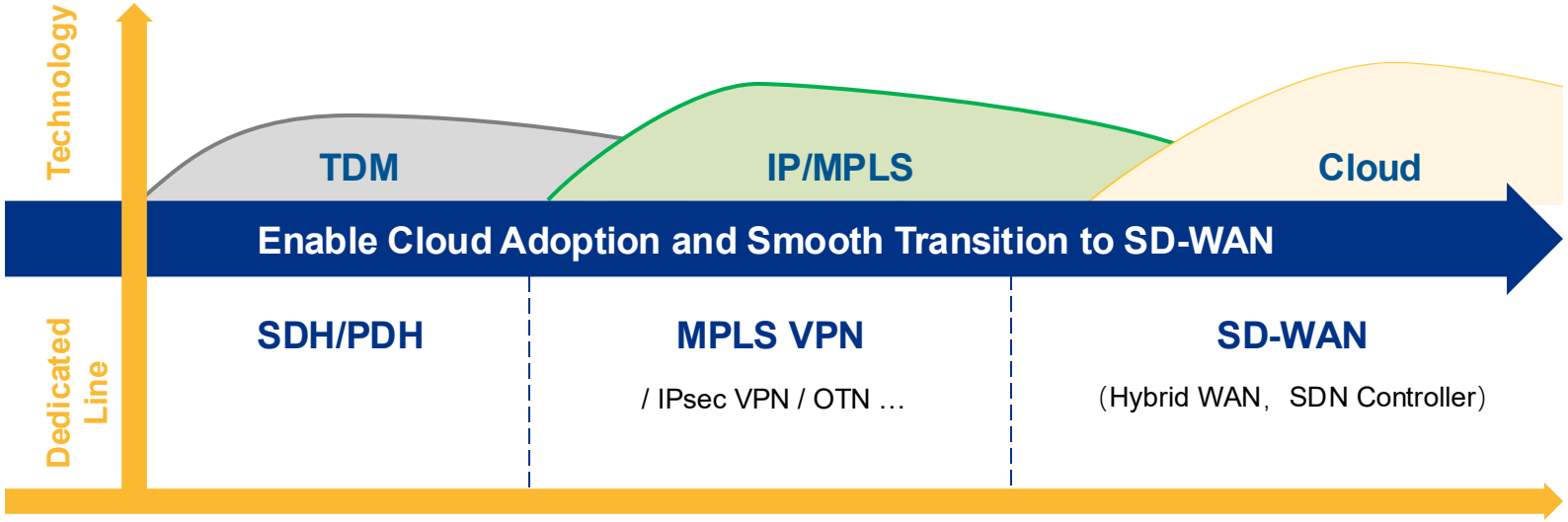
- 600+ Mobile Apps
- 300+ SaaS Apps
- …

- App recognition based on
- Protocols
- Behaviors

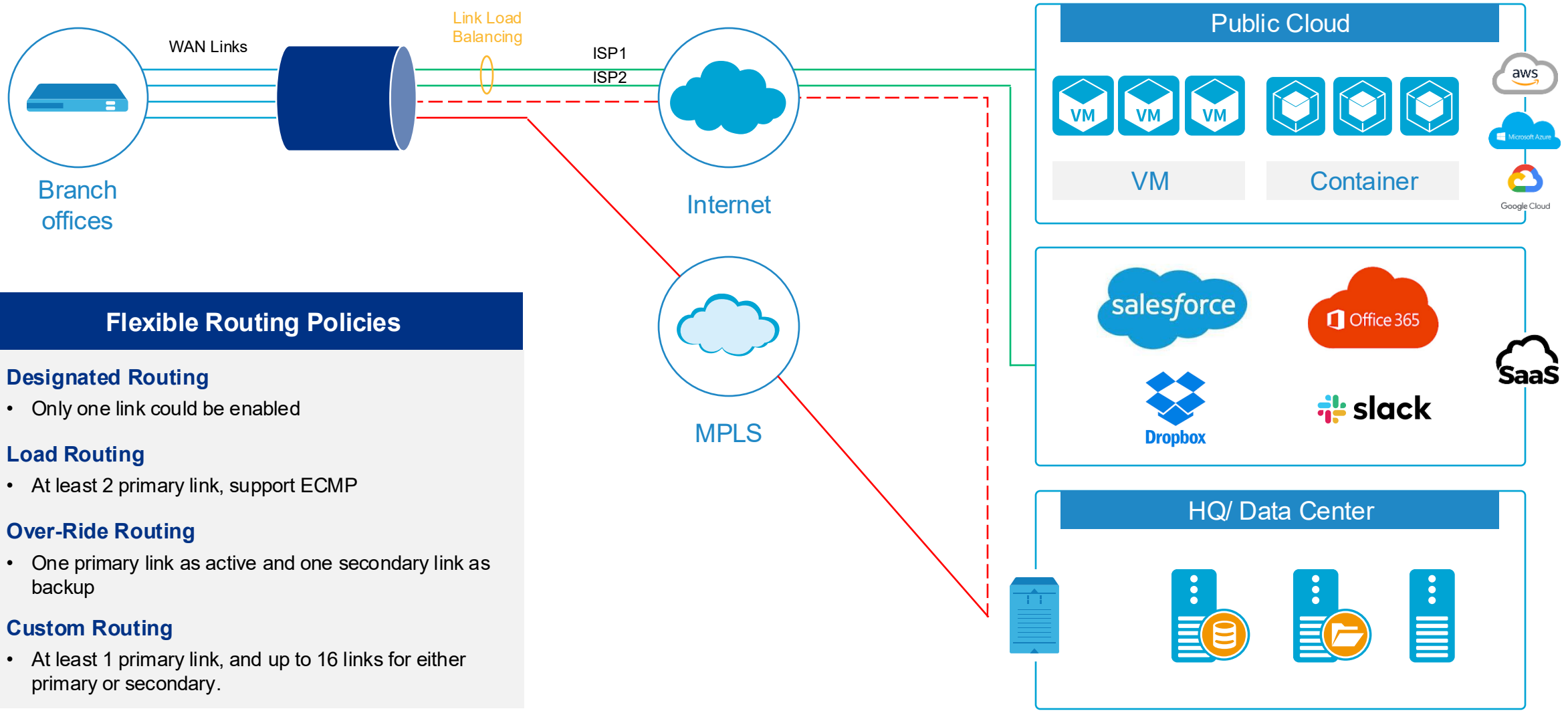




Private Cloud/ Data Center in HQ



Smart Routing



Flexible Routing Policies

Designated Routing

- Only one link could be enabled

Load Routing

- At least 2 primary link, support ECMP

Over-Ride Routing

- One primary link as active and one secondary link as backup

Custom Routing

- At least 1 primary link, and up to 16 links for either primary or secondary.

