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TRANSFORM

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Can a Real Security Platform Please Stand Up?

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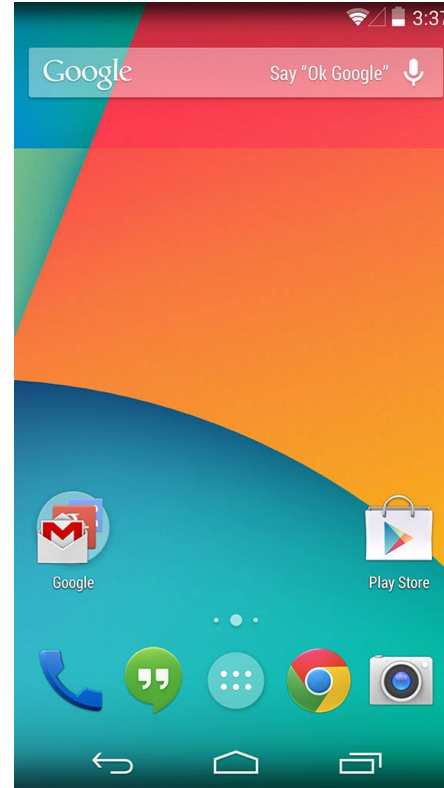
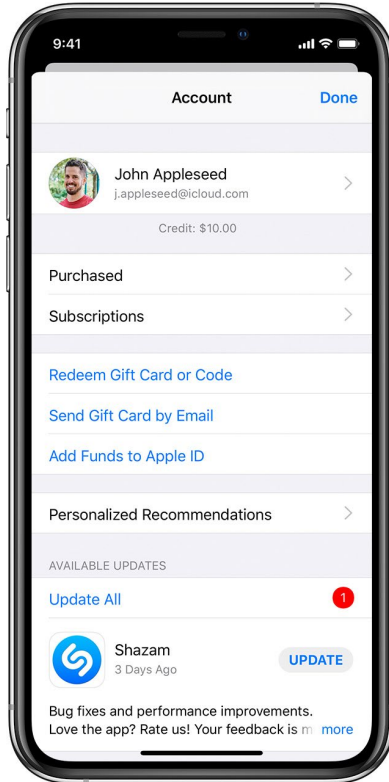
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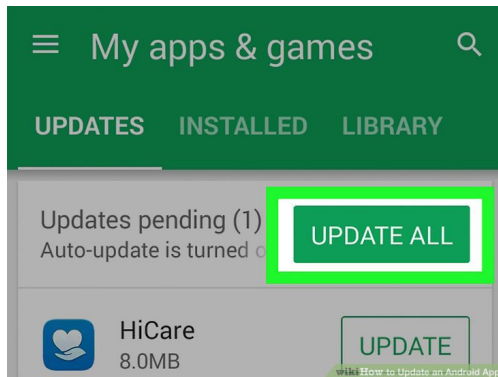
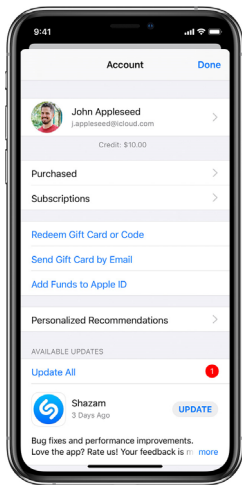
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Two Types of People



Two Types of People

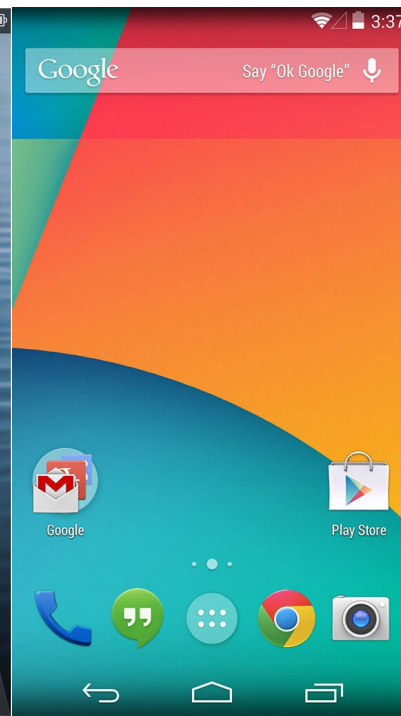
- Update their Software



- Don't Update their Software.



