ERICSSON

2025 ENABLING TECHNOLOGY LEADER

Leveraging Vital Technology to Enhance Products and Applications

RECOGNIZED FOR BEST PRACTICES IN THE GLOBAL SASE FOR THE DISTRIBUTED ENTERPRISE INDUSTRY

FROST & SULLIVAN

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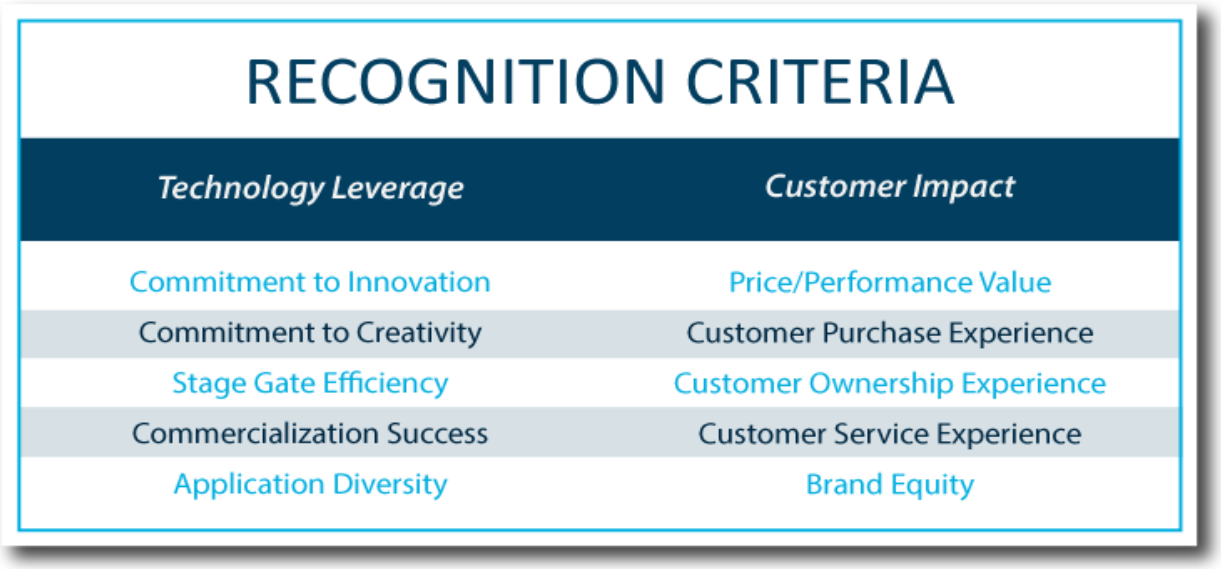
Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Ericsson excels in many of the criteria in the SASE space.



The Transformation of the SASE Industry

> *"Ericsson's NetCloud SASE is fundamentally distinct from legacy SASE offerings. Rather than retrofitting traditional SD-WAN and security services into a cellular environment, Ericsson has built a platform from the ground up that embraces the unique demands of LTE and 5G networks. This cellular-optimized approach gives Ericsson a clear advantage in enterprise IoT-centric deployments, where fixed-line connectivity is either impractical, unavailable, or cost-prohibitive."*
>
> ***- Claudio Stahnke***
> ***Industry Analyst***

In the era of ubiquitous connectivity, the boundaries between physical and digital environments are increasingly dissolving. At the core of this transformation lies the explosive growth of the Internet of Things (IoT), a trend that challenges traditional network architectures and security models. With millions of IoT endpoints distributed across various geographies and industries, enterprises seek scalable, easy-to-manage, and purpose-built security solutions for modern wide-area network (WAN) environments. Ericsson has emerged as a front-runner in this arena with its NetCloud SASE platform, offering a secure, zero-trust foundation tailored for cellular-first environments.

Frost & Sullivan recognizes Ericsson with the 2025 Enabling Technology Leadership Award for its unique ability to combine innovation, performance, and customer impact in delivering a secure and scalable SASE architecture optimized for enterprise IoT deployments. By acquiring Ericom and strategically consolidating WAN and cloud-native security

technologies, Ericsson has established itself as a pioneer in 5G connectivity and as a catalyst for secure digital transformation across industries increasingly reliant on cellular connectivity.

Technology Leverage: An Architecture Designed for Cellular Environments

Ericsson's NetCloud SASE is fundamentally distinct from legacy SASE offerings. Rather than retrofitting traditional SD-WAN and security services into a cellular environment, Ericsson has built a platform from the ground up that embraces the unique demands of LTE and 5G networks. This cellular-optimized approach gives Ericsson a clear advantage in enterprise IoT-centric deployments, where fixed-line connectivity is either impractical, unavailable, or cost-prohibitive.

> *"Customer feedback loops also feed directly into Ericsson's agile roadmap, with feature releases every two months and a focus on real-world needs such as session persistence, encryption flexibility, and remote observability. This responsiveness ensures that Ericsson's innovation remains aligned with customer outcomes, an essential differentiator in fast-moving IoT-driven industries."*
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Central to its innovation is the Secure Connect service, a VPN and Private Access Point Name (APN) replacement that dynamically creates zero-trust networks without relying on legacy site-based VPNs. This provides a significant leap forward for global enterprise IoT rollouts, such as Ericsson's support for a multinational ATM operator. In this case, NetCloud SASE enabled centralized data center communication for ATMs deployed worldwide, solving the complexity and scale limitations previously associated with traditional WAN and VPN setups.

