FORCEPOINT
POWERED BY Raytheon

Protecting the human point.

Changing the security game

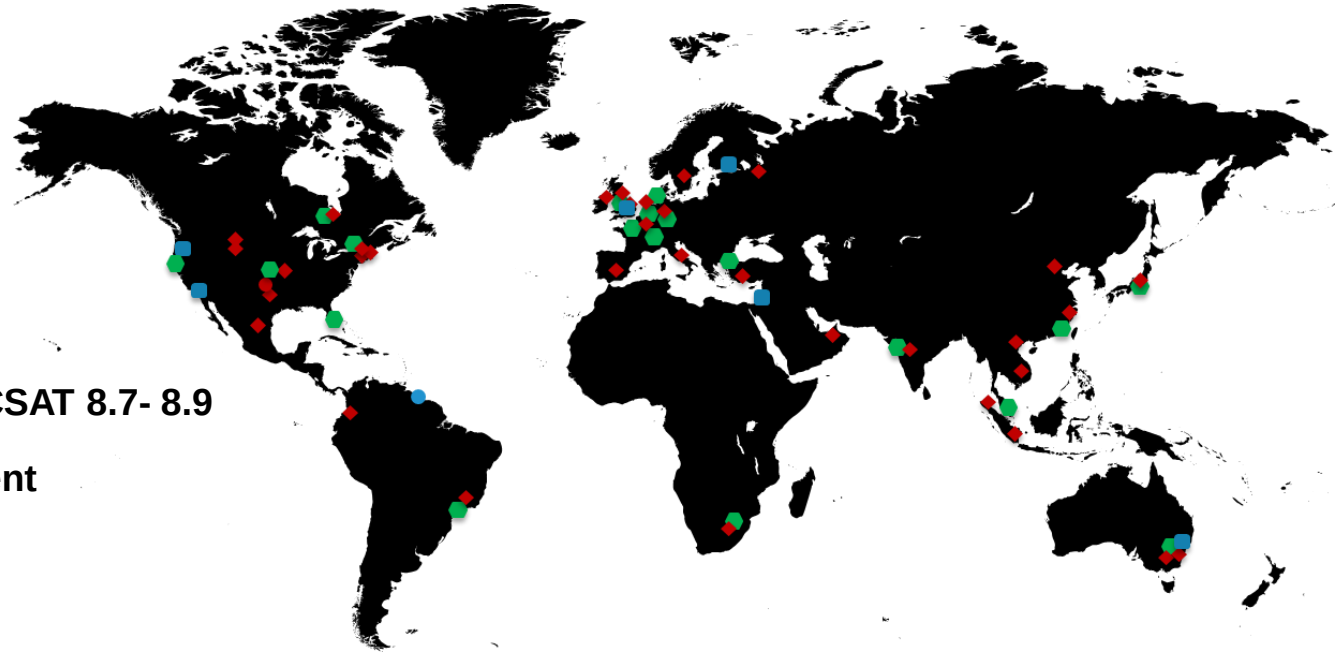
Changing your thinking from “what” to why”

John Enger
Manager, Sales Engineering

STRONG GLOBAL FOOTPRINT

- Headquarters, Austin, TX
- Engineering & Operations
- Cloud Data Center
- Sales & Support

- 2,500 Employees
- 155 Countries
- 50 Offices
- 16,000 Partners
- Average Support CSAT 8.7- 8.9
- 380 Patents & Patent Applications
- 27 Data Centers



AMERICAS **EMEA** **APAC**

FORCEPOINT
POWERED BY Raytheon


RETHINK
CYBERSECURITY
FORCEPOINT
POWERED BY Raytheon
Protecting the human point.

LOOKING BEYOND TECHNOLOGY

Technology alone won't create better security outcomes.

$90b estimated security spend in 2017

- Technologies continue to proliferate
- Breaches remain frequent

< 50%

of organizations truly agree that technology will drive increased security

Understanding behavior is essential, but there's been a gap in the market.

80%

of companies believe understanding behavior is important

<1/3

of companies feel they adequately understand their users' behavior

FORCEPOINT
POWERED BY Raytheon

PEOPLE ARE THE CONSTANT IN SECURITY

TECHNOLOGIES CHANGE

UNDERSTANDING USER INTENT

Inadvertent Behaviors

Poorly communicated policies and user awareness

Broken Business Process

Data where it shouldn't be, not where it should be

Malware Infections

Phishing targets, breaches, BYOD contamination

Stolen Credentials

Credential exfiltration, social engineering, device control hygiene

Rogue Employee

Leaving the company, poor performance review

Criminal Actor Employees

Corporate espionage, national espionage, organized crime

FORCEPOINT
POWERED BY Raytheon

PROTECTING THE HUMAN POINT

Where critical data and IP are most valuable – and most vulnerable

FORCEPOINT
POWERED BY Raytheon

FORCEPOINT

A company with a unique point of view

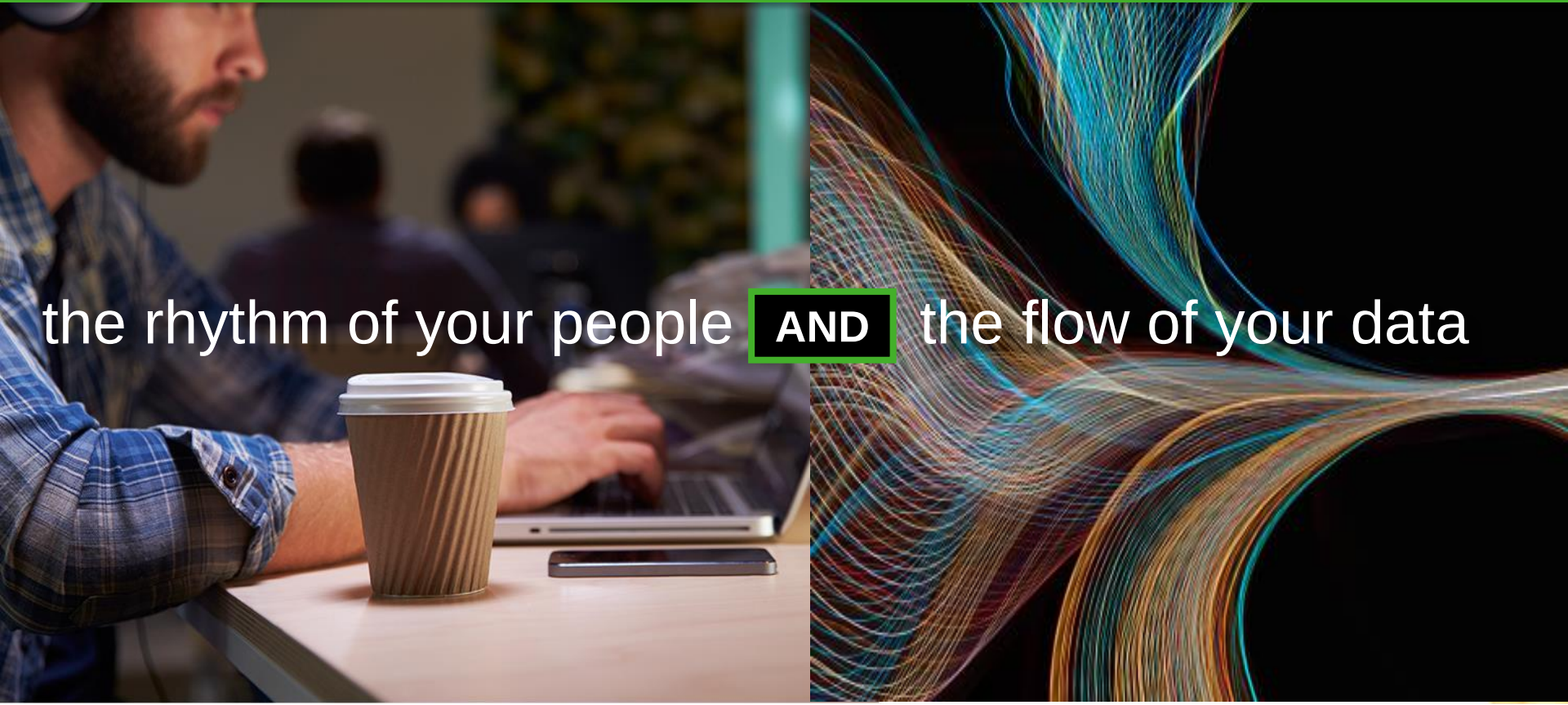
VISION

To understand the world's cyber behaviors to **STOP THE BAD and FREE THE GOOD.**

MISSION

REINVENT cybersecurity by creating uncompromising **SYSTEMS** that understand people's **BEHAVIORS and MOTIVATIONS** as they interact with data and **IP EVERYWHERE.**