SD-WAN Centralized Management - Dashboard Full Screen Mode

Designed for Operation

- No login timeout
- Full information as non-full screen mode
- Connections/ devices status in map view
- Real time alarm with details

SD-WAN Device Management

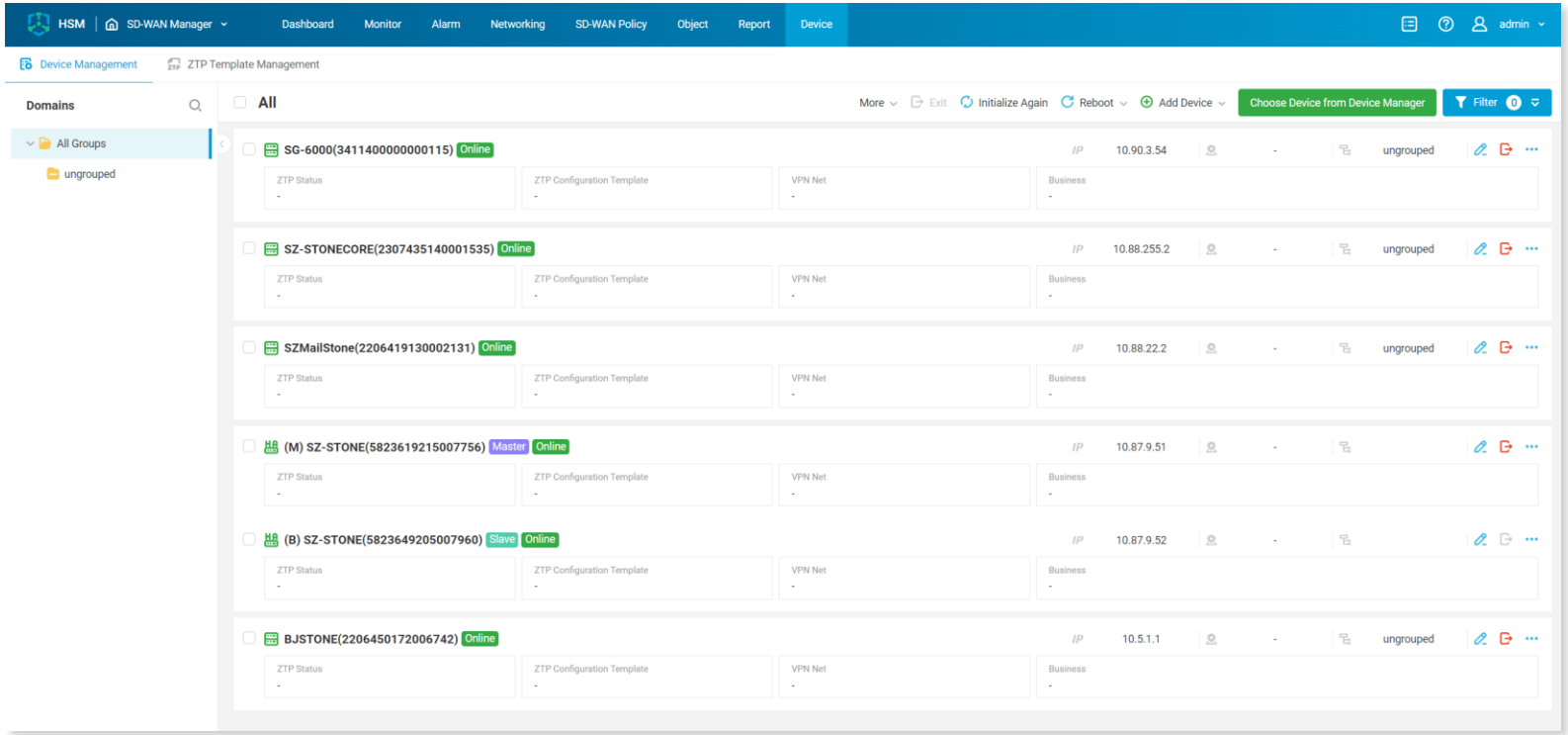
Dimensions

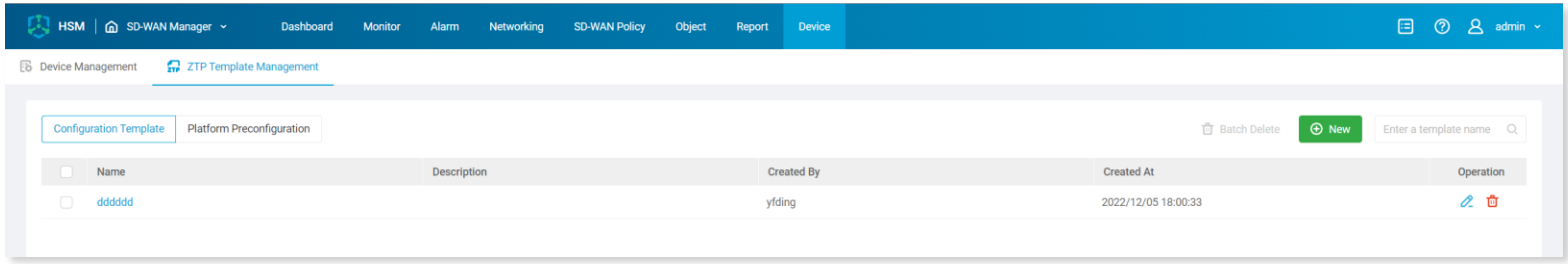
Device Management

- Grouped or Ungrouped
- Device configuration
- Choose device from device manager
- Remote access for FW WebU/CLII

ZTP Template Management

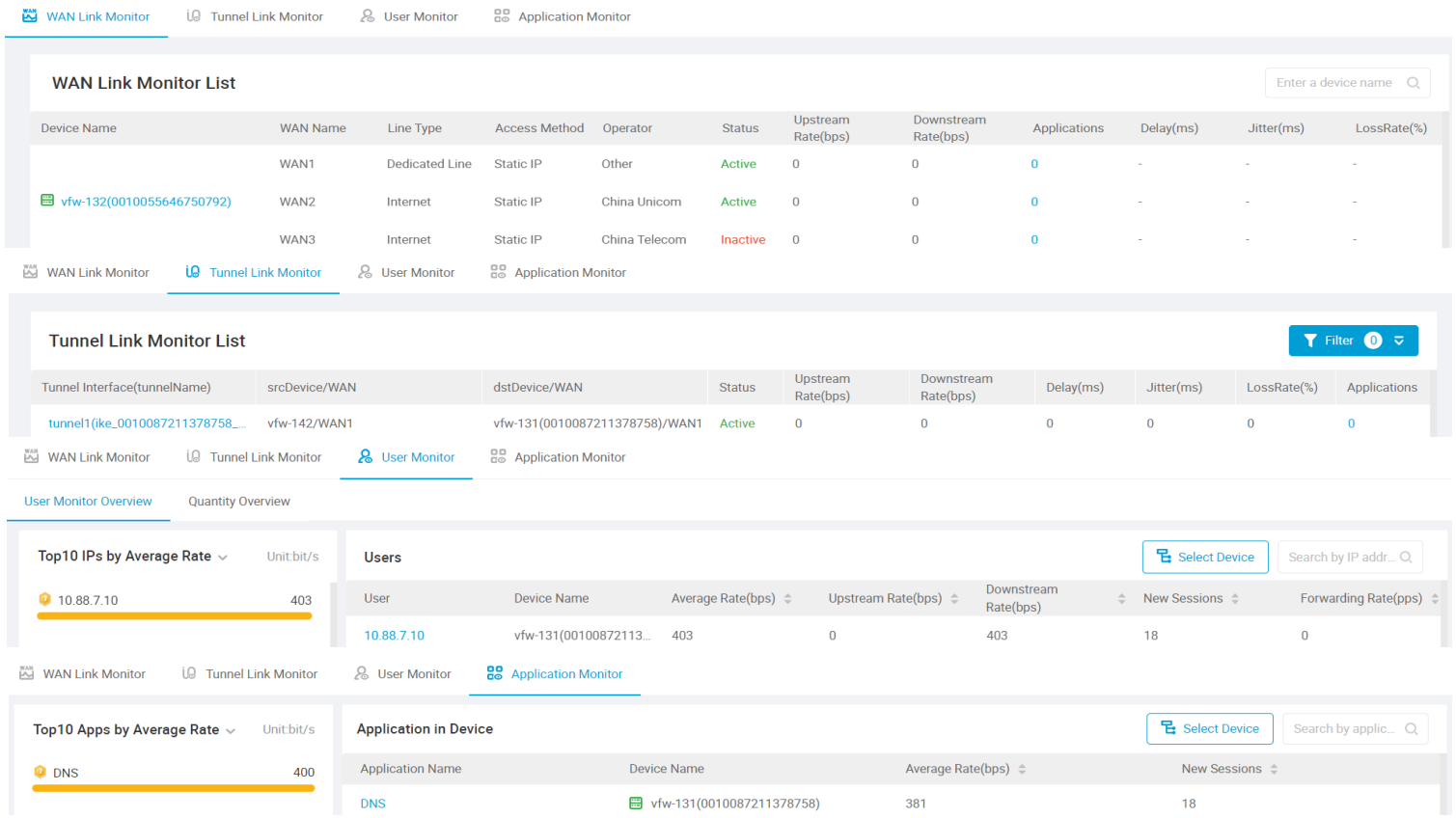
- Template configuration
- Pre-configured templates for different platform and versions





