

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.

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.**
 - 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?**
 - 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:



Duo Packages:

	Free	Essentials (MFA)	Advantage (Access)	Premier (Beyond)
Unlimited application integrations	✓	✓	✓	✓
User Trust:				
MFA with Duo Push for iOS and Android	✓	✓	✓	✓
Verified Duo Push for iOS and Android		✓	✓	✓
Passwordless auth to SSO applications		✓	✓	✓
MFA with security keys	✓	✓	✓	✓
Telephony credits 100 credits/user/year		✓	✓	✓
User self-enrollment & self-management		✓	✓	✓
Identity Intelligence ¹			Coming soon!	Coming soon!
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		✓	✓	✓
Enforce policies based on user's location			✓	✓
Assign and enforce security policies per user group		✓	✓	✓
Block Tor and anonymous networks			✓	✓
Detect anomalous or risky access			✓	✓
Enforce device trust policies based on security health			✓	✓
Notify users to remediate their devices			✓	✓
Limit application access based on enrollment management systems				✓
Trusted Endpoint		✓	✓	✓
Risk-Based Authentication:				
Secure Application Access & Single Sign-On (SSO):				
Cloud-based SSO for all SAML 2.0 applications		✓	✓	✓
Easy application access with Duo Central		✓	✓	✓
Passwordless login to Duo Central		✓	✓	✓
Secure access to internal company web apps and servers via SSH (DNG)				✓
Secure access to Windows servers via RDP (DNG)				✓
Secure remote access to applications hosted in AWS, Azure, and GCP (DNG)				✓

Resources:

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|--------------------------------|-----------------------------------|--|---|
| SalesConnect | At-a-Glance | Identity Intelligence ¹ | Demo Environment |
| Order Guide | Selling Duo | Duo Level Up | Lift Off Guide (deploy) |
| Knowledge Base | Multi-factor Auth | Duo Packages | Public page (Duo.com) |
| | Duo Free Trial | | |