THE HUMAN POINT IS ABOUT UNDERSTANDING



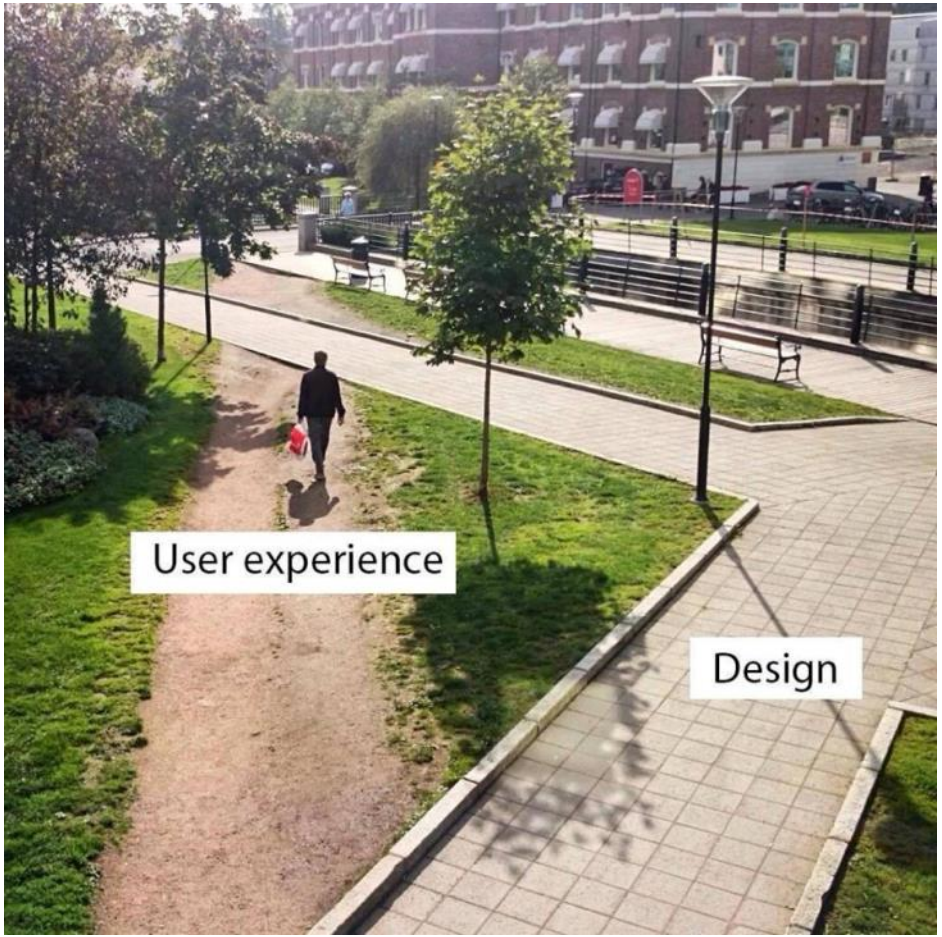
BUT HUMANS ARE NOT LOGICAL

Desire lines

Understand how Users want to use their Data and systems.

Desire lines

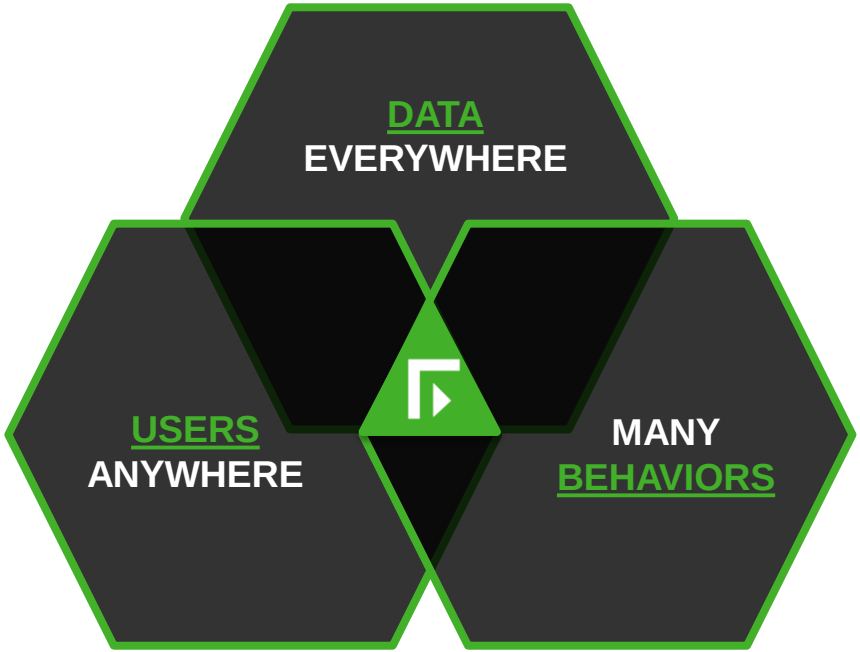
Understand how Users want to use their Data and systems.