Deep SD-WAN Network Visibility

Link/ User/ Application List View



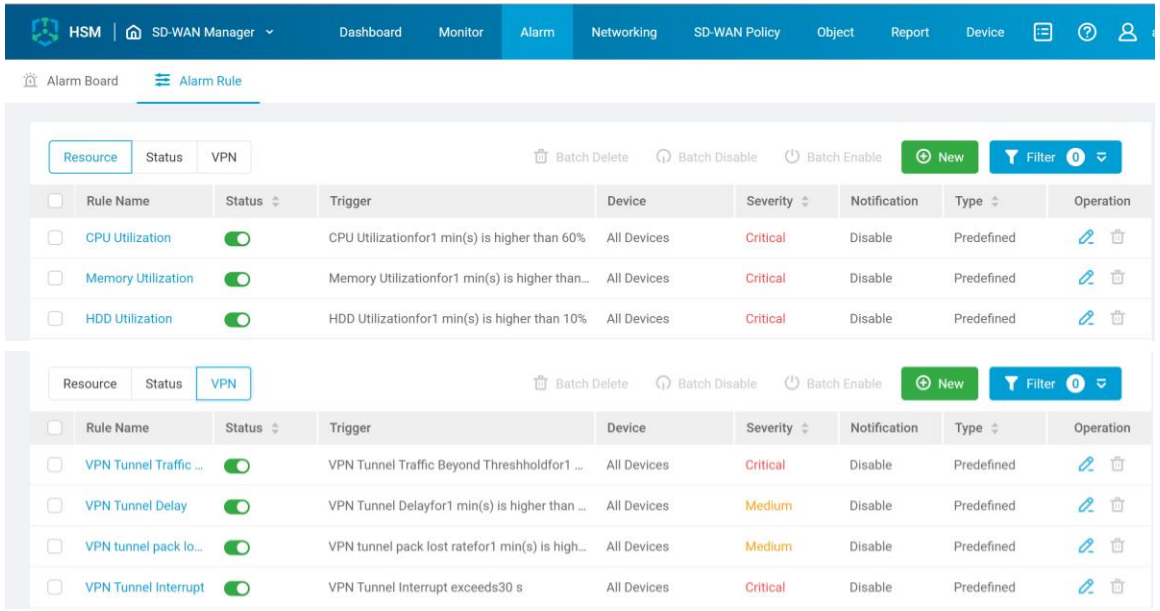
- Support monitoring for physical and tunnel interface, as well as user and application status
- Rich parameters for analysis and troubleshooting

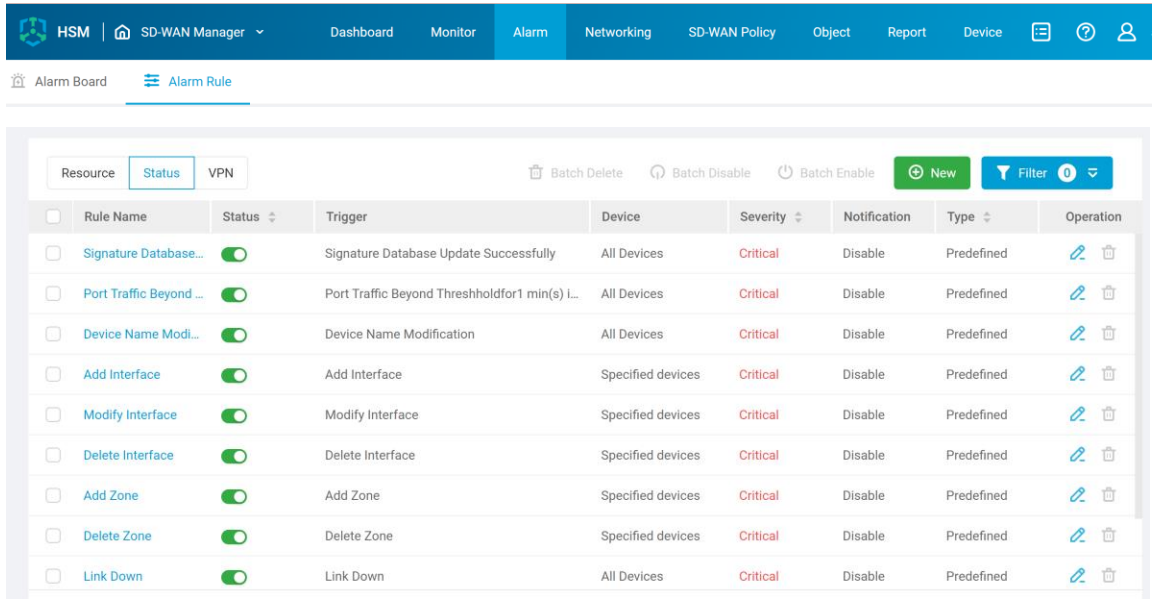
Dedicated Line Status Map View

- Real time update
- Map view
- Full screen support
- Good for operation and monitoring

Custom SD-WAN Alarm Rules

Custom Alarm Rules for HW Resources/ System Status/ VPN





Predefined and custom alarm rules

For HW resources:

CPU/ Memory/ HDD utilization

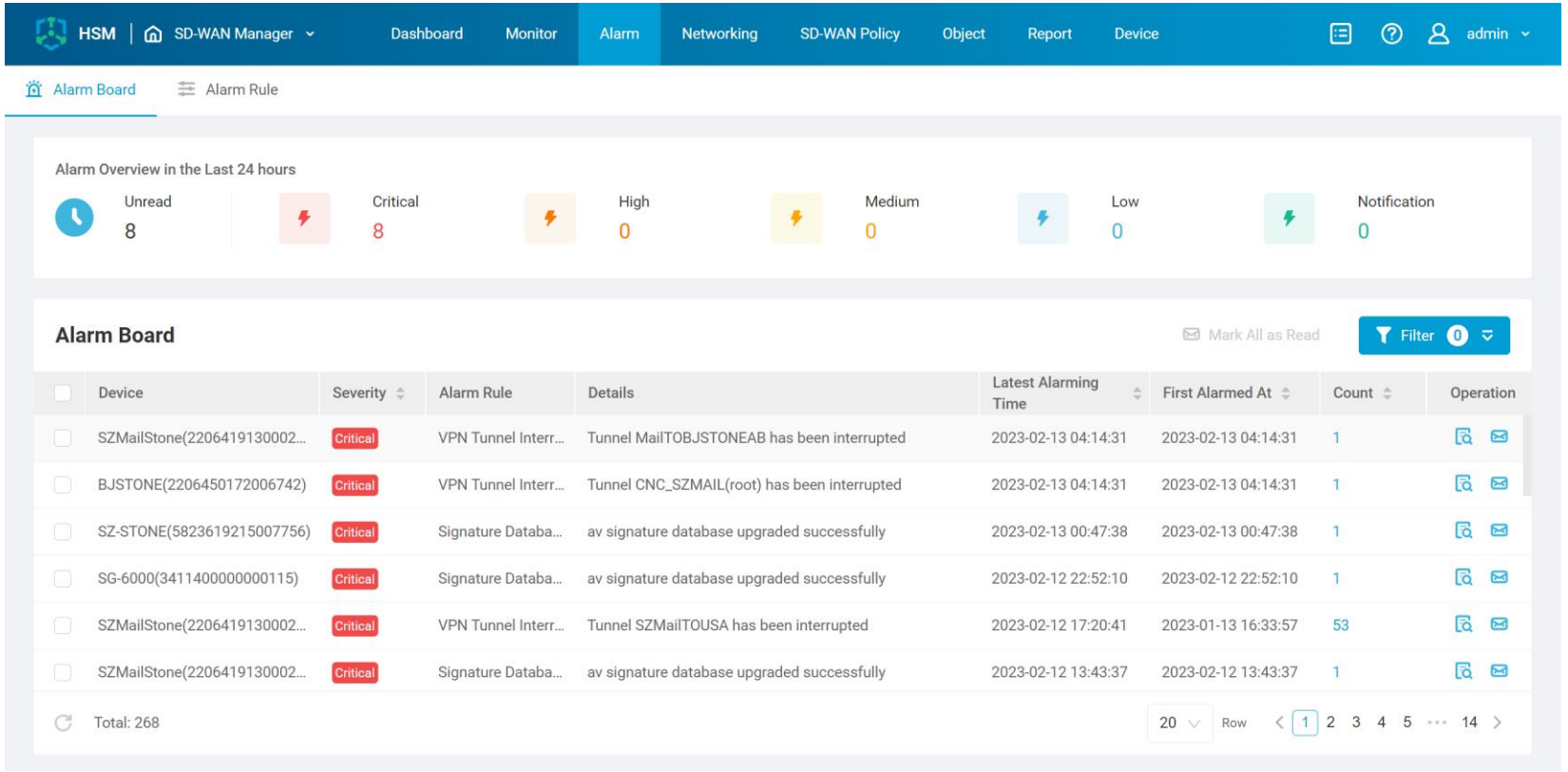
For VPN:

Delay, packet loss, etc.

For system status:

Add/ delete/ modify device/ interface/ zone, link down, signature database upgrade status, etc.

SD-WAN Alarm Dashboard



Features

- Designed for operations
- Support statistics of alarms
- Support details info of each alarm: severity, trigger rule, alarm detail, last alarm time, first alarm time, count. Etc.
- Notification over Email or WeCom app

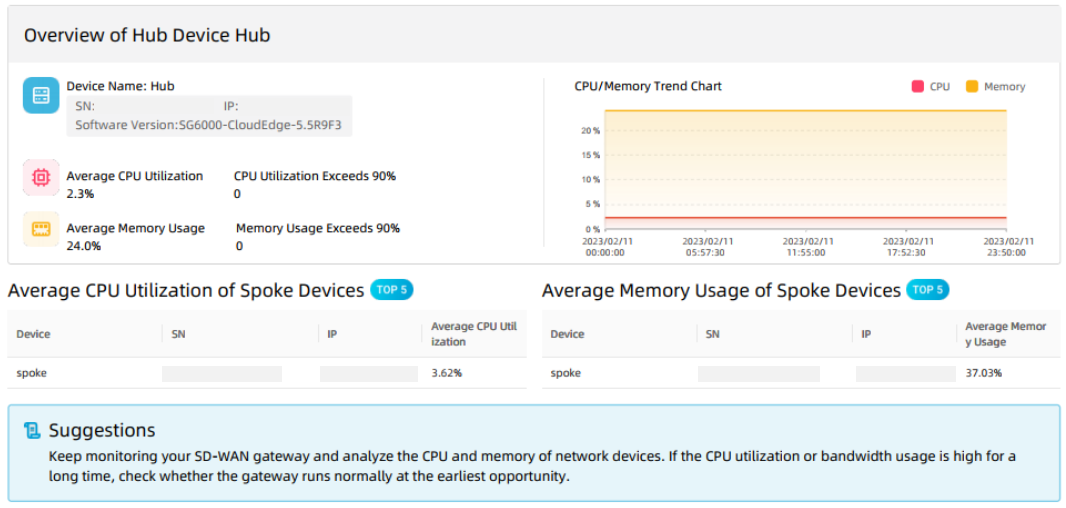
Benefits

- Quick access to an alarm
- Rich data for analysis and troubleshooting
- Efficient Operation and management

Comprehensive SD-WAN Report

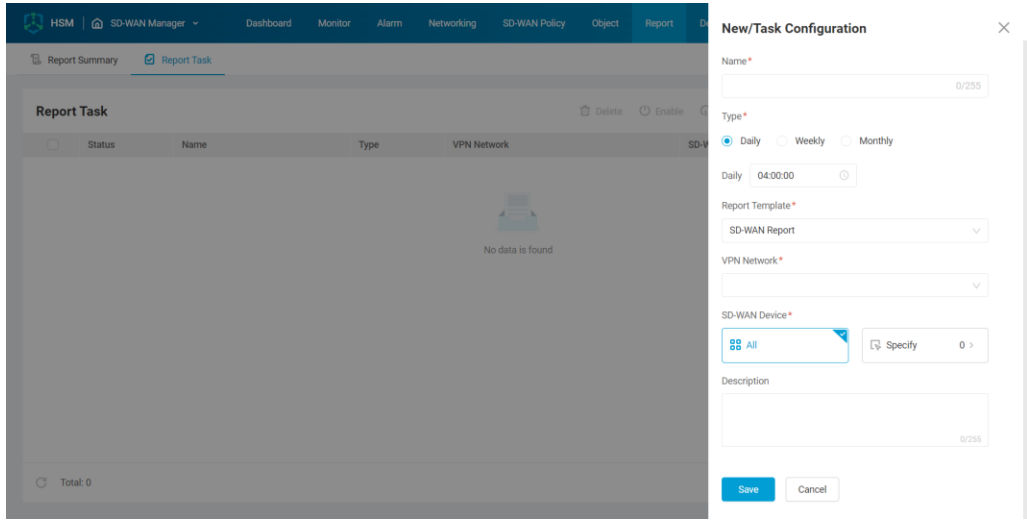
Report Overview

- List all reports
- Provide statistics on operation status of device, traffic and tunnel in the network
- Support export report in PDF

