Corksec, SoHo, Cork
4th January 2015

Cloud Security addressing the 80%

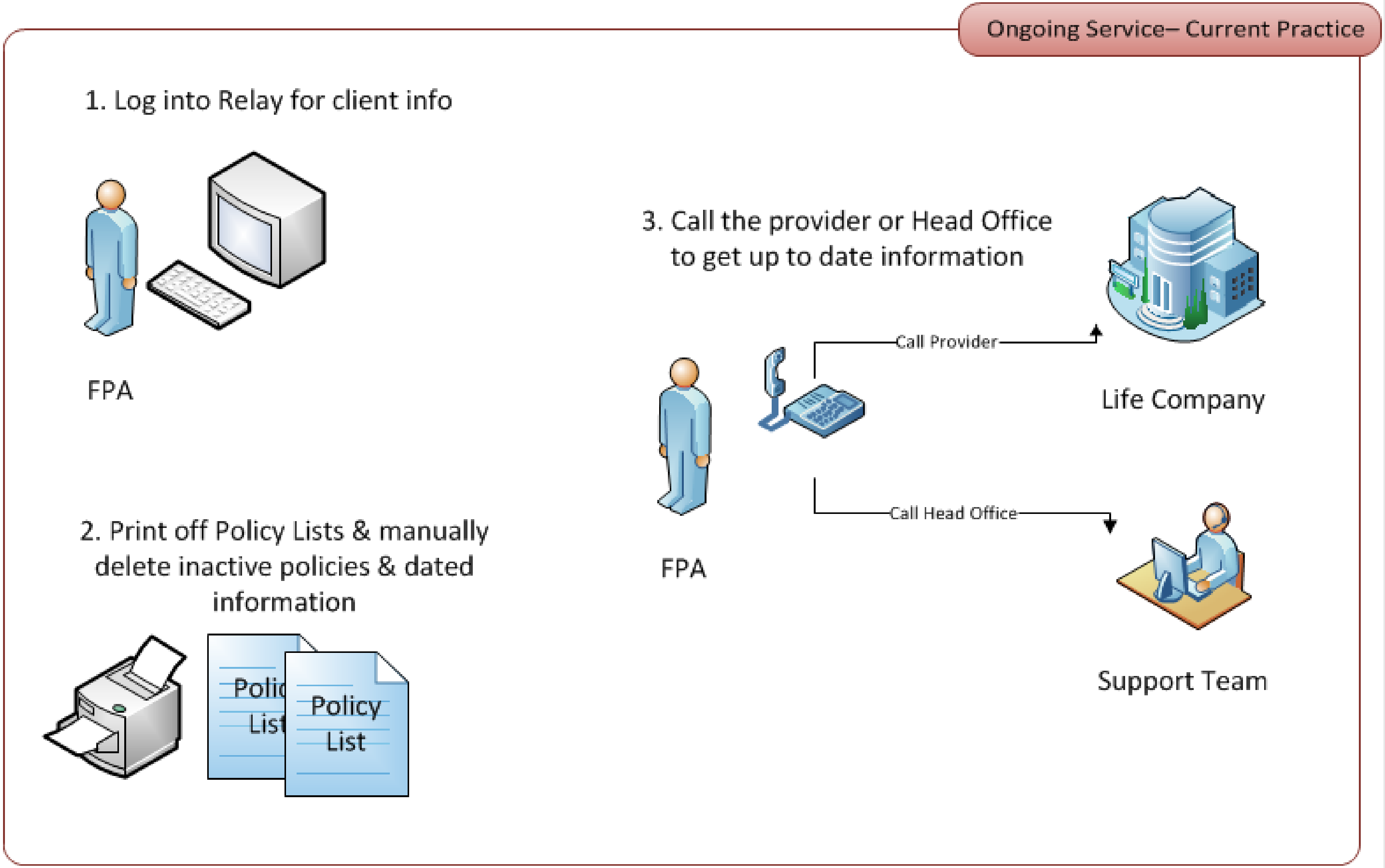
Cloud Security addressing the 80%

- In our survey 80% cited security as their top concern with ~40% citing:
  - Regulatory or compliance issues
  - IT governance issues, including challenges related to defining standard services and SLAs
  - Reliability concerns in terms of service availability (response time & user downtime)

- Virtually all would accept having data in Europe
- Some said US Patriot Act would rule out their having data held there
- Low overall demand for public cloud IaaS from the respondents
- All organizations would have some data resilience requirements
- No demand for “Burst” capability among these organizations