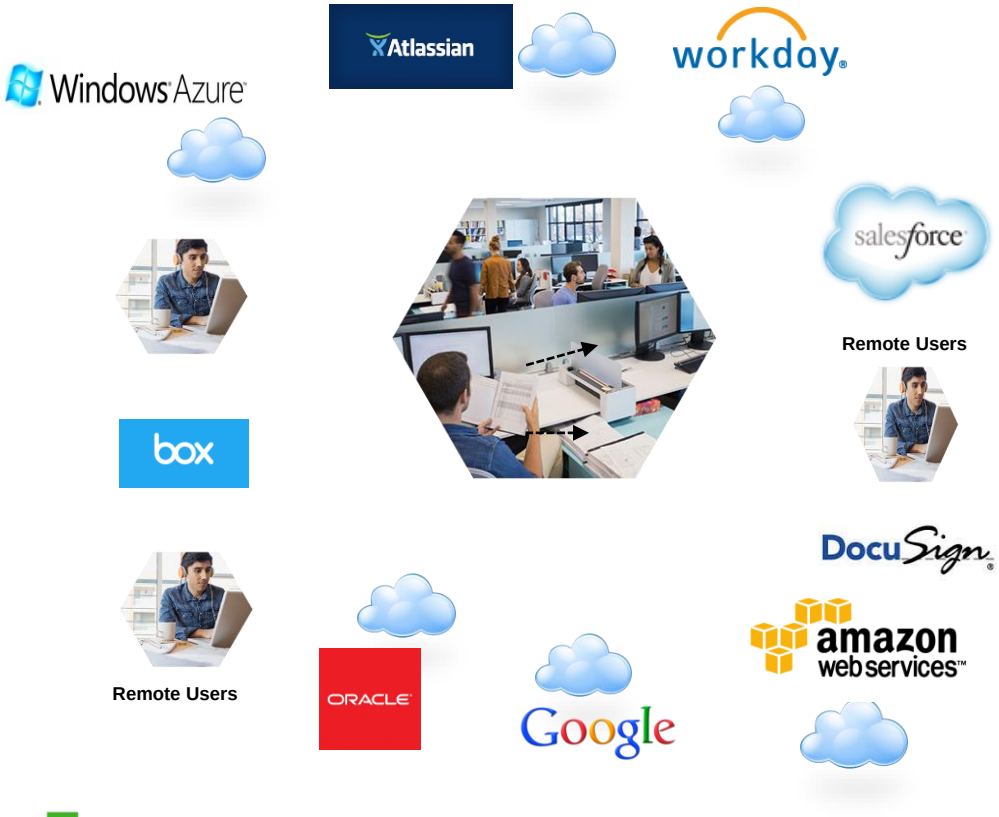
Desire lines

Understand how Users want to use their Data and systems.

FORCEPOINT'S APPROACH TO SECURITY



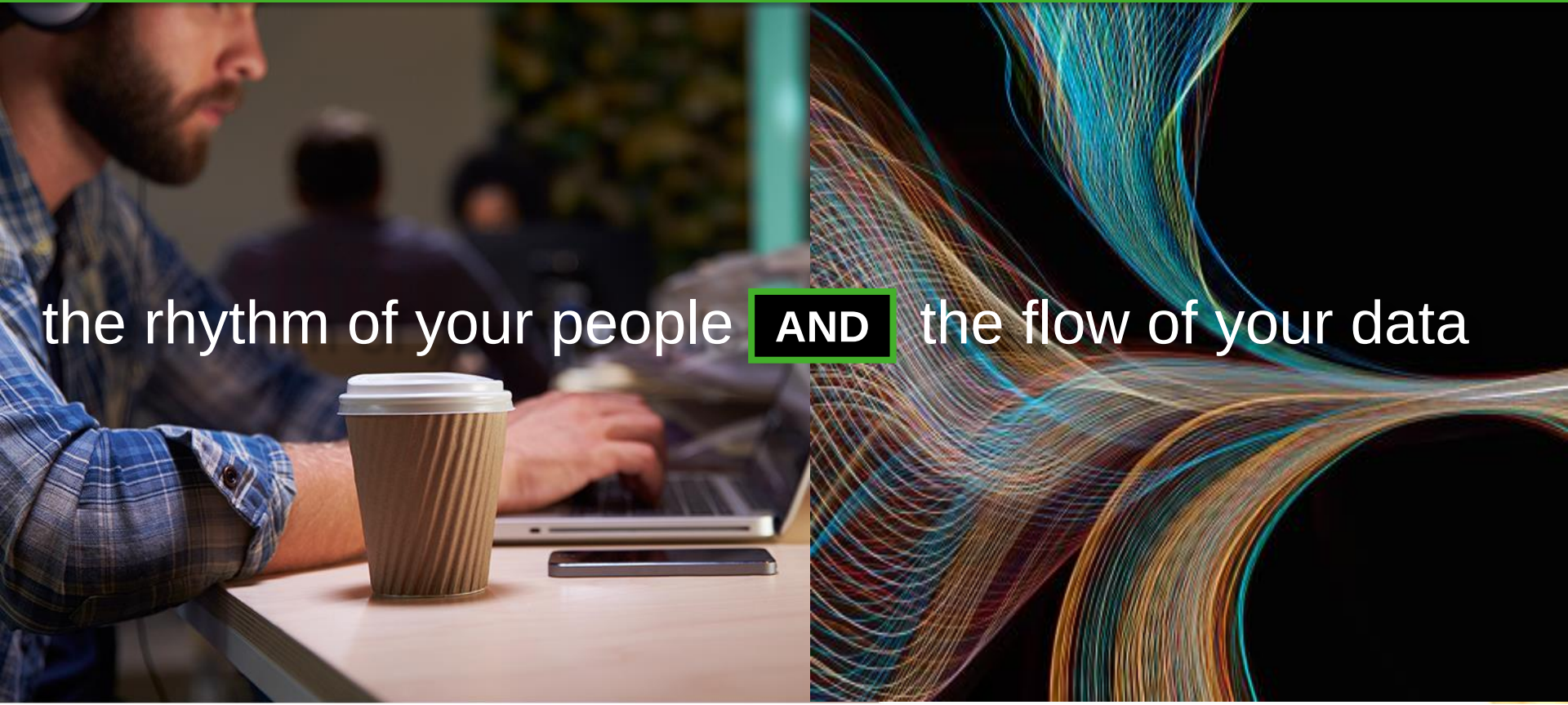
TODAY'S REALITY: THE ZERO-PERIMETER WORLD



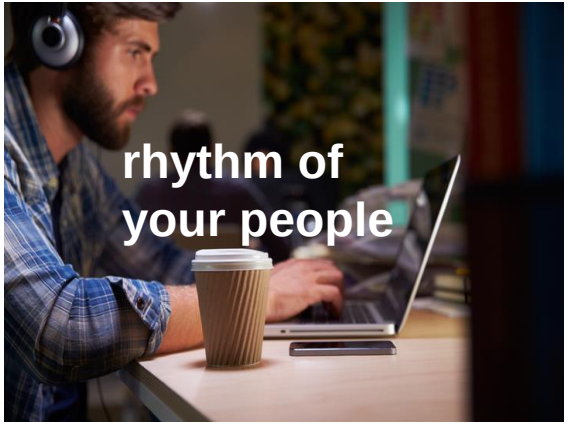
1. **Significantly increased attack surface**
2. **Lack of Visibility**
   You cannot secure what you cannot see
3. **Disjointed Security Policy**
   From one perimeter to defend to many
4. **Silo'd Intelligence & limited visibility to risk**
   Unable to make informed decisions for the entire business
5. **Ineffective Enforcement**
   Unable to make informed decisions for the entire business
6. **Compliance**
   Things just got a lot more complicated

FORCEPOINT
POWERED BY Raytheon

THE HUMAN POINT IS ABOUT UNDERSTANDING



BENEFIT FROM THE HUMAN POINT



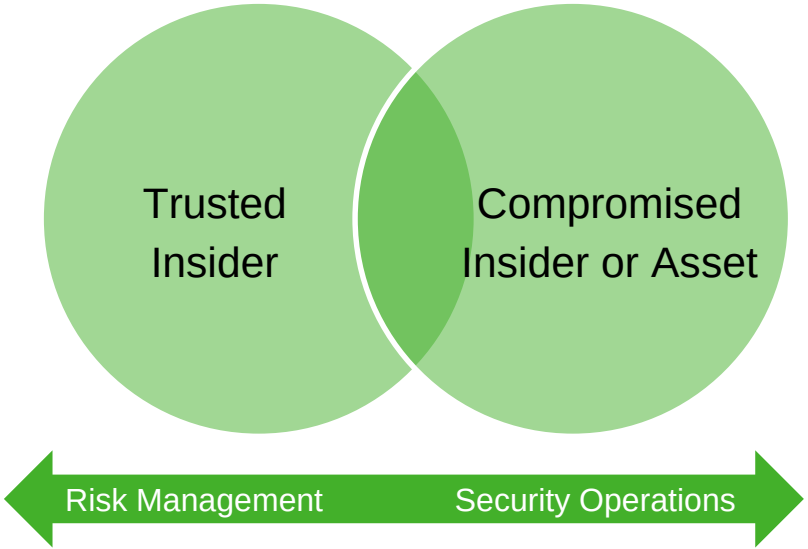
Visibility	Identify your data and users everywhere your people work
Control	One policy to manage data movement & access across ALL distributed systems
Risk	Consolidated view of risk that considers user actions & value of the data in addition to machine logs
Enforcement	Risk adaptive protection to act on change in human risk to critical data in real time
Compliance	Effectively enforce compliance no matter where your data resides