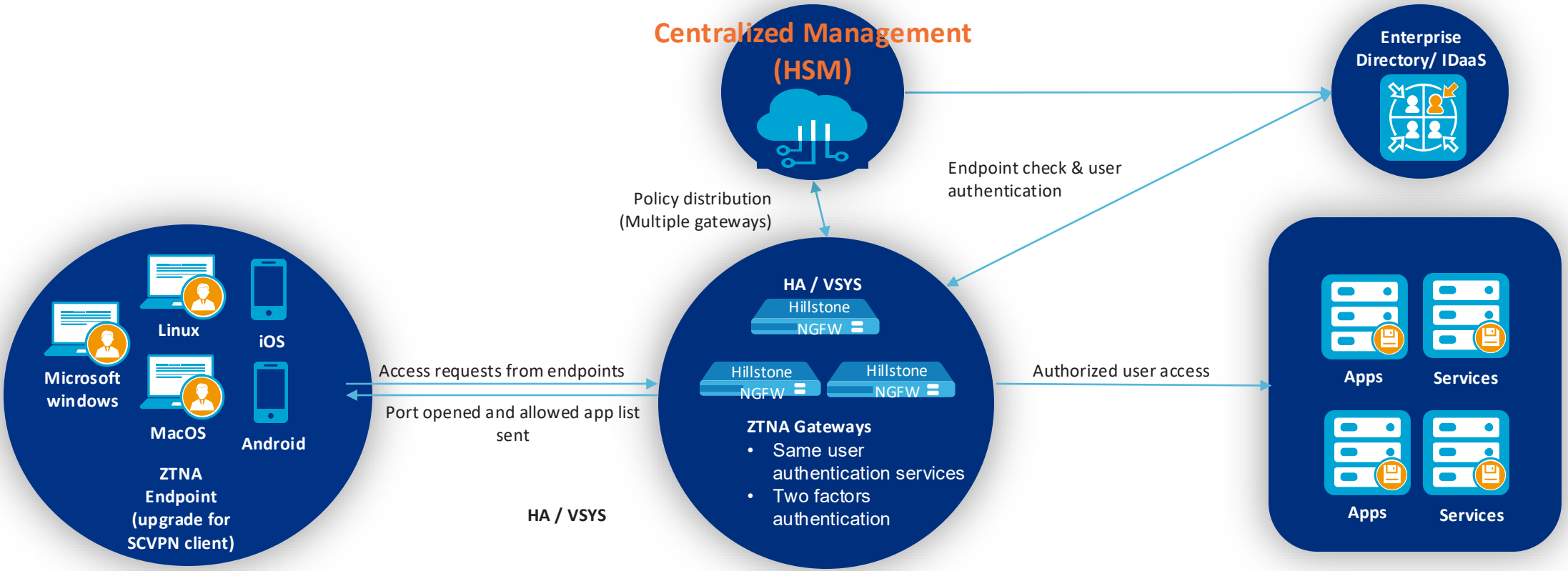


Report Task

- Generate reports periodically (daily/weekly/monthly)
- On-demand report



Hillstone ZTNA Solution Overview

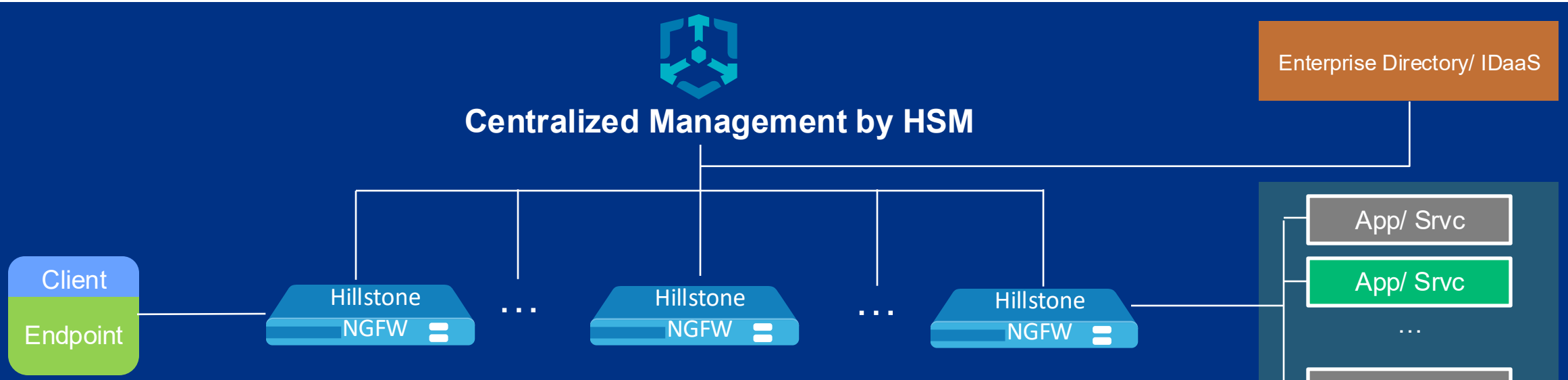


Highlights

- Identity-Based, Least-Privileged Secure Access
- Context-Aware, Adaptive Access Control
- Centralized and Efficient Management
- Award-Winning Enterprise-Grade Security Foundation

