

Cisco Duo is a user-centric zero-trust security platform with two-factor authentication to protect access to sensitive data for all users by verifying user identity, establishing device trust, and providing a secure connection to company networks and applications.

Benefits:

- Ensure users are who they say they are at every access attempt.
- See every device used to access your applications and continuously verify device health and security posture.
- Provide appropriate permissions for every user accessing any application, anytime and from anywhere.
- Reduce the risk of credential theft by enabling users to securely access their applications with a single username and password.
- Identity Access Management (IAM) provides a user directory with lifecycle mgmt., SSO, phishing-resistant MFA, Passwordless and Device Trust.

Discovery Questions:

- What are your top security initiatives and where does zero trust fit it?
- How do you secure access to your cloud & web apps?
- Are you protecting applications from your **employees' personal devices**?
- What are and how do you protect your most critical applications?
- Can you ensure remote employees access only the apps they need?
- Do you have visibility into all devices accessing your applications?
- What's your BYOD policy?
- Do you have a **compliance** driver? If so, which one?
- Do you currently use an MFA Solution? What apps do you secure with it?
- Do you have **3rd party vendors** needing access (e.g., contractors)?

Common Objections:

- We already have a VPN in place for remote access.
 - o What is the end user experience? What common issues regarding VPN do the end users contact IT support/helpdesk?
- We use Microsoft already. Why should we consider Duo?
 - o Which on-premise apps do you need to enable for remote access? Duo DNG enables access to Web (HTTP/HTTPS), SSH and RDP without requiring any additional services.

Authentication Methods:





















and applications.	_			
Duo Packages:	Free (1-10 Users)		Advantage (Access)	Premier (Beyond)
Unlimited application integrations	(1 10 03C/3)	J	√ (Access)	J
User Trust:				
MFA with Duo Push for iOS and Android				
Verified Duo Push for iOS and Android			·	Š
Passwordless auth to SSO applications		·	`	Š
MFA with security keys	./		·	
Telephony credits 100 credits/user/year				·
User self-enrollment & self-management		`		
Identity Intelligence		<u> </u>		
Device Trust:				
A dashboard of all devices accessing applications			✓	
Monitor and identify risky devices				
Visibility into security health of laptops and desktops			`	
Visibility into security health of mobile devices				·
Identify corporate owned versus BYOD laptops, desktops & mobile				
Identify if a third-party agent is enabled on the device	•			
Adaptive Authentication & Policy Enforcement:				
Assign and enforce security policies globally or per application		.,	./	
Enforce policies based on authorized networks				Š
Enforce policies based on user's location				
Assign and enforce security policies per user group				Ž
Block Tor and anonymous networks			<u> </u>	·
Detect anomalous or risky access				Š
Enforce device trust policies based on security health				Š
Notify users to remediate their devices				
Limit application access based on enrollment management system	ıc			Ž
Trusted Endpoint				·
Risk-Based Authentication:		•	7	Ž
Secure Application Access & Single Sign-On (SSO):				
Cloud-based SSO for all SAML 2.0 applications		./	J	
Easy application access with Duo Central		`		Ž
Passwordless login to Duo Central				
Secure access to internal company web apps and servers via SSH (I	ONG)		•	·
Secure access to Windows servers via RDP (DNG)	,			<u> </u>
Secure remote access to applications hosted in AWS, Azure, and G	CP (DNG)			Ť
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Resources:

At-a-Glance SalesResources Multi-factor Auth Order Guide **Duo Free Trial Knowledge Base Duo Documentation**

Network Gateway (DNG) Identity Intelligence Duo Videos

Duo Packages

Demo Environment Lift Off Guide (deploy) Public page (Duo.com)

Example SKU: DUO-SUB | DUO-EDU-SUB