FORCEPOINT
POWERED BY Raytheon

TRUSTED INSIDERS VS. COMPROMISED USERS & ASSETS

Customer challenge:

- Centralized, correlated visibility to user activity
  - Cloud apps
  - Devices
  - User communications
  - HR data



Customer challenge:

- Cyber threats target the people & authorized users who access data & critical systems
- Mean time to detection: ~150 days

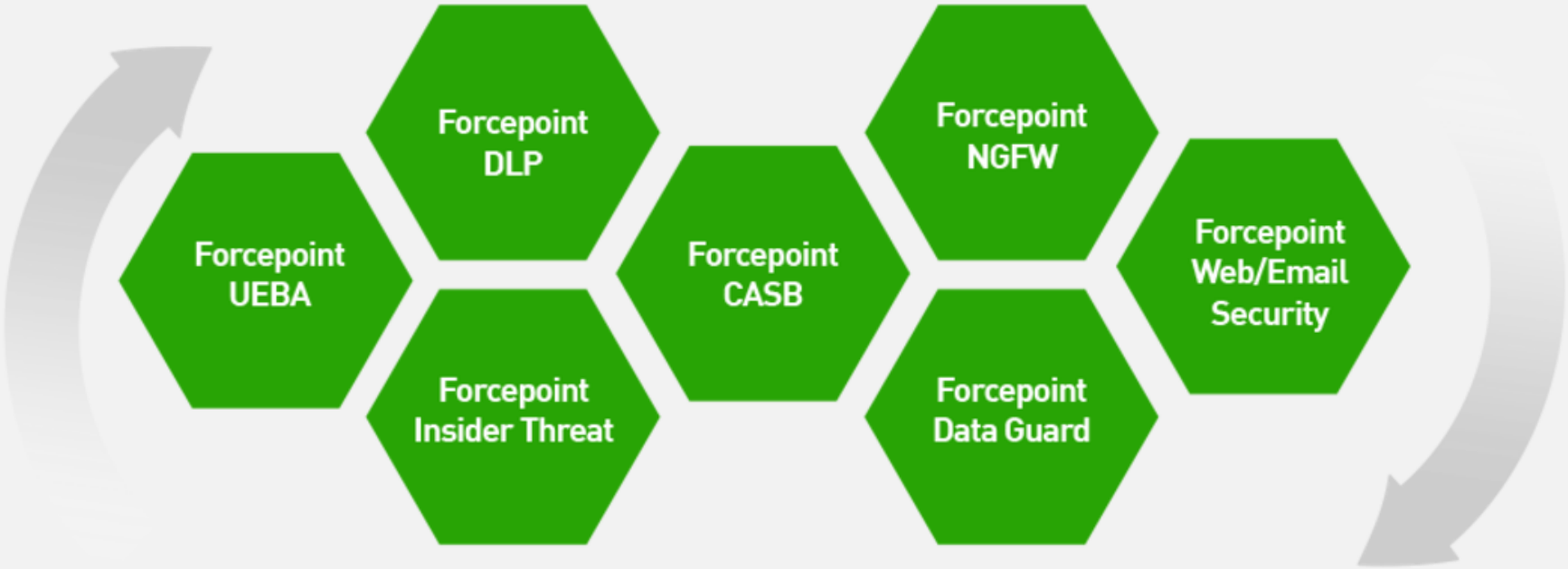
Pinpoint threats

Reduce signal to noise ratio

Source: Gartner, Dec. 2016

THE HUMAN POINT SYSTEM

The human point is the intersection of users, data & networks.



ANALYTICS | MANAGEMENT | ORCHESTRATION

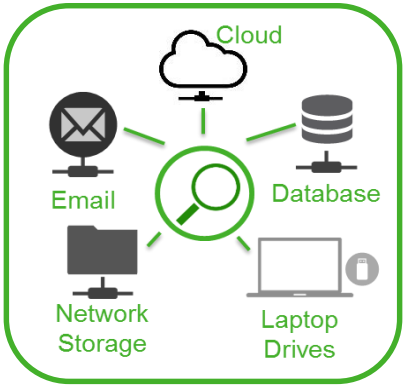
FORCEPOINT
POWERED BY Raytheon

FORCEPOINT
POWERED BY Raytheon

GDPR:
EU General Data Protection Regulations

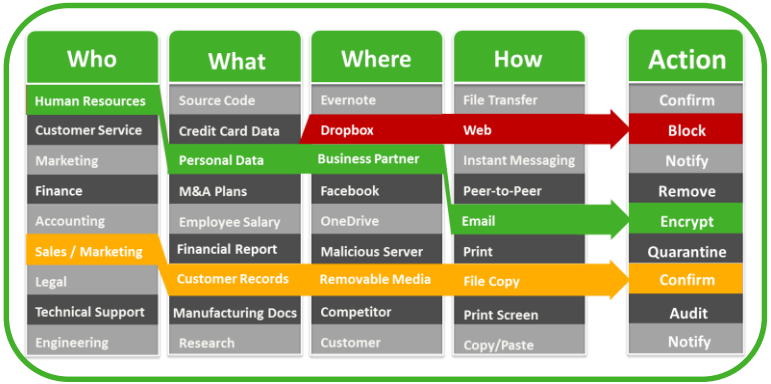
GENERAL DATA PROTECTION REGULATION: HOW FORCEPOINT CAN HELP

INVENTORY PERSONAL DATA



DLP: Discover, Cloud, Endpoint

MAP, MANAGE & CONTROL PERSONAL DATA FLOWS



DLP: Gateway, Endpoint Web & Email Security modules

PREPARE TO RESPOND IN A TIMELY MANNER

Management Consoles & Dashboards

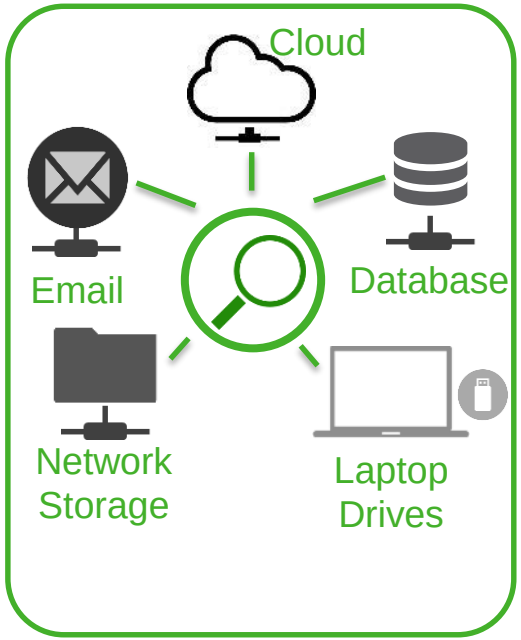
The Need to Inventory Personal Data

GDPR Relevance:

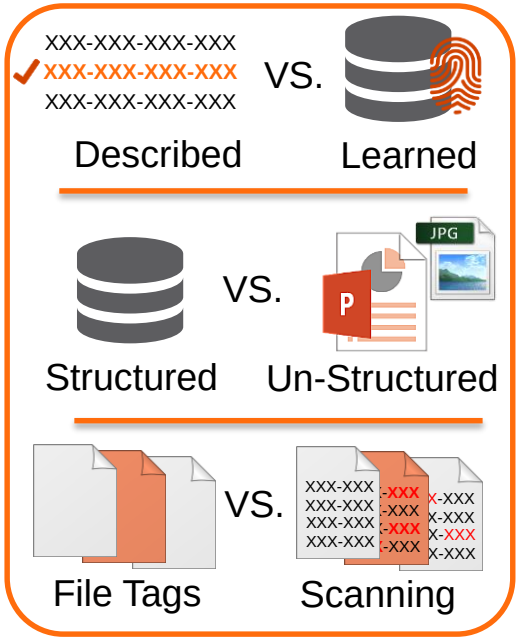
- Chapter 2 (Principles), section 3 (Rectification & Erasure)
- Chapter 4 (Controller & Processor), section 1 (General Obligations)
- Chapter 5 (Transfers of personal data to third countries or international organisations)

