

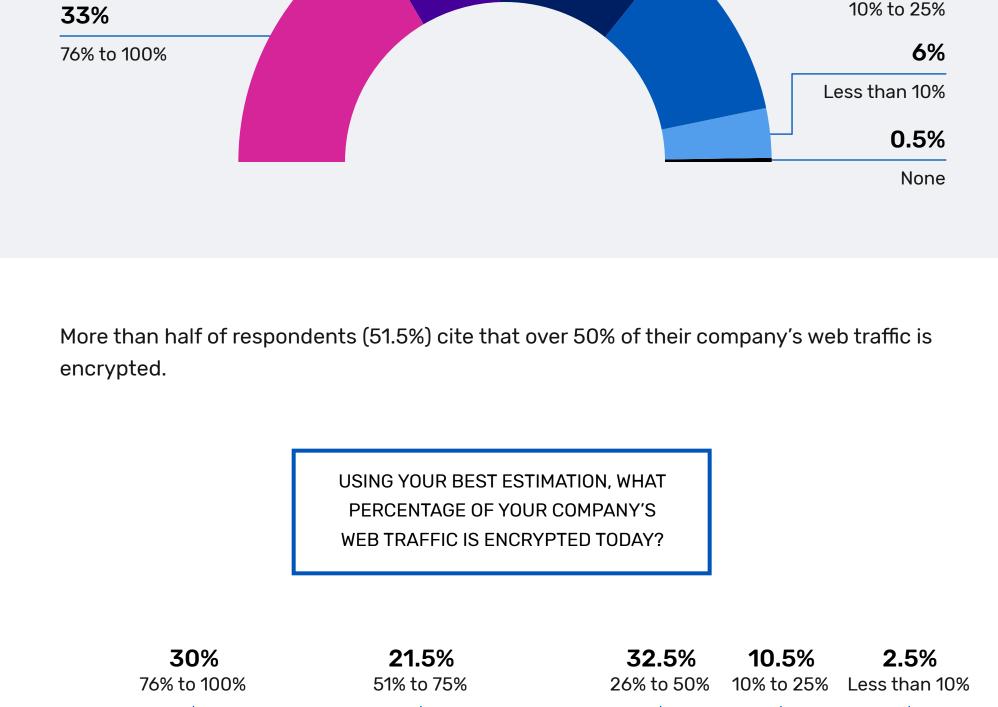
16% 6.5% 24.5% 49.5% Moderately No, it is unlikely Very likely Somewhat likely likely 3.5% No, and I know with complete certainty 93.5% of technology leaders say their company inspects more than 10% of their web traffic for attacks, intrusions and malware.

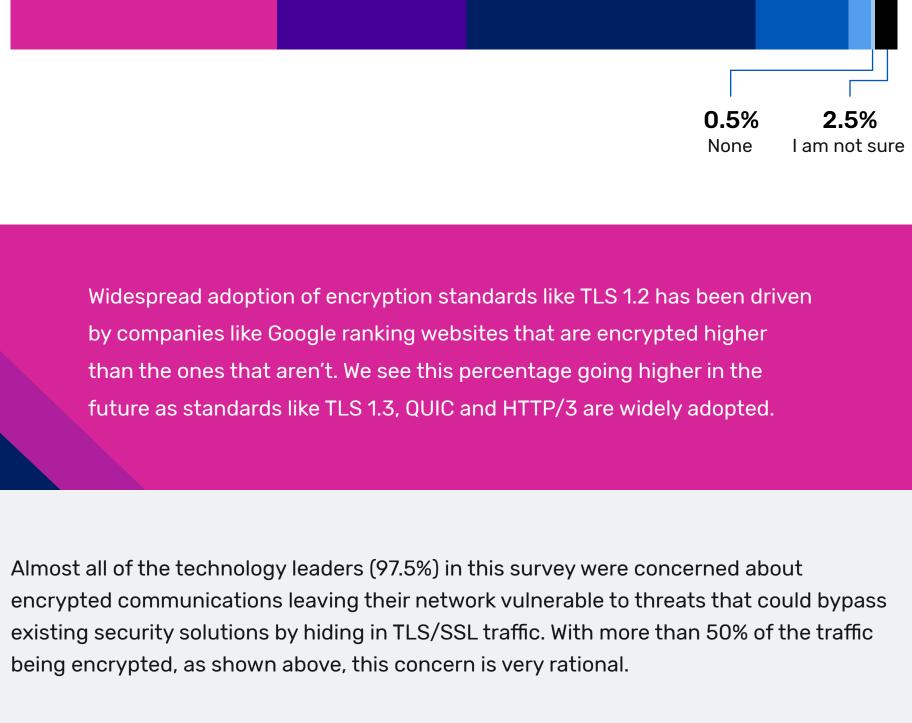
16% 22.5% 51% to 75% 26% to 50%

WHAT PERCENTAGE OF YOUR COMPANY'S TOTAL WEB TRAFFIC

IS INSPECTED FOR ATTACKS. INTRUSIONS AND MALWARE?