Moreover, Ericsson's SD-WAN implementation goes far beyond the standard by incorporating intelligent bonding, application-based traffic steering, and multi-link failover, ensuring application quality of experience (QoE) even in fluctuating network conditions. These features are especially impactful in vehicle and mobile IoT deployments, where maintaining uptime across carriers, satellite connections, and network slices is critical.

Another standout capability is the platform's support for zero-trust network access (ZTNA), which includes both client and clientless modes. It enables secure remote access to specific resources, such as industrial controllers and other IoT devices, from both managed and unmanaged devices by contractors, BYOD users, and privileged IT users. Clientless ZTNA utilizes isolation-based access via remote browser isolation technology to enforce airgaps. This innovation helps prevent malware from spreading to compromised endpoints, a crucial requirement in IoT environments with thousands of distributed assets.

Lastly, Ericsson's commitment to AI-driven automation stands out through NetCloud's AIOps and the Virtual Expert ANA. This LLM-based assistant provides step-by-step network configuration and policy recommendations. ANA is being further enhanced to support multimodal outputs and agentic reasoning. It offers an intuitive interface to define SD-WAN or security policies in plain language, transforming how lean IT teams manage sprawling IoT deployments.

Customer Impact: The Global SASE for the Distributed Enterprise Industry

Ericsson truly excels in addressing the operational constraints of lean IT teams and distributed enterprises. Its SASE solution streamlines not only network management but also deployment. Customers can create a zero-trust network in under six minutes, dramatically reducing provisioning time for new enterprise-class IoT devices or temporary sites.

One example is a global manufacturer of machines operating in industries like agriculture and recycling. Using Ericsson's clientless ZTNA, the company securely granted remote maintenance access to contractors across hundreds of global deployments while protecting private corporate applications from these users' unmanaged devices and maintaining full audit trails. This model showcases Ericsson's zero-trust implementation's flexibility, granularity, and alignment with industrial Internet of Things (IIoT) requirements.

Another impactful deployment includes a large-scale public safety agency managing a fleet of connected emergency vehicles. These vehicles utilize Ericsson's SD-WAN intelligent bonding, which combines multiple cellular and satellite connections to maintain consistent uplink capacity, crucial for uploading video or telemetry data. The customer also utilizes ZTNA to securely connect to command center applications and assets, all of which are configured under a single, unified policy engine.

Customers repeatedly highlight Ericsson's unified management experience, which leverages the NetCloud Manager platform to bring SD-WAN, 5G, and SASE together into a single pane of glass. This is not just a visual simplification; customers can configure security and networking policies through the same interface and data lake, ensuring consistency and reducing errors. The platform's zero-trust foundation is not bolted on; it is inherently designed into every service, enhancing security while simplifying operations.

Customer feedback loops also feed directly into Ericsson's agile roadmap, with feature releases occurring every two months and a focus on addressing real-world needs, such as session persistence, encryption flexibility, and remote observability. This responsiveness ensures that Ericsson's innovation remains aligned with customer outcomes, a key differentiator in fast-moving, enterprise-class IoT-driven industries.

Strategic Execution: Powering the Secure Edge for a Connected Enterprise

Ericsson's SASE solution offers unmatched application diversity, serving various industries including public safety, utilities, retail, education, and construction. From small fast-food branches relying on cellular primary connectivity to nationwide deployments of industrial equipment, Ericsson's flexible cloud, hybrid, and on-premise models ensure that its technology meets each segment's regulatory, geographic, and operational demands.

With over 250 customers already deployed on the unified NetCloud SASE platform, and tens of thousands more transitioning from legacy Cradlepoint and Ericom solutions, Ericsson is scaling its reach without compromising performance. Its global infrastructure includes 36 Points of Presence (PoPs), which are strategically distributed and cloud-agnostic, allowing Ericsson to stand up new nodes within days based on customer proximity, traffic demand, or cloud provider preference.

Beyond scale, Ericsson is committed to building a future-proof SASE platform. Confidential roadmap details reveal further investment in network slicing support, micro-segmentation for OT environments, and encryption flexibility tailored for cellular networks. These enhancements future-proof the solution and align directly with Industry 4.0 trends and regulatory pressures for secure, deterministic connectivity.

Ericsson's cellular-first approach presents a clear value proposition in a market crowded with generic SASE offerings. It provides the performance, visibility, and trust required to securely, reliably, and with minimal friction connect thousands of enterprise class IoT devices and mobile sites to the cloud.

Conclusion

Ericsson’s NetCloud SASE represents the convergence of innovation and customer-centricity. By optimizing for cellular deployments and embracing a zero-trust mindset, Ericsson has created a unique platform that unlocks the full potential of enterprise-class IoT connectivity. Its holistic integration of SD-WAN, ZTNA, web security, and AI-driven operations within a unified management experience exemplifies excellence in secure networking. Ericsson earns Frost & Sullivan’s 2025 Global Enabling Technology Leadership Recognition for its strong overall performance in the SASE industry.

What You Need to Know about the Enabling Technology Leadership Recognition

Frost & Sullivan's Enabling Technology Leadership Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Enabling Technology Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

		VALUE IMPACT	
STEP		WHAT	WHY
1	**Opportunity Universe**	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	**Transformational Model**	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	**Ecosystem**	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	**Growth Generator**	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	**Growth Opportunities**	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	**Frost Radar**	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	**Best Practices**	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	**Companies to Action**	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)