FORCEPOINT
POWERED BY Raytheon

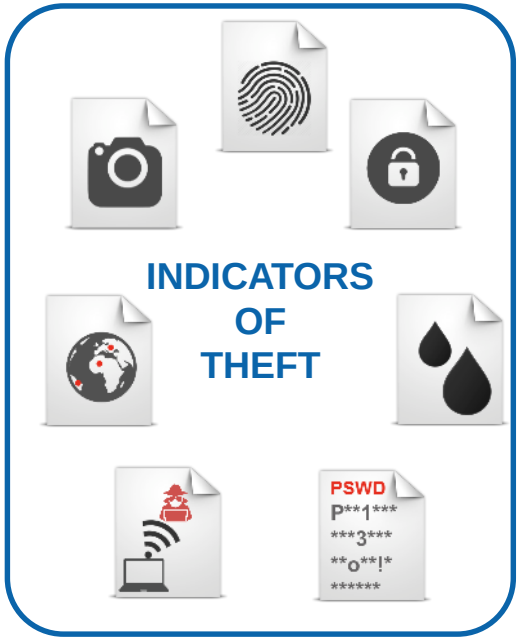
PERSONAL DATA DISCOVERY



DATA IS EVERYWHERE



DATA IS NOT ALWAYS EASY TO FIND

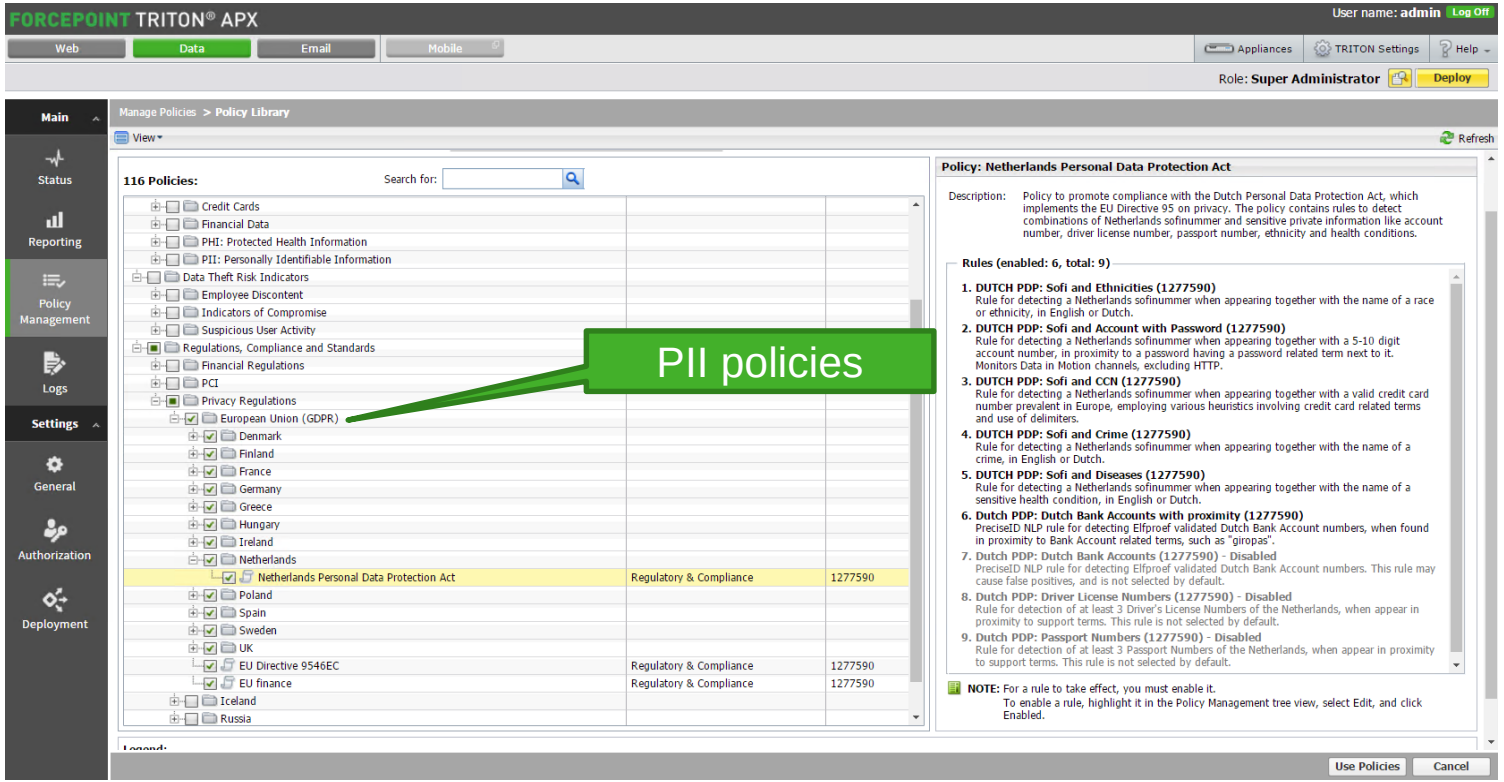


DATA ISN'T JUST LOST, IT CAN BE STOLEN TOO

PRODUCTS: DISCOVER DLP & ENDPOINT DLP

FORCEPOINT
POWERED BY Raytheon

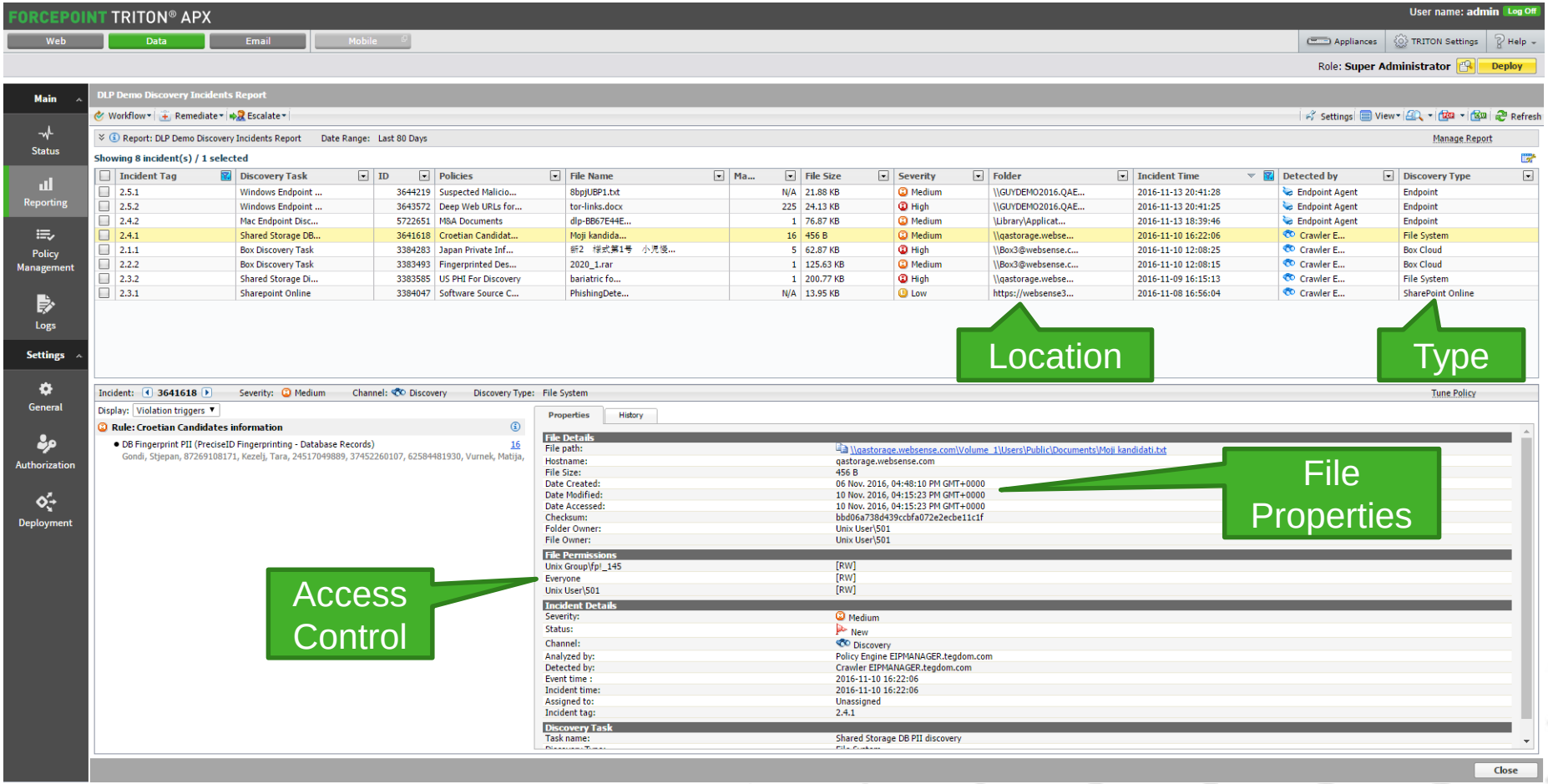
PRE-DEFINED POLICIES ENABLE FASTER TIME TO DEPLOY



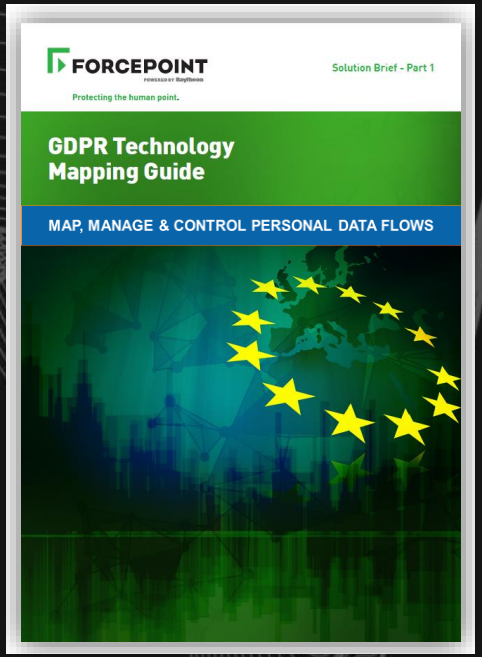
https://www.websense.com/content/support/library/data/v83/policy_classifier/data%20usage%20policies.aspx

FORCEPOINT
POWERED BY Raytheon

DATA DISCOVERY RESULTS



The Need to Monitor, Manage & Control Personal Data Flows

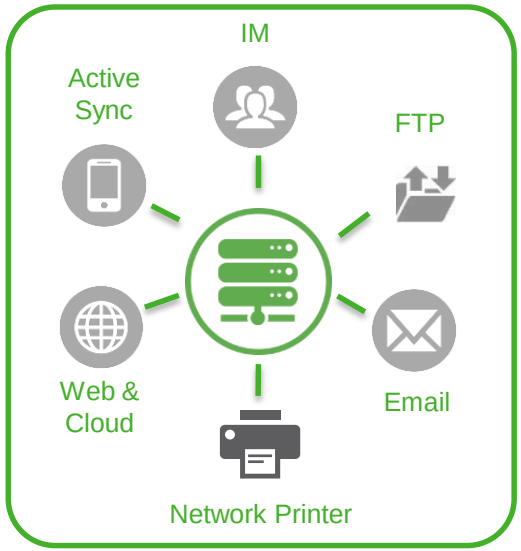


GDPR Relevance:

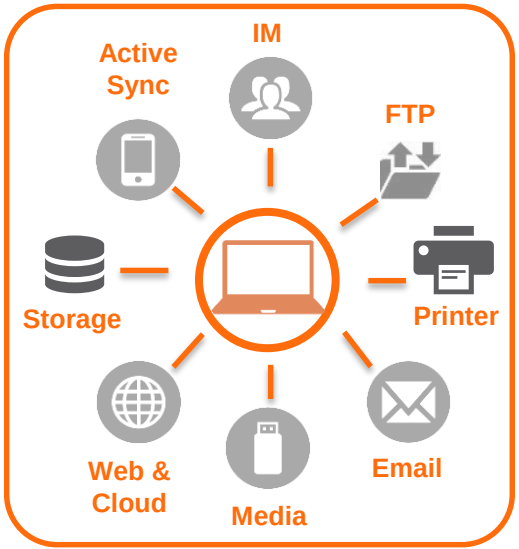
- Chapter 2 (Principles), section 3 (Rectification & Erasure)
- Chapter 4 (Controller & Processor), section 1 (General Obligations), section 2 (Security of personal data)
- Chapter 5 (Transfers of personal data to third countries or international organisations)

FORCEPOINT
POWERED BY Raytheon

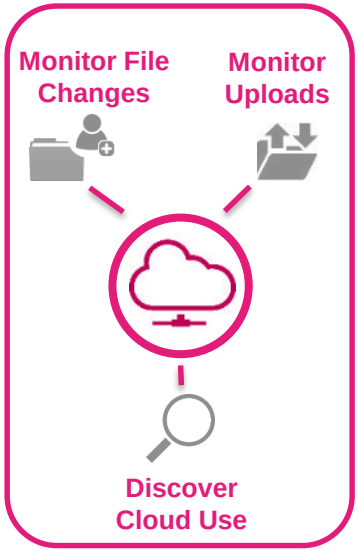
CONSIDERATIONS FOR MONITORING DATA FLOWS



