

WHAT WE DELIVER

BTA delivers a structured deployment of Cisco Identity Services Engine (ISE) using our proven SIMPLE methodology. This service enables your customers to achieve identity-based network access control, device profiling, and segmentation policies – strengthening their Zero Trust posture, improving cyber insurance readiness, and reducing lateral movement risk.

As a partner, you bring the customer relationship. BTA handles the design, deployment, and knowledge transfer.

WHY YOUR CUSTOMERS NEED THIS

- **Cyber insurance requirements** are increasingly mandating network access control and identity verification
- **Zero Trust adoption** requires knowing who and what is on the network before granting access
- **Compliance frameworks** (NIST, CMMC, PCI-DSS, HIPAA) require access control and segmentation
- **Lateral movement** is the leading attack vector in ransomware – ISE directly addresses this

KEY OUTCOMES

- Identity-based access for wired, wireless, and VPN users
- Device visibility and profiling across the network
- Role-based and posture-based access policies
- Foundation for Zero Trust and micro-segmentation
- Documented architecture and low-level design

IN-SCOPE CAPABILITIES

- Cisco ISE architecture and deployment
- Integration with identity providers (Active Directory, etc.)
- Network device (switch, WLC, VPN) integration
- 802.1X authentication for wired and wireless users
- Device profiling and visibility
- Guest access configuration
- Policy creation and enforcement
- Pilot and production rollout



BTA'S SIMPLE METHODOLOGY

S TART

Project Initiation and Alignment

- Project kickoff and stakeholder alignment
- Define business objectives and success criteria
- Confirm scope, timeline, and roles

Deliverables: Project plan and kickoff documentation

I MMERSE

Environment Discovery and Requirements Gathering

- Network infrastructure assessment (switches, WLCs, VPN)
- Identity and directory review
- Endpoint types and authentication methods
- Security and segmentation requirements
- Pilot scope definition

Deliverables: Current state assessment and pilot scope

M AP

Architecture and Policy Design

- ISE architecture design (nodes, personas, redundancy)
- Authentication and authorization policy model
- Device profiling strategy
- Certificate and posture strategy
- Integration and rollout plan

Deliverables: Architecture diagram and design document

P ROVE

Pilot Validation

- ISE installation and base configuration
- Active Directory integration
- Network device integration (pilot switches, WLC, VPN)
- Pilot user and device onboarding
- Policy testing and tuning
- Success criteria validation

Deliverables: Pilot results report and validated configuration

L AUNCH

Production Deployment

- Production node deployment (if applicable)
- Expanded network device integration
- Organization-wide user and device rollout
- Final policy implementation

Deliverables: Production deployment completion

E VOLVE

Optimization and Operational Transition

- Policy refinement and tuning
- Operational runbooks and documentation
- Knowledge transfer sessions
- Executive closeout

Deliverables: Low-level design document and final project report



TYPICAL EFFORT AND SCOPE

Deployment Size	Users	Device Profiles	NADs (Switches/WLCs)	Engineer Hours	PM Hours	Duration
Small	Up to 500	Up to 10	Up to 1	80-120	32	4-6 Weeks
Mid-Size	Up to 2,000	Up to 25	Up to 25	140-200	48	6-10 Weeks
Large	2,000+	25+	100+	Custom	Custom	Custom

CUSTOMER RESPONSIBILITIES

- ✓ Provide access to network infrastructure and identity systems
- ✓ Supply user, device, and location inventories
- ✓ Support pilot communications and change management
- ✓ Provide required Cisco ISE licensing and hardware/VM resources
- ✓ Provide certificate authority integration if required

OPTIONAL ADD-ON SERVICES

- Posture assessment and remediation workflows
- Integration with Cisco TrustSec or micro-segmentation
- Guest and BYOD portals
- Managed ISE operations
- Cyber insurance or Zero Trust advisory

HOW TO ENGAGE BTA

When you identify a customer opportunity, BTA will:

1. Scope the engagement – Joint call to qualify the opportunity and size the deployment
2. Deliver a proposal – BTA provides a statement of work for your customer
3. Execute the project – BTA engineers deliver using the SIMPLE methodology
4. Transition to operations – Knowledge transfer and runbook handoff to the customer

Contact your BTA partner representative to get started.