IOS 6



Android 4.4 Kitkat

We're going to have a problem here

#RSAC

CYBER SCAPE

2021

The image displays a comprehensive grid of cybersecurity company logos, organized into 18 distinct categories. The categories are as follows:

- Network & Infrastructure Security:** Includes logos for Advanced Threat Protection, NAC, SD-WAN, DDoS Protection, DNS Security, Network Firewall, and Network Analysis & Forensics.
- Web Security:** Features logos for Authentication, Check Point, and various web security solutions.
- Endpoint Security:** Lists logos for Endpoint Prevention, Endpoint Detection & Response, and various endpoint security products.
- Application Security:** Includes logos for WAF & Application Security, Application Security Testing, and various application security solutions.
- MSSP:** Divided into Traditional MSSP and Advanced MSS & MDR.
- Data Security:** Includes Encryption, DLP, Data Privacy, and Data Center Security.
- Mobile Security:** Features logos for Mobile Security, Mobile Device Management, and various mobile security solutions.
- Risk & Compliance:** Includes Risk Assessment & Visibility, Risk Quantification, Pen Testing & Breach Simulation, and Security Awareness & Training.
- Security Ops & Incident Response:** Lists logos for SIEM, Security Incident Response, and various security operations tools.
- Threat Intelligence:** Includes logos for Threat Intelligence, Threat Detection, and various threat intelligence solutions.
- IoT:** Features logos for IoT Devices, IoT Security, and various IoT security solutions.
- Messaging Security:** Includes logos for Messaging Security, Email Security, and various messaging security solutions.
- Identity & Access Management:** Lists logos for Authentication, Privileged Management, Identity Governance, and Consumer Identity.
- Digital Risk Management:** Includes logos for Digital Risk Management, Digital Reputation, and various digital risk management solutions.
- Security Consulting & Services:** Features logos for Security Consulting & Services, Security Audits, and various security consulting firms.
- Blockchain:** Includes logos for Blockchain, Blockchain Security, and various blockchain solutions.
- Fraud & Transaction Security:** Lists logos for Fraud & Transaction Security, Fraud Detection, and various fraud prevention solutions.
- Cloud Security:** Includes logos for Container, Infrastructure, CASB, and various cloud security solutions.

Dissolving perimeters making everything more complicated



75%

of office workers will be remote full/part-time; almost all using the cloud

3,500,000+

security jobs open

Too Many

security products, policies, vendors;
too little visibility & control

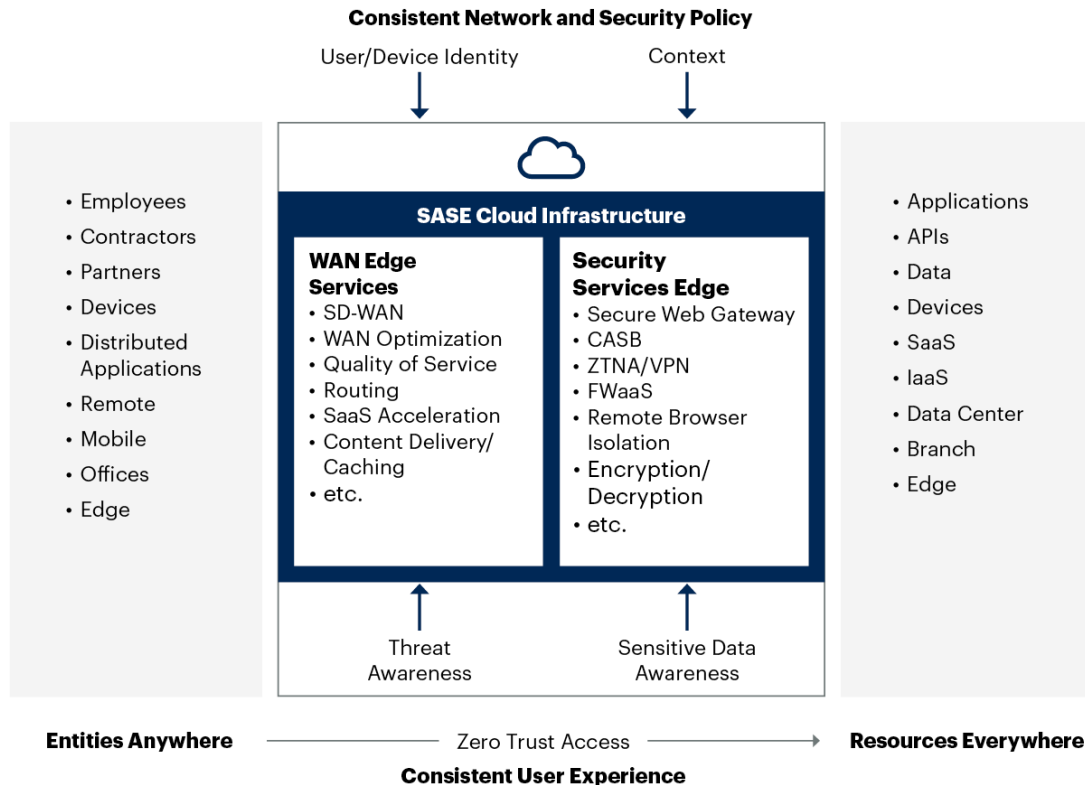
Gartner's converged architecture: SASE and SSE