From Paper to iPad

From Paper



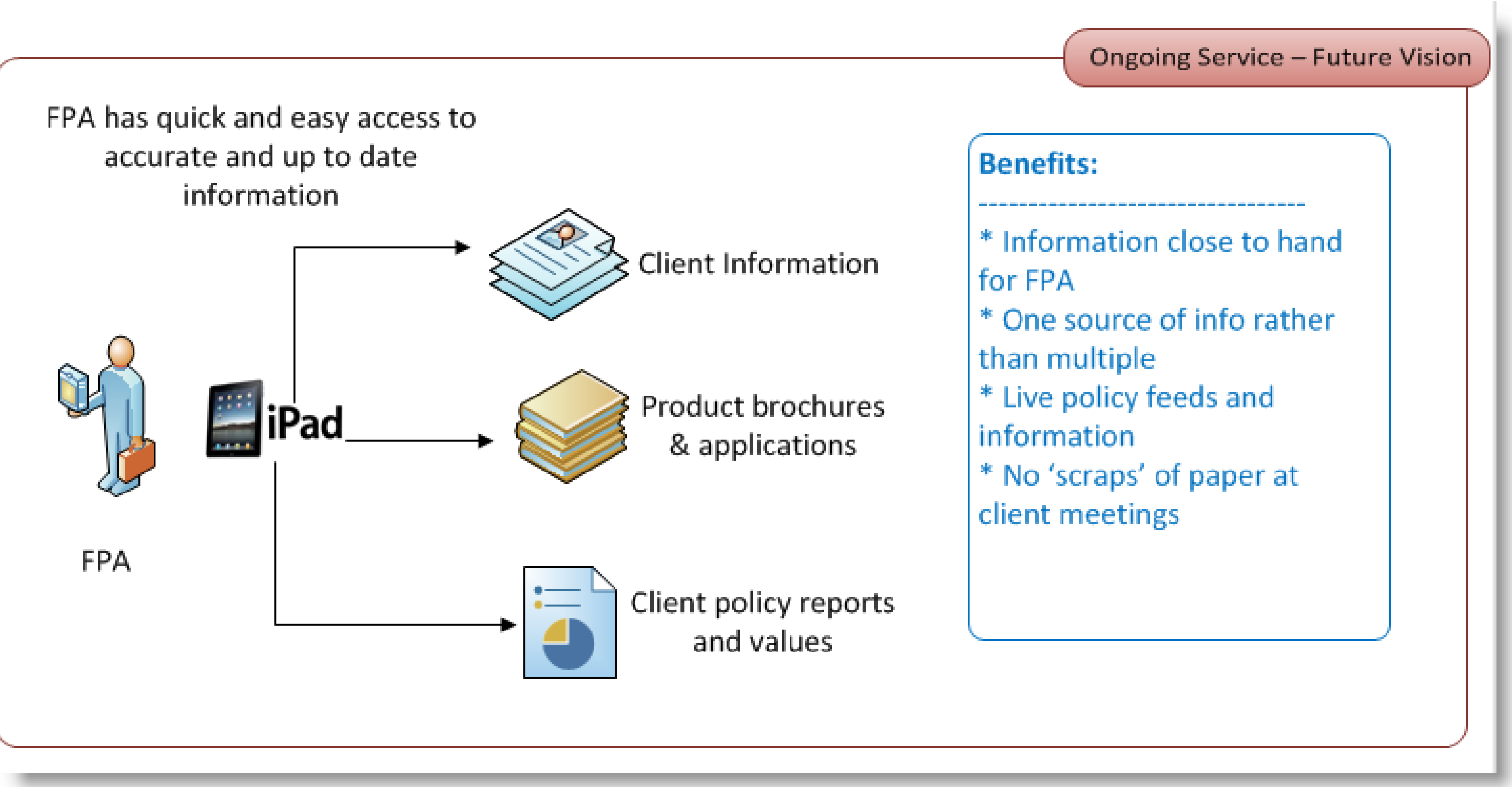
Ongoing Service– Current Practice

1. Log into Relay for client info

2. Print off Policy Lists & manually delete inactive policies & dated information

3. Call the provider or Head Office to get up to date information

to iPad



Ongoing Service – Future Vision

FPA has quick and easy access to accurate and up to date information

FPA
iPad
Client Information
Product brochures & applications
Client policy reports and values

Benefits:

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* Information close to hand for FPA