Zero Trust

Centralized ZTNA Management



Integrated Device Management

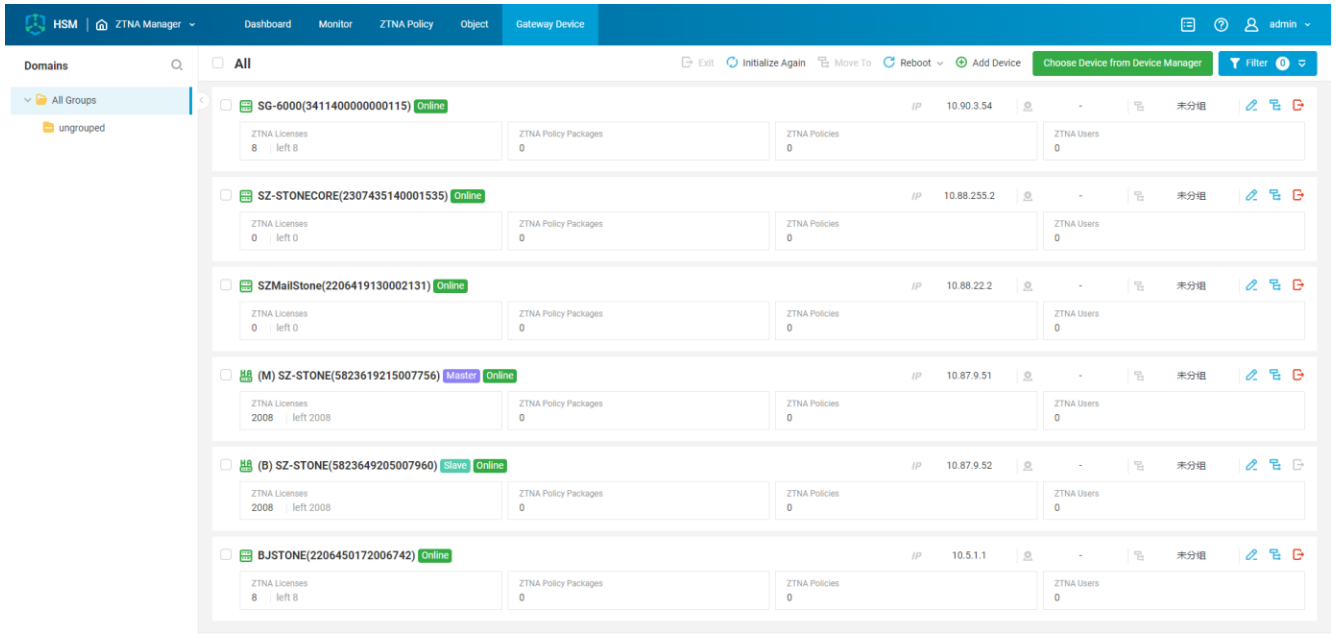
Centralized ZTNA Policy Management

Comprehensive Security Monitoring

Centralized ZTNA Gateway & Policy Management

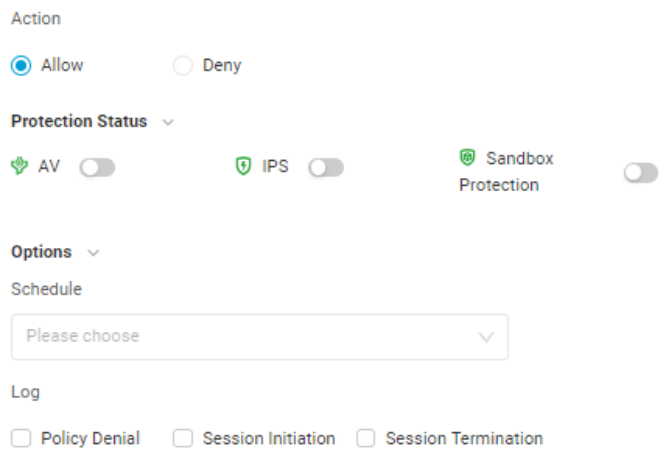
ZTNA Gateway

- Support automatic discovery of ZTNA gateways
- Support choosing device from device manager
- Statistics of ZTNA licenses, ZTNA policies， ZTNA authorized access users, device overview

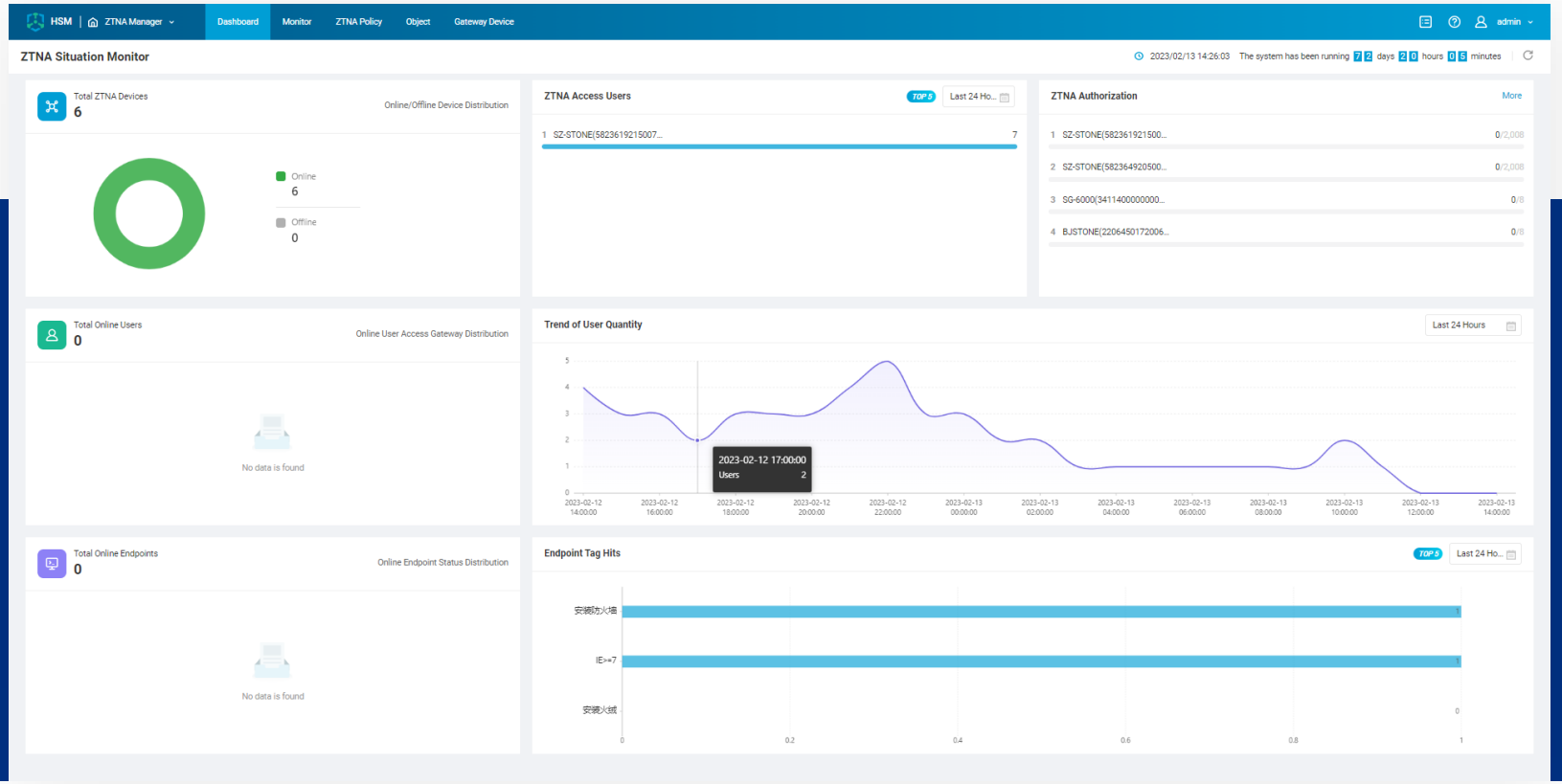


ZTNA Policy

- ZTNA policy package enforcement
- ZTNA individual device policy enforcement



ZTNA Monitoring Dashboard



ZTNA Situation Monitor

- Online/offline device distribution
- Online user access gateway distribution
- Online endpoint status distribution
- ZTNA authorized access users
- ZTNA total users
- Endpoint tag hits