Business Outcomes:

- 1) Risk Transfer
- 2) Vendor Consolidation
- 3) Staff Reduction

CISO Outcome

- 1) Alignment with Business
- 2) Increased Visibility, Control and Protection



Source: Gartner
741491_C

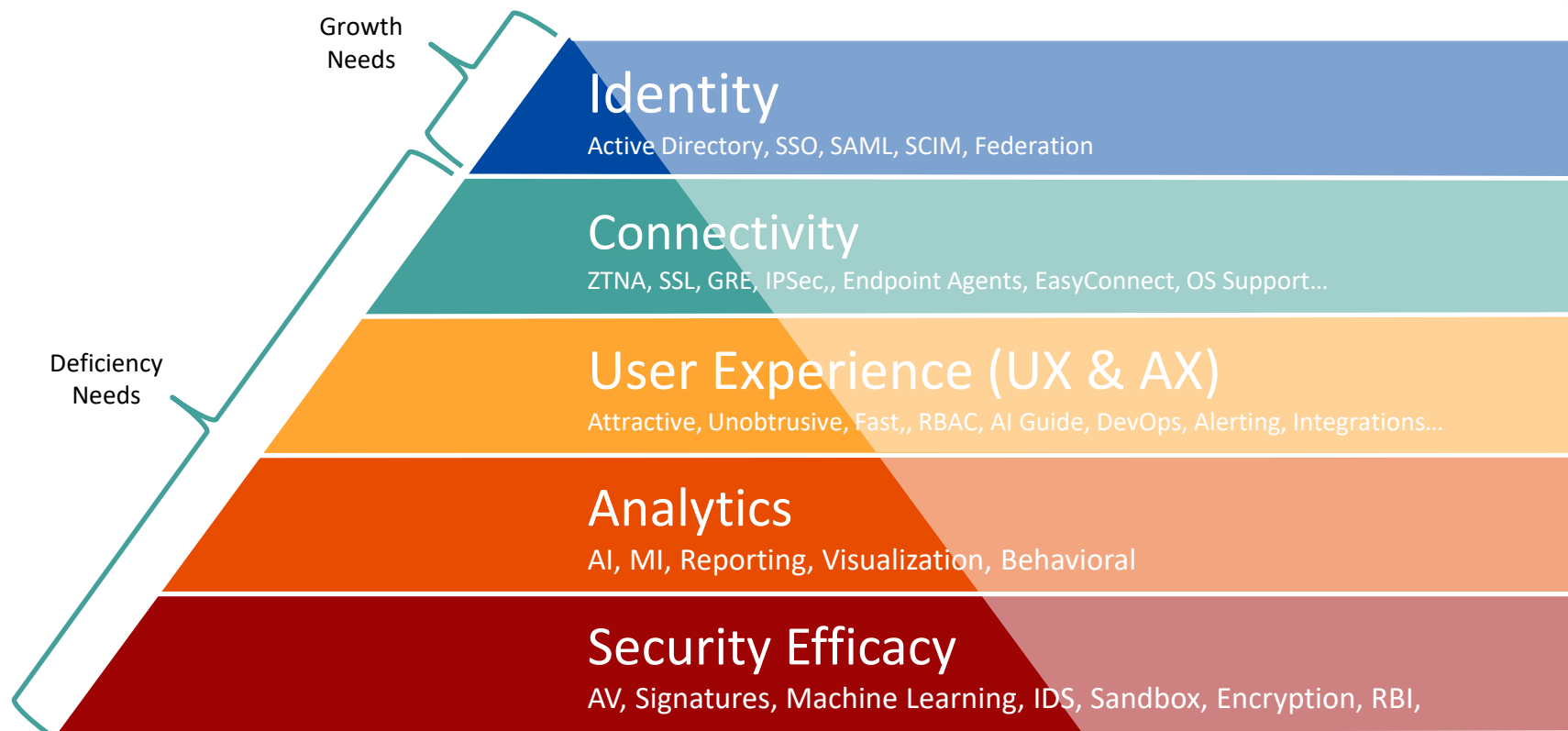
Maslow's Hierarchy of Needs



Business Hierarchy of Needs



Security Industry's Hierarchy of Needs



Business View of Security Industry's Perspective

Identity

Active Directory, SSO, SAML, SCIM, Federation

Connectivity

ZTNA, SSL, GRE, IPSec,, Endpoint Agents, EasyConnect, OS Support...