NETWORK
Data in Motion



ENDPOINT
Data in Use & in Motion

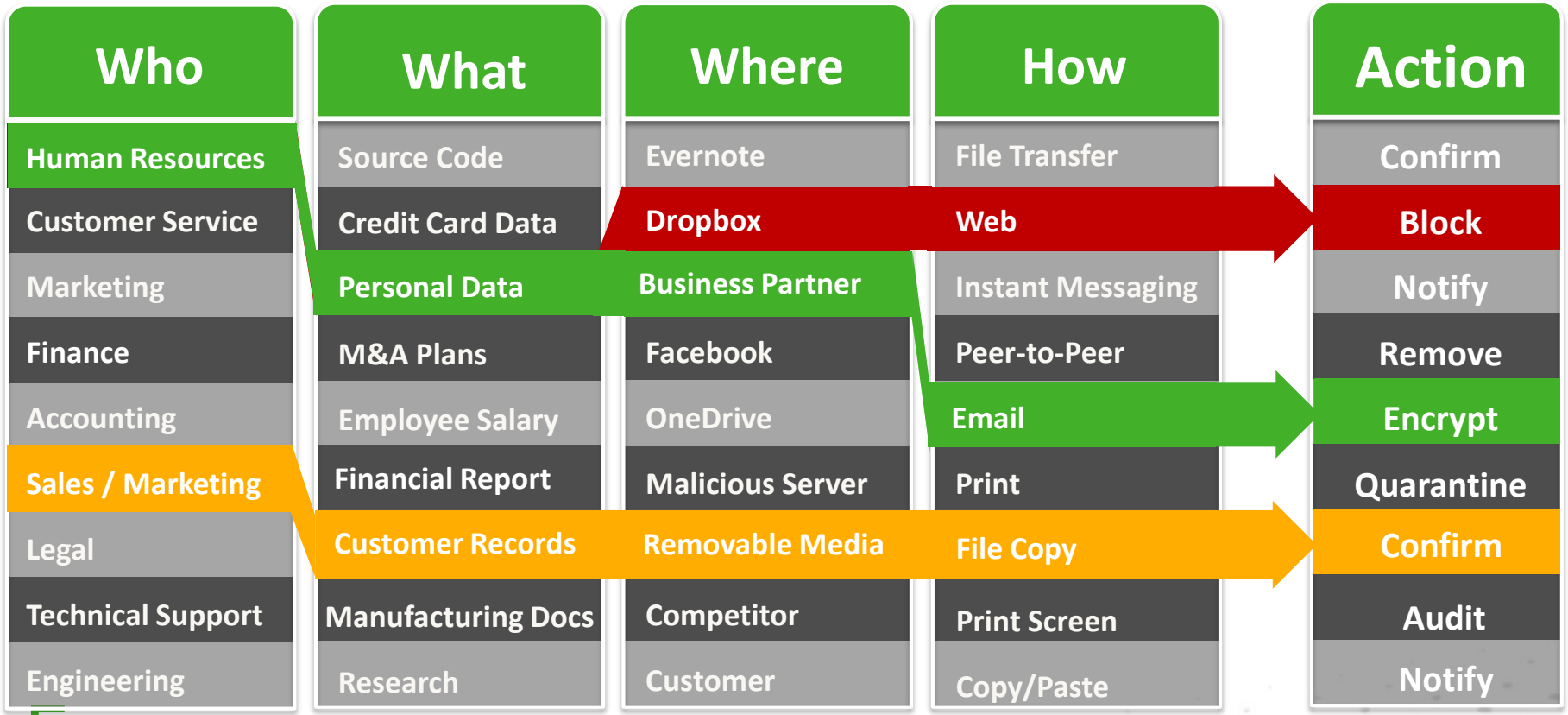


CLOUD
Data In Use & in Motion

PRODUCTS: GATEWAY DLP + ENCRYPTION, NETWORK DLP, ENDPOINT DLP, CLOUD DLP & CASB

FORCEPOINT
POWERED BY Raytheon

DLP SECURES SENSITIVE DATA IN USE & IN MOTION



FORCEPOINT
POWERED BY Raytheon

USE PLAIN LANGUAGE

Do not allow professors to send research data to…

(Action)

Rule Properties |
Severity: (High)
Action Plan: (Block_All)

(Who: From)

Rule Properties | Source |
Edit: Directory Entries

(How)

Rule Properties | Destinations |
☑ **Email**
☑ **Web**
☑ **HTTP/HTTPS**
☑ **Chat**

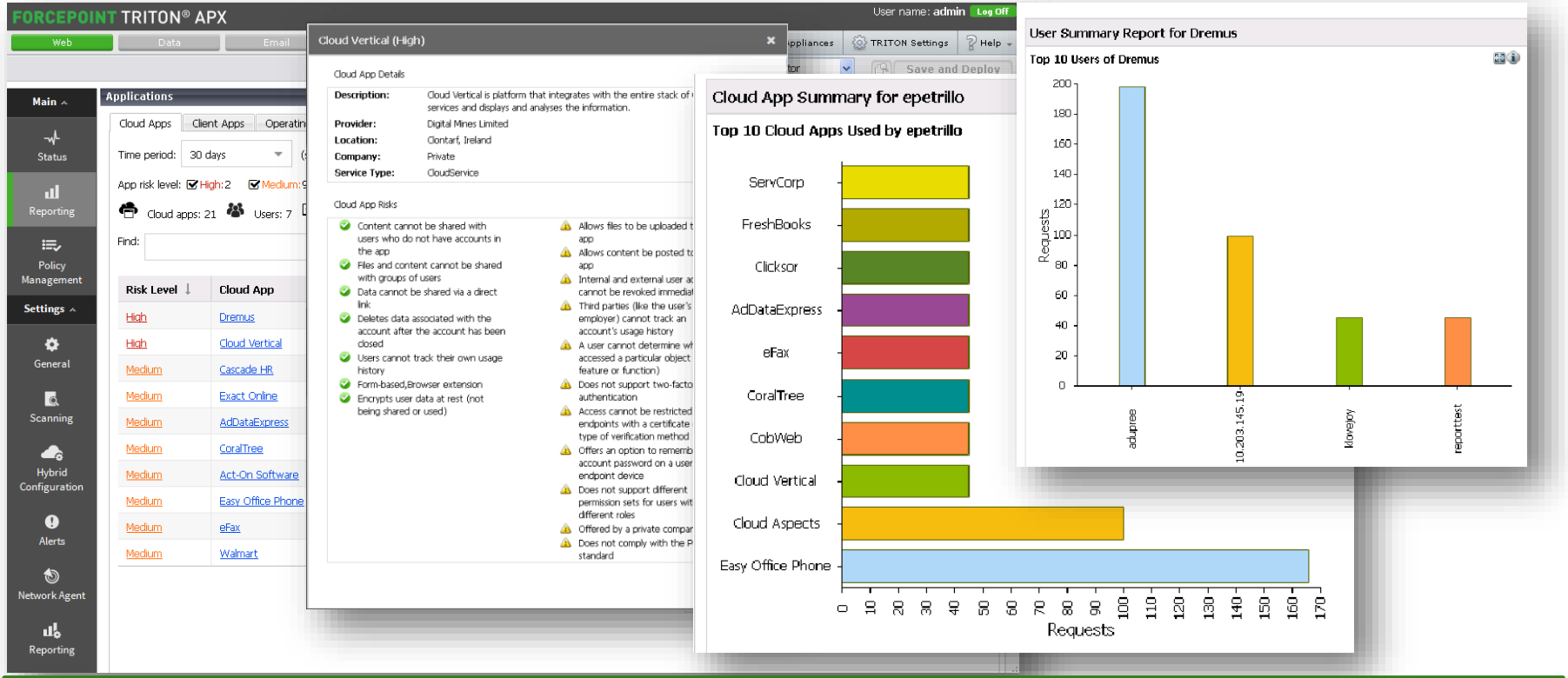
(What)

Rule Properties | Condition |
Add: PreciseID FP – DB Records

(Who: To)