Native Security with Hillstone NGFW

Intrusion Prevention

IP Reputation

URL Filtering

Anti-Virus

Cloud Sandbox

Botnet C2 Prevention

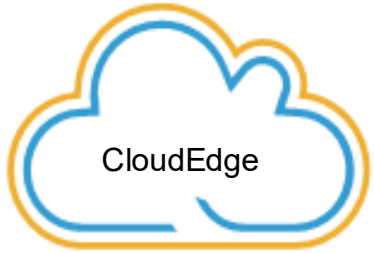
Supported HW Models

E/E-Pro/X Series

A Series

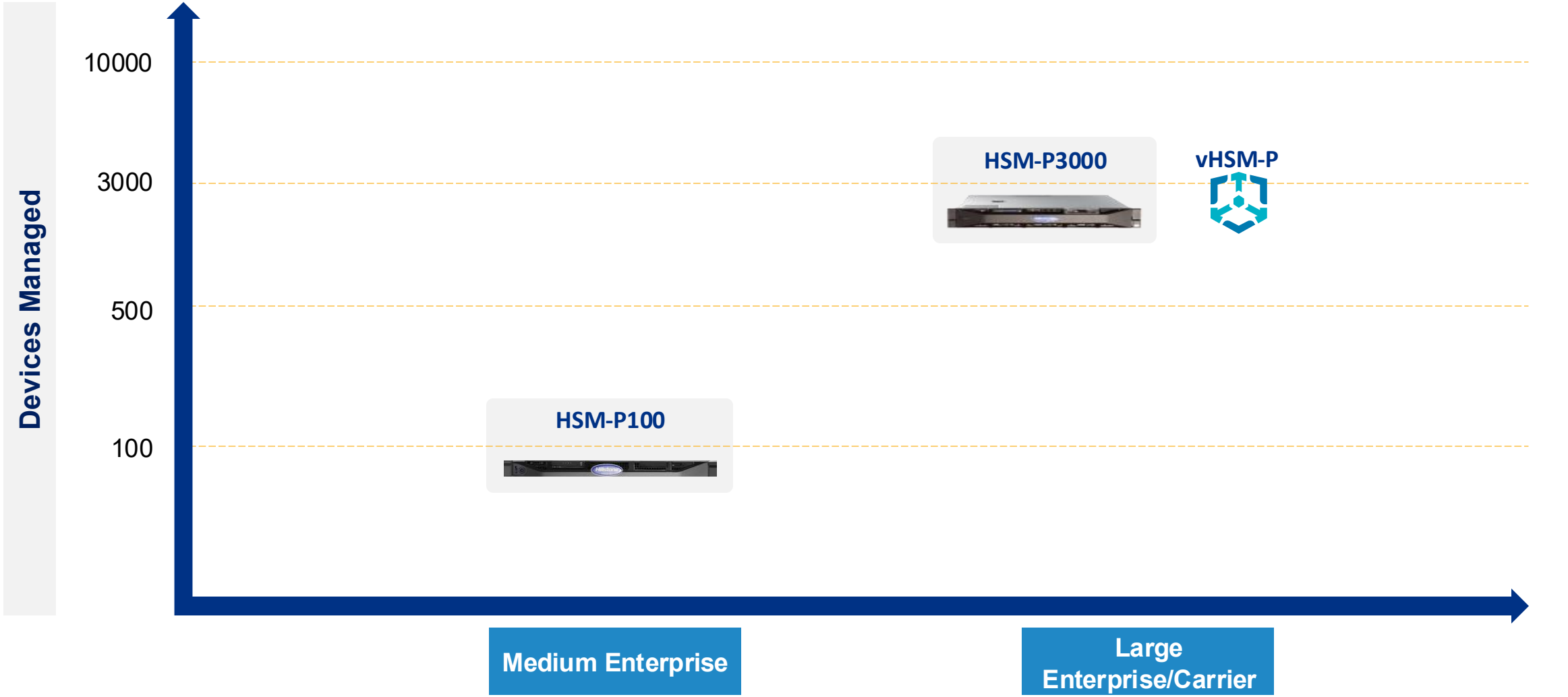
Supported VM Models

CloudEdge



Hillstone HSM Product Portfolio

HSM Product Positioning



HSM Hardware Platform

HSM Platform

HSM-P100

HSM-P3000

HSM Platform

	HSM-P100	HSM-P3000
Supported Devices	100	3000
Storage	SATA:2T	SSD:480G*2, SATA:8T*3
Network Interfaces	2* GE	6* GE
RAID	RAID 0	RAID 5
Power Supply	Single, 250W	Dual, 750W
Form Factor	1RU	2RU

Recommended Hardware Configuration for vHSM-P

Management Capability (Default / Maximum) *	0 / 100	0 / 500	0 / 1000	0 / 3000
vCPU Requirement	8 core	16 core	24 core	16 core (Hyper-Threading)
Memory Requirement	16GB	32GB	64GB	128GB
Port Requirement	2 ports	2 ports	2 ports	2 ports
Hard Disk Requirement (Minimum)	250 GB	250 GB	250 GB	250 GB
Virtual Environment Requirement	Vmware Workstation/ ESXi (6.5 or above)/ KVM (virtmanager 1.5.3 or above)/ AWS/ Huawei Cloud / Alibaba Cloud			

* No device management license by default for vHSM platform. Managed device amount can be obtained by purchasing device management licenses.

HSM SKU

Category	SKU	Definition	Term
Platform	SG-6000-HSM-P100-IN12/24/36/48/60	HSM-P100 Base System w/ HW&SW warranty	1-5 years
	SG-6000-HSM-P3000-AD-IN12/24/36/48/60	HSM-P3000 Base System w/ HW&SW warranty	
	SG-6000-vHSM-P-IN12/24/36	vHSM-P Base system (only platform license by default)/ software upgrade service	1-3 years
Subscription Service	SGSV-vHSM-IN12SU/24SU/36SU	Incremental software upgrade service for vHSM-P platform	1-3 years
Renewal Service	SGSV-HSM-P100-IN12U/24U/36U/12R	Incremental platform service for HSM-P100 (HW & SW maintenance service)	1-3 years for in service renewal and 1-yr for out of service renewal
	SGSV-HSM-P3000-AD-IN12U/24U/36U/12R	Incremental platform service for HSM-P3000 (HW & SW maintenance service)	
Other	SG-6000-HSM-P-DEV-IN	Device management license for each device (applicable to HSM-P100, HSM-P3000 and vHSM-P)	1 device (NGFW)

How to Order

Example 1

- 1 HSM-P100 with 1-year warranty
- Support 100 CPE devices

Order Item	SKU	Quantity
Platform	SG-6000-HSM-P100-IN12	1
License	SG-6000-HSM-P-DEV-IN	100

Example 2

- 1 HSM-P3000-AD with 2-year warranty
- Support 500 CPE devices

Order Item	SKU	Quantity
Platform	SG-6000-HSM-P3000-AD-IN24	1
License	SG-6000-HSM-P-DEV-IN	500

Example 3

- 1 vHSM-P with 1 year upgrade service
- Support 100 devices management

Order Item	SKU	Quantity
Platform	SG-6000-vHSM-P-IN12	1
License	SG-6000-HSM-P-DEV-IN	100

SD-WAN Deployment Scenarios & Winning Cases

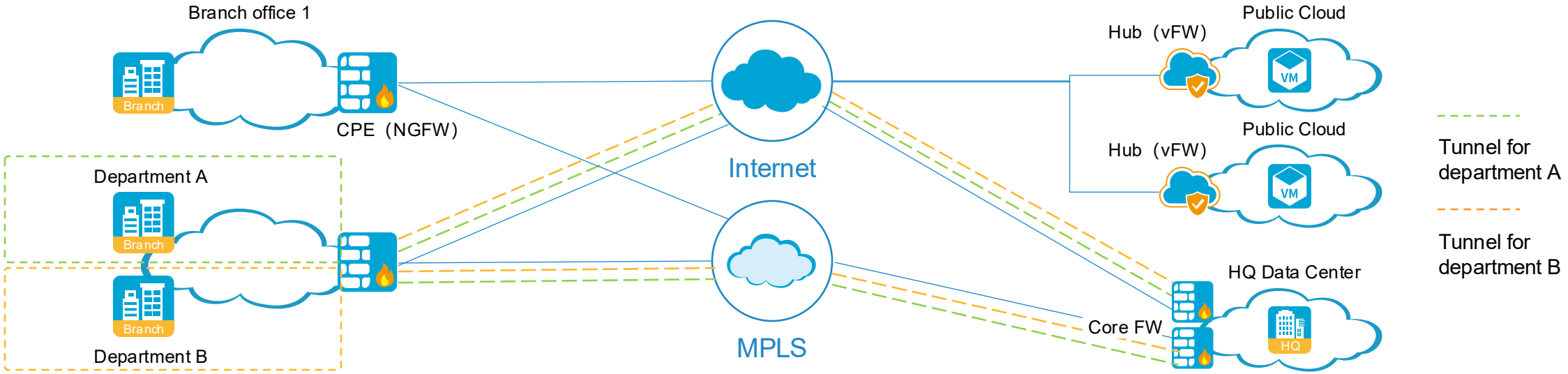
Deployment Scenario
Large Enterprise and Government Branches