User Experience (UX & AX)

Attractive, Unobtrusive, Fast,, RBAC, AI Guide, DevOps, Alerting, Integrations...

Analytics

AI, MI, Reporting, Visualization, Behavioral, **Value** Proposition

Security Efficacy

AV, Signatures, Machine Learning, IDS, Sandbox, Encryption, RBI

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Can the Real Platform Please Stand Up?



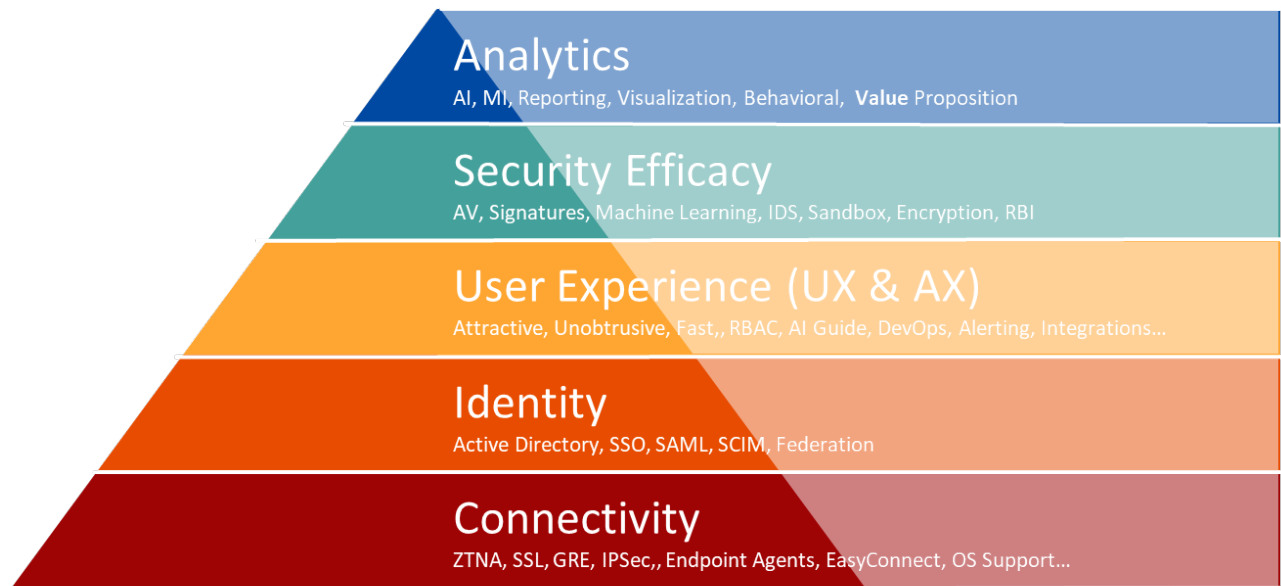
Align with the Business/Customers

Security

- 1) Avoid Shiny Object Syndrome
- 2) Embrace Simplicity
- 3) Prioritize based on Business needs

Outcome:

- 1) Business Alignment
- 2) Increased Visibility, Control and Protection



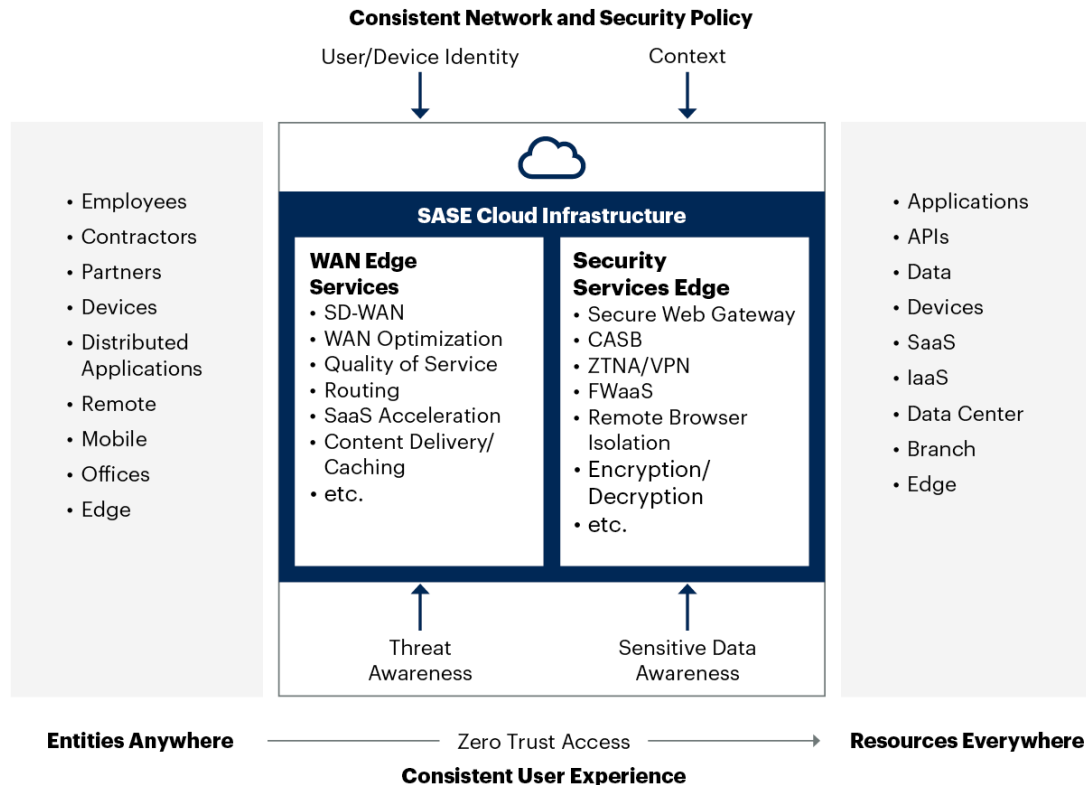
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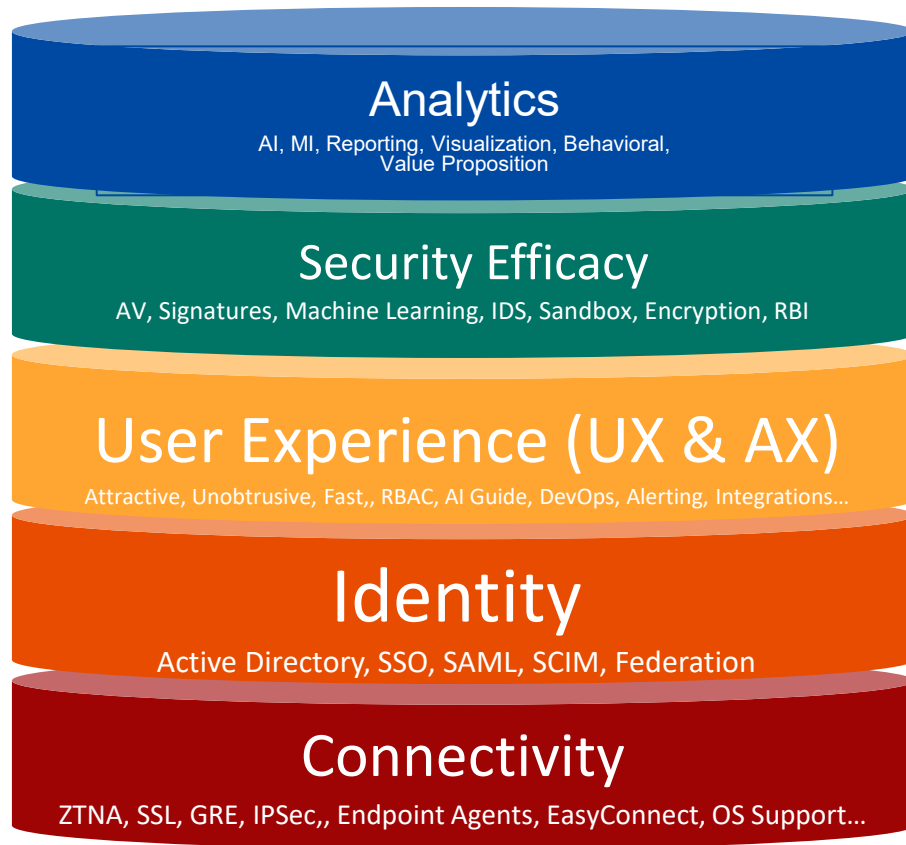
CISO Outcome