22%





HOW CONCERNED ARE YOU THAT ENCRYPTED COMMUNICATIONS WILL LEAVE

YOUR NETWORK VULNERABLE TO HIDDEN THREATS THAT ARE ABLE TO

BYPASS EXISTING SECURITY SOLUTIONS BY HIDING IN TLS/SSL TRAFFIC?

7.5%

Very concerned

2.5%

Not at all concerned

32% Somewhat concerned 58% Moderately concerned

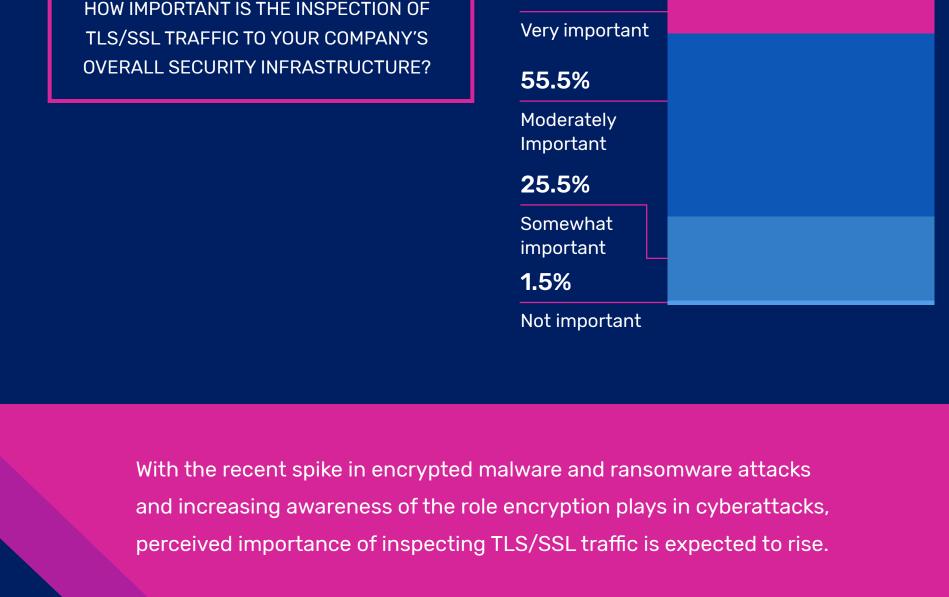
Decryption is essential to inspect TLS/SSL traffic but lack of

17.5%

resources and privacy concerns hold some back

The majority of respondents (73%) think that the inspection of TLS/SSL traffic is

moderately or very important to their company's overall security infrastructure.



But, one in five respondents (20%) do not decrypt web traffic to detect attacks, intrusions

and malware. This can lead to the creation of an encrypted blind spot where malware can

20%

21%

I'm not sure

8%

7%

5%

No performance

degradation

I am not sure

Not currently decrypting SSL traffic today

No

make it through the network defenses undetected.

DOES YOUR COMPANY DECRYPT

WEB TRAFFIC TO DETECT ATTACKS,

INTRUSIONS AND MALWARE?

concerns about inspection (30%).

48%

28.5%

3.5%

Moderate degradation

Significant degradation

metadata (55.5%).

packet inspection

a secondary feature

user experience.

their network's encrypted traffic.

Commercial platform that utilizes deep

Security solutions with decryption added as

56%

56%

Some degradation

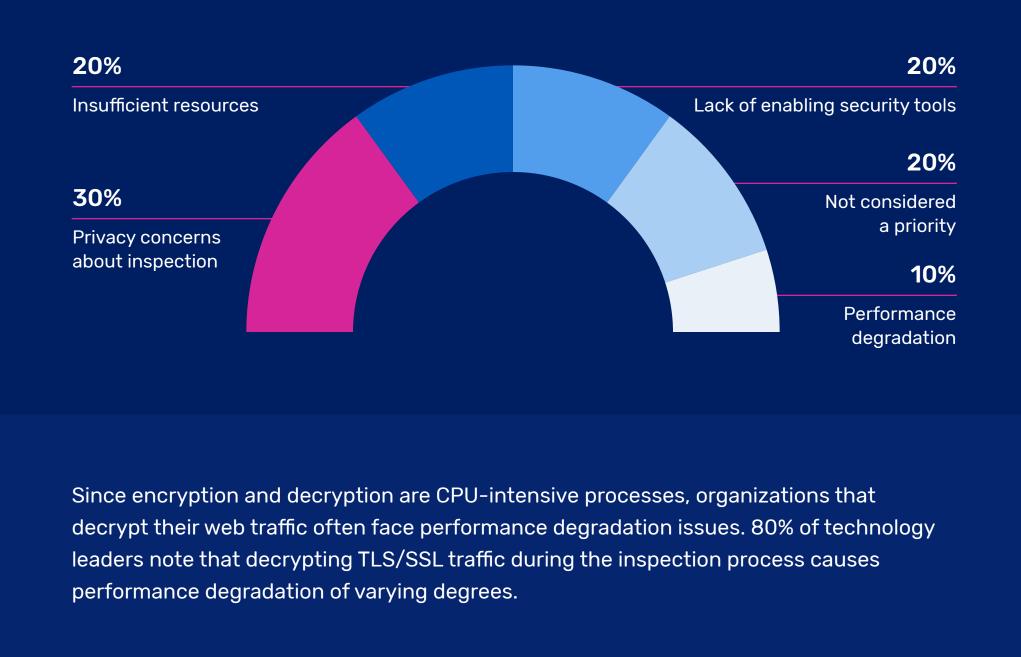
Where web traffic is not decrypted for inspection, the most common reason is privacy

IF YOUR COMPANY DOES NOT INSPECT

DECRYPTED WEB TRAFFIC, WHY NOT?