Rule Properties | Destinations |
☑ **Email: All**
☑ **Web: All**

VISIBILITY OF UNSANCTIONED CLOUD APPLICATION USAGE



CASB: Identifies usage of cloud apps that can represent risk to an enterprise

FORCEPOINT
POWERED BY Raytheon

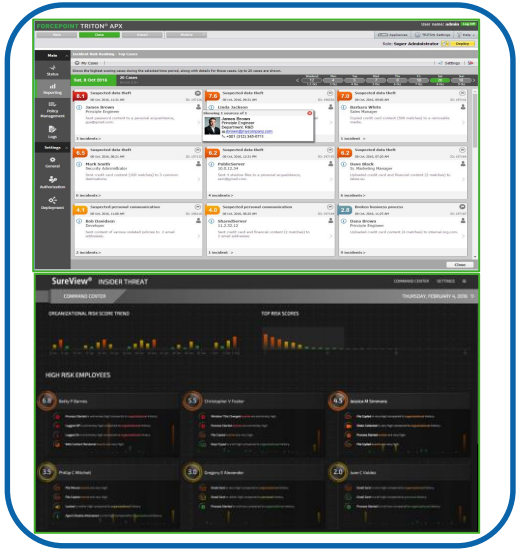
The Need to Be Prepared to Report a Data Incident

GDPR Relevance:

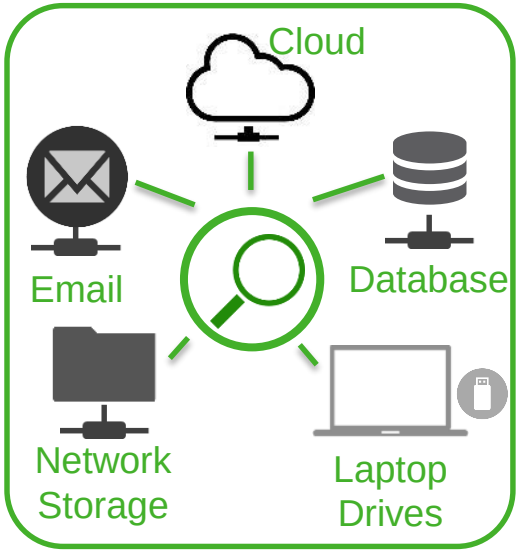
- Chapter 4 (Controller & Processor), section 2 (Security of personal data):
  - Article 33 – (Notification of a personal data breach to the supervisory authority)
  - Article 34 – (Communication of a personal data breach to the data subject)

FORCEPOINT
POWERED BY Raytheon

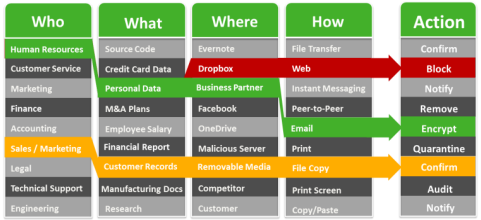
INVESTIGATING A DATA BREACH



MAKE USE OF SECURITY ANALYTICS AND RISK RANKING TO PRIORITIZATION RESPONSE PROCESS



REVIEW RESULTS TO HISTORICAL PERSONAL DATA INVENTORIES



REVIEW INCIDENTS TO PAST DATA FLOW POLICY VIOLATIONS

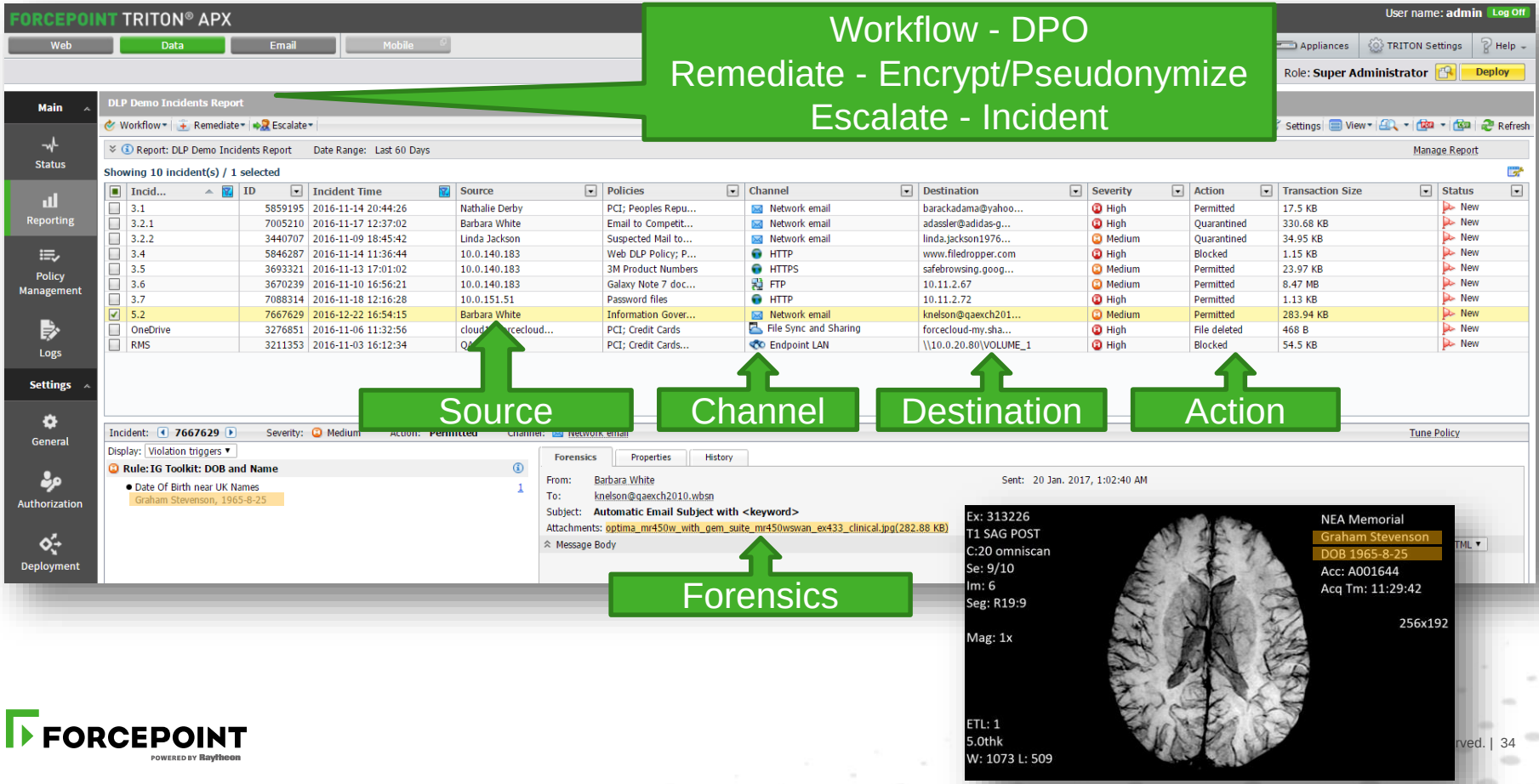
PRODUCTS: MANAGEMENT INFORMATION & REPORTING & RESPONSE TOOLS

FORCEPOINT
POWERED BY Raytheon

EXAMPLES OF REPORTS TO ASSIST WITH BREACH INVESTIGATION

FORCEPOINT
POWERED BY Raytheon

INVESTIGATING A DATA INCIDENT IN FORCEPOINT MANAGER



FORCEPOINT
POWERED BY Raytheon

GDPR:
Forcepoint Can Help

PROTECT THE HUMAN POINT BY UNDERSTANDING

the rhythm of your people AND the flow of your data

VISIBILITY

Know where your critical IP is & who is interacting with it everywhere

POLICY

One policy to manage data movement & access across ALL distributed systems

ENFORCEMENT

Risk adaptive protection to act on change in human risk to critical IP in real time

COMPLIANCE

Effectively adhere to compliance regulations no matter where your data resides


Visibility
Users &
Critical Data
Investigate
& Act
FORCEPOINT


Tack för att ni har lyssnat
PROTECTING THE
HUMAN POINT.

Thank you