- 1) Alignment with Business
- 2) Increased Visibility, Control and Protection

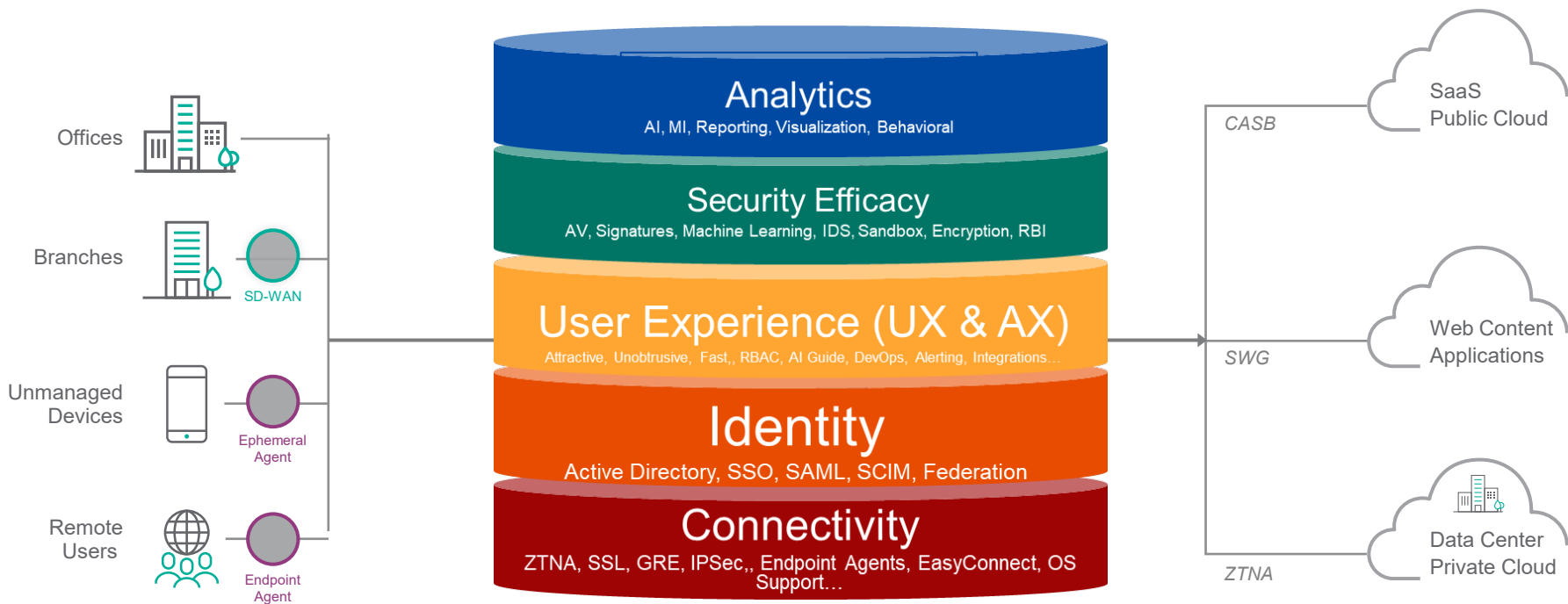


Source: Gartner
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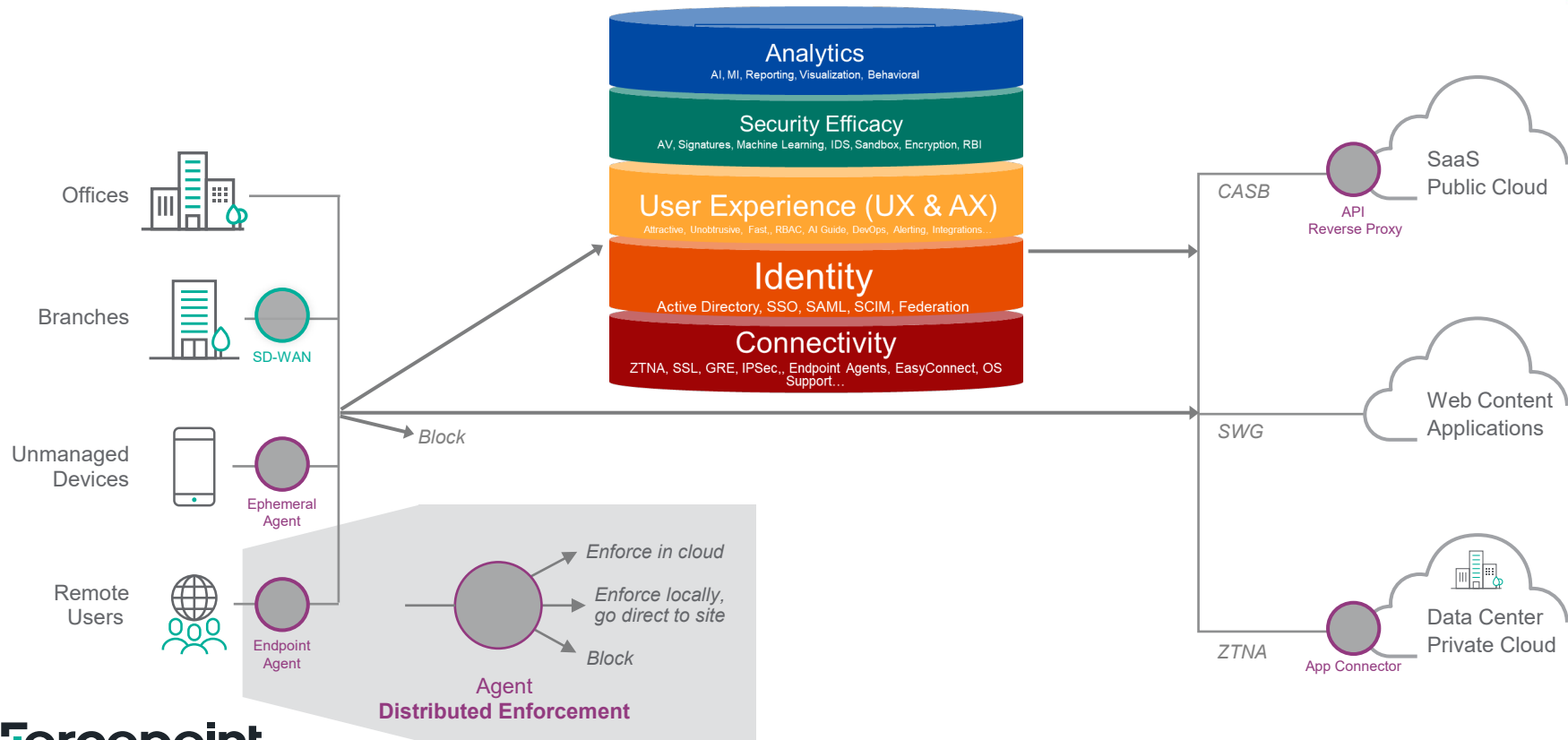
A Simplified, Unified Cloud Security Platform



Centralized management, Centralized Enforcement



Centralized management, Distributed Enforcement



Top 5 Questions to Ask a Security vendor?

1. Connectivity options
 - How I get connect my people/applications to your service?
2. Scalability
 - Scale performance from thousands to hundreds of thousands
 - Are they in it for the long-term?
 - How do you scale with my needs?
3. Login/Identity – Can I access from any device
 - May I use a single login to manage all the devices, services an applications?
4. User experience – How fast and functional is it?
 - Is it intuitive?
 - Can it bring together my networking and security teams?
 - I apply policies uniformly everywhere on my people, devices and applications?
5. How do I know this provides value?
 - How do I measure value to my business?

For more information, see
“A Seven-Stage Strategy for Migrating to Security Service Edge (SSE)”



Thank you!



SCAN ME