Respondents: 100 technology executives

**SD-WAN**

- Just starting out: 17%
- Fairly mature: 30%
- Nearly there: 27%
- Just the right level: 15%
- Max value: 8%

**Support Hybrid and Remote Workforce**

- No impact: 9%
- Hardly any: 3%
- Some impact: 16%
- Significant impact: 25%
- Full impact: 33%

**VP**

North America 78%

Europe 22%

**Organization Size**

- 10 employees: 1%
- 27-100 employees: 78%
- 1,001-5,000 employees: 18%
- 5,001-10,000 employees: 2%
- 10,001+: 0%

**Analytics**

- Number one trigger motivating SASE consideration, followed by user experience.
- IT leaders look to maximize the value of their SD-WAN infrastructure. As a result, many organizations are looking to vendor networking and security stack effectively.
- When it comes to SASE, the future is a convergence of vendors that will offer a wide array of well-integrated SASE solutions.
- Fewer vendors with “best-of-breed” capabilities equally.
- Just 18% of respondents said that they prioritize a vendor's current capabilities when it comes to SASE.
- Unsurprisingly, when considering their own SASE journey, two-thirds of respondents say they'd prefer to work with fewer vendors.
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