Challenges and requirements

- Multiple branches country-wise or globally
- Secure connections between headquarter and branches
- Centralized management and configuration
- Flexible traffic steering policy
- Improved user experience for cloud apps

HSM benefits

- VPN Overly automation and fast business orchestration
- ZTP for quick and efficient deployment
- Centralized management and monitoring with deep visibility
- Native security powered by StoneOS



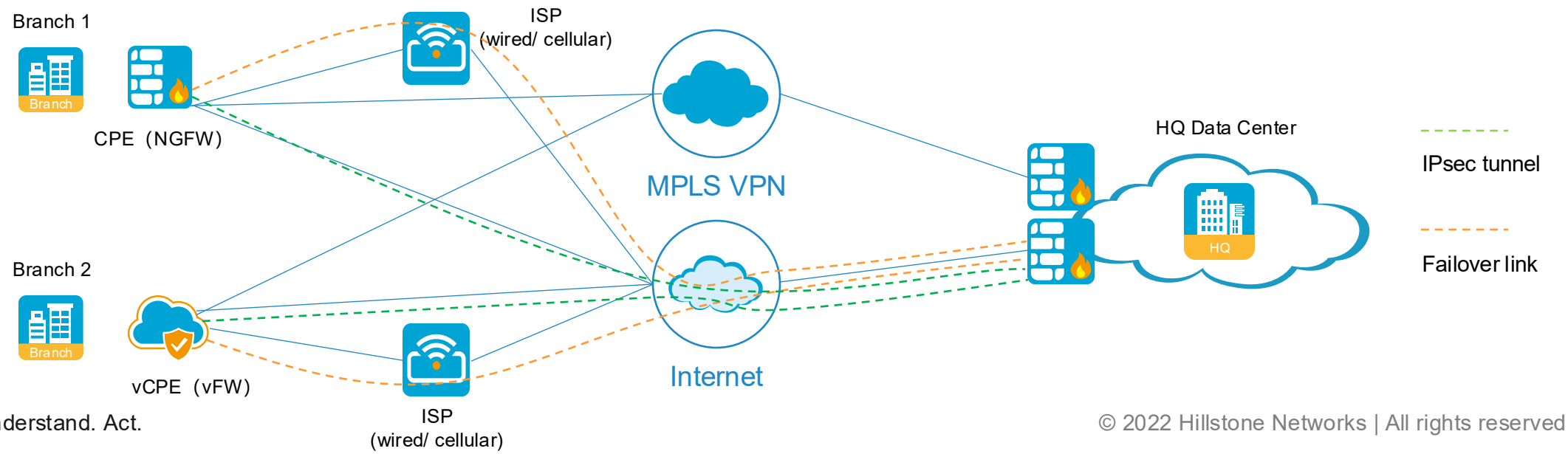
Deployment Scenario
Financial Service Industry

Challenges and requirements

- Ensure critical apps/ services are guaranteed
- Improve user experience for multiple apps and services
- Require high security and high availability
- Low efficiency in managing a large number of branches

HSM benefits

- Smart traffic steering for apps/ services
- Link auto failover, aggregation and load balancing for high performance and high availability
- ZTP and Fast business orchestration
- Centralized management and monitoring



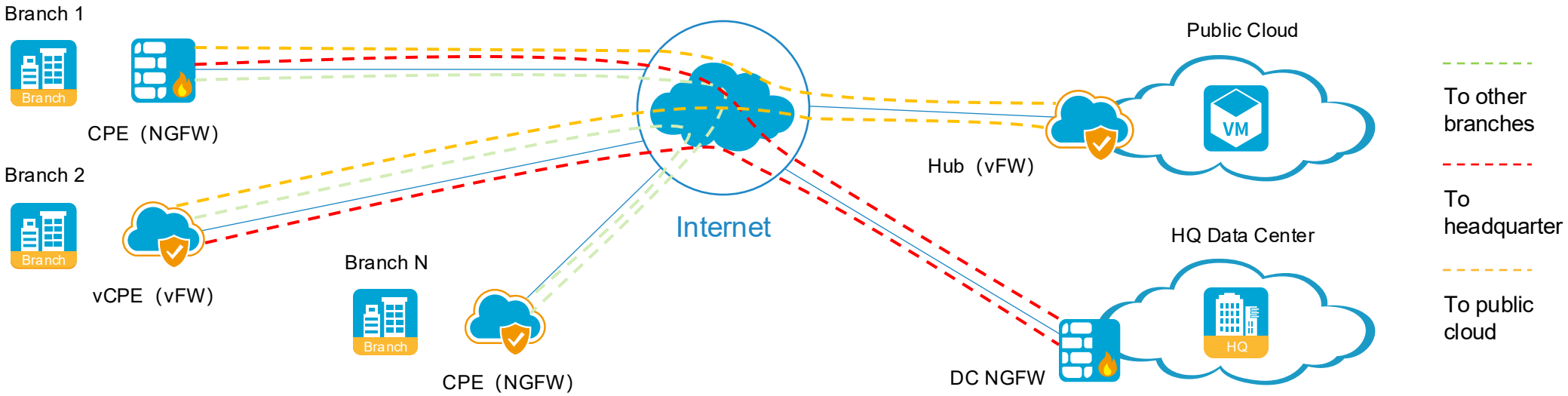
Deployment Scenario Retail

Challenges and requirements

- Massive deployment across different regions with different network condition
- Interconnection between branches and HQ, and among branches.
- Multiple apps/ services, such as CRM, supply chain management, payment, etc.

HSM benefits

- VPN Overlay automation reduce the effort and TCO
- Smart traffic steering for apps/ services
- Quick deployment and business orchestration
- Centralized management and monitoring



Winning Cases: HSM

Cable Color
ISP
Honduras, vHSM

Maxis Berhad
ISP
Malaysia, HSM50

CENACE
Energy
Mexico, HSM50

Grupo ICE
Energy
Costa Rica, HSM50

China Mobile
ISP
China, HSM50

The Secretariat of the Senate
Government
Thailand, HSM50

CN Care
Other
China Hong Kong, SD-WAN, HSM

Dubai International School
Education
UAE, HSM50

First Capital Securities
Finance
China, HSM50

Hua'an Fund Management
Finance
China, HSM50

Royal Thai Embassy
Government
Thailand, vHSM

Ministry of Foreign Affaires
Government
Pakistan, HSM50

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