59%

Yes



WHEN YOUR COMPANY CURRENTLY DECRYPTS TLS/SSL

TRAFFIC DURING THE INSPECTION PROCESS, HOW MUCH

PERFORMANCE DEGRADATION DOES IT RESULT IN?

An ideal decryption and inspection solution proves ROI, is secure, highly scalable, and meets compliance requirements The top methods for decrypting and inspecting encrypted traffic are commercial

platforms that utilize deep packet inspection (56%), security solutions, like NGFWs, with

HOW DOES YOUR COMPANY INSPECT DECRYPTED TRAFFIC?

55.5%

28%

Homegrown traffic

monitoring systems

Commercial platform that utilizes metadata

9.5% We don't inspect decrypted traffic

16.5%

Manual

process

57.5%

51.5%

39%

33%

32.5%

21%

inspection

decryption added as a secondary feature (56%), and commercial platforms that utilize

Security solutions with decryption as a secondary feature are not designed for handling these compute-intensive processes. This can subject devices to high levels of performance degradation, which creates performance bottlenecks in the network. Additionally, organizations that rely on more than one security solution, e.g. NGFWs, IPS, DLP, AV solutions etc., must conduct the decryption and re-encryption processes in a distributed way, on each solution separately, in order to gain full traffic

inspection and visibility. As a result, they will add lag to the network traffic and deteriorate

56.5% of tech leaders utilize dedicated TLS/SSL inspection solutions for the decryption of

DOES YOUR COMPANY OWN A DEDICATED TLS/SSL

INSPECTION SOLUTION WHERE THE PRIMARY

FEATURE IS DECRYPTION OF ENCRYPTED TRAFFIC?

30.5%

A dedicated, centralized TLS/SSL inspection solution, on the other hand, is

primarily designed for decryption of encrypted traffic at high scale. These

dedicated inspection solutions can feed the decrypted traffic to multiple

security solutions within the security infrastructure and limit degradation.

13% No Unsure Yes Beyond the ability to decrypt traffic, tech leaders cited the ability to securely manage SSL certificates and keys (63.5%), to satisfy compliance requirements (62%), and to scale to meet current and future SSL performance demands (61%) as the top selection criteria for potential TLS/SSL inspection solutions. IF YOU WERE TO INVEST IN A TLS/SSL INSPECTION SOLUTION, WHAT WOULD BE YOUR SELECTION CRITERIA OTHER THAN DECRYPTION OF TRAFFIC? Securely manage SSL 63.5% certificates and keys Satisfy compliance 62% requirements Scale to meet current and future SSL performance 61%

demands

Ease of use

visibility

Centralized management and

Interoperate with a diverse set

security devices based on user,

Categorize traffic with automated

of security products from

Intelligently route traffic to

application, or website type

URL service so sensitive data

Granularly parse and control

traffic based on custom-defined

expertise or staff (34%).

49%

multiple vendors

remains encrypted

policies

Other

1%

However, many organizations still have concerns or limitations when it comes to

dedicated decryption solutions. Of those who do not have a dedicated solution, the top

WHY DO YOU NOT OWN A DEDICATED TLS/SSL INSPECTION SOLUTION?

reasons are a high up-front cost (49%), unconvincing ROI (36%), and lack of in-house

33% 28%

productivity due to deteriorated performance and user experience, brand damage, compliance breaches and the associated penalties, as well as potential lawsuits by disgruntled customers. Modern cyberattacks are becoming increasingly sophisticated, easier, and cheaper to launch with each passing day. It is essential that technology leaders have the most effective defensive solutions and strategies in place to stay ahead of these

Respondent Breakdown

REGION North America 85%

APAC 1%

1,001 - 5,000

5,001 - 10,000

employees

employees

TITLE COMPANY SIZE Director 39% 10,001+ 31% employees 39.5% Manager 12% 29.5%

Insights powered by PULSE

36% 34% 11.5% 11.5% 10% 5% Up-front Other Not Lack of Not wanting Privacy Lack of Not a priority Lack of concerns performance cost too convinced in-house to add features high of the ROI expertise complexity to about or staff the network inspection Although the initial investment in a dedicated decryption solution may seem steep, the cost of encrypted malware and ransomware attacks or data breaches can be exponentially higher.

In addition to the direct financial damages, encrypted cyberattacks can cause lost attackers and to protect against the ever evolving cyber threat landscape.

EMEA 14%

C-Suite

31.5%

VP

17.5%