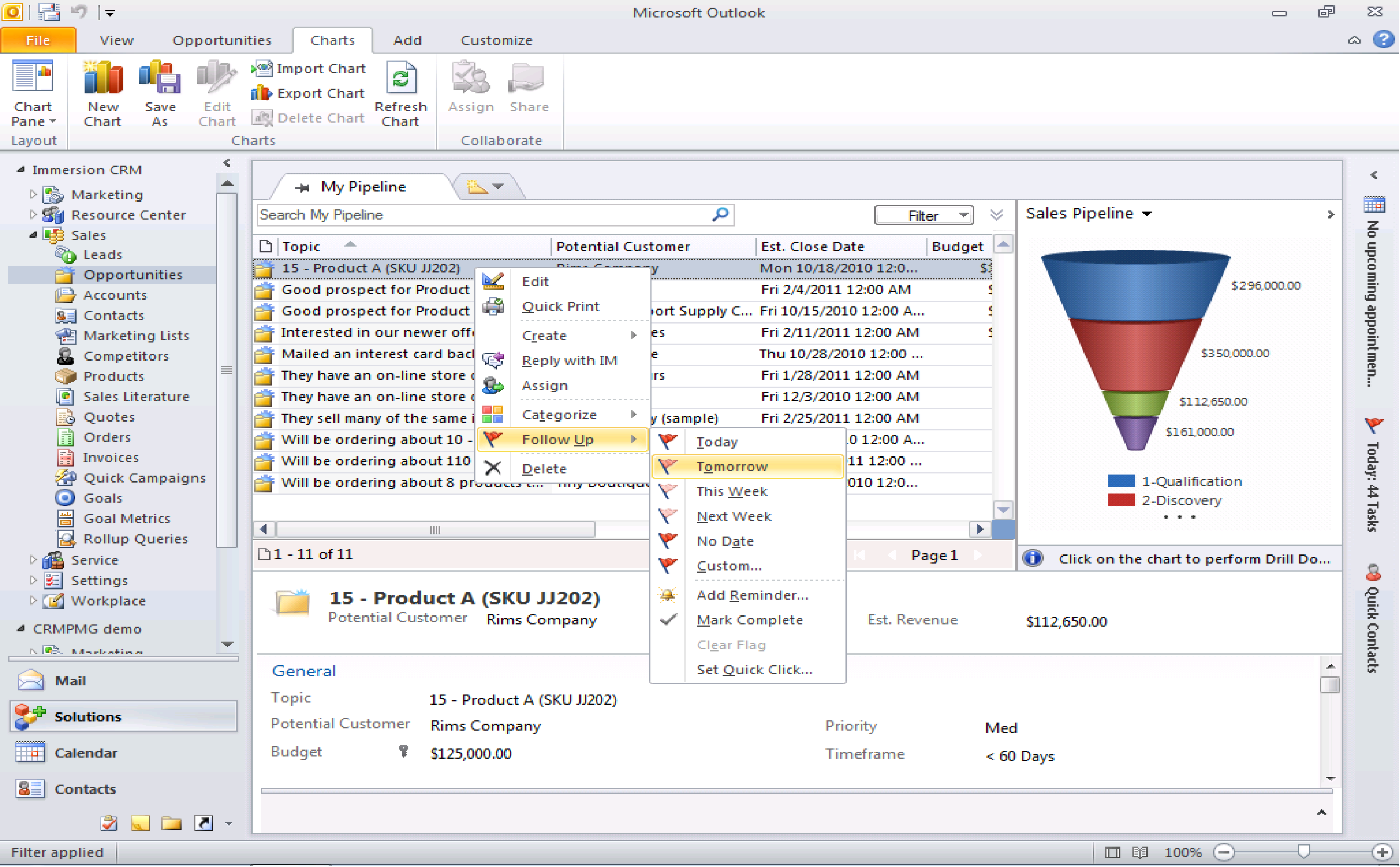
* One source of info rather than multiple

* Live policy feeds and information

* No 'scraps' of paper at client meetings

Bringing Sales in from the Cold

Bringing Sales in from the Cold



Topic	Potential Customer	Est. Close Date	Budget
15 - Product A (SKU JJ202)	Rims Company	Mon 10/18/2010 12:0...	$
Good prospect for Product		Fri 2/4/2011 12:00 AM	$
Good prospect for Product	...ort Supply C...	Fri 10/15/2010 12:00 A...	$
Interested in our newer off...	...es	Fri 2/11/2011 12:00 AM	$
Mailed an interest card bac...	...e	Thu 10/28/2010 12:00 ...	
They have an on-line store ...	...rs	Fri 1/28/2011 12:00 AM	
They have an on-line store ...		Fri 12/3/2010 12:00 AM	
They sell many of the same i...	...y (sample)	Fri 2/25/2011 12:00 AM	
Will be ordering about 10 -		...0 12:00 A...	
Will be ordering about 110		...11 12:00 ...	
Will be ordering about 8 products ...	...my Boutique	...010 12:0...	

1 - 11 of 11

15 - Product A (SKU JJ202)

Potential Customer Rims Company

Est. Revenue $112,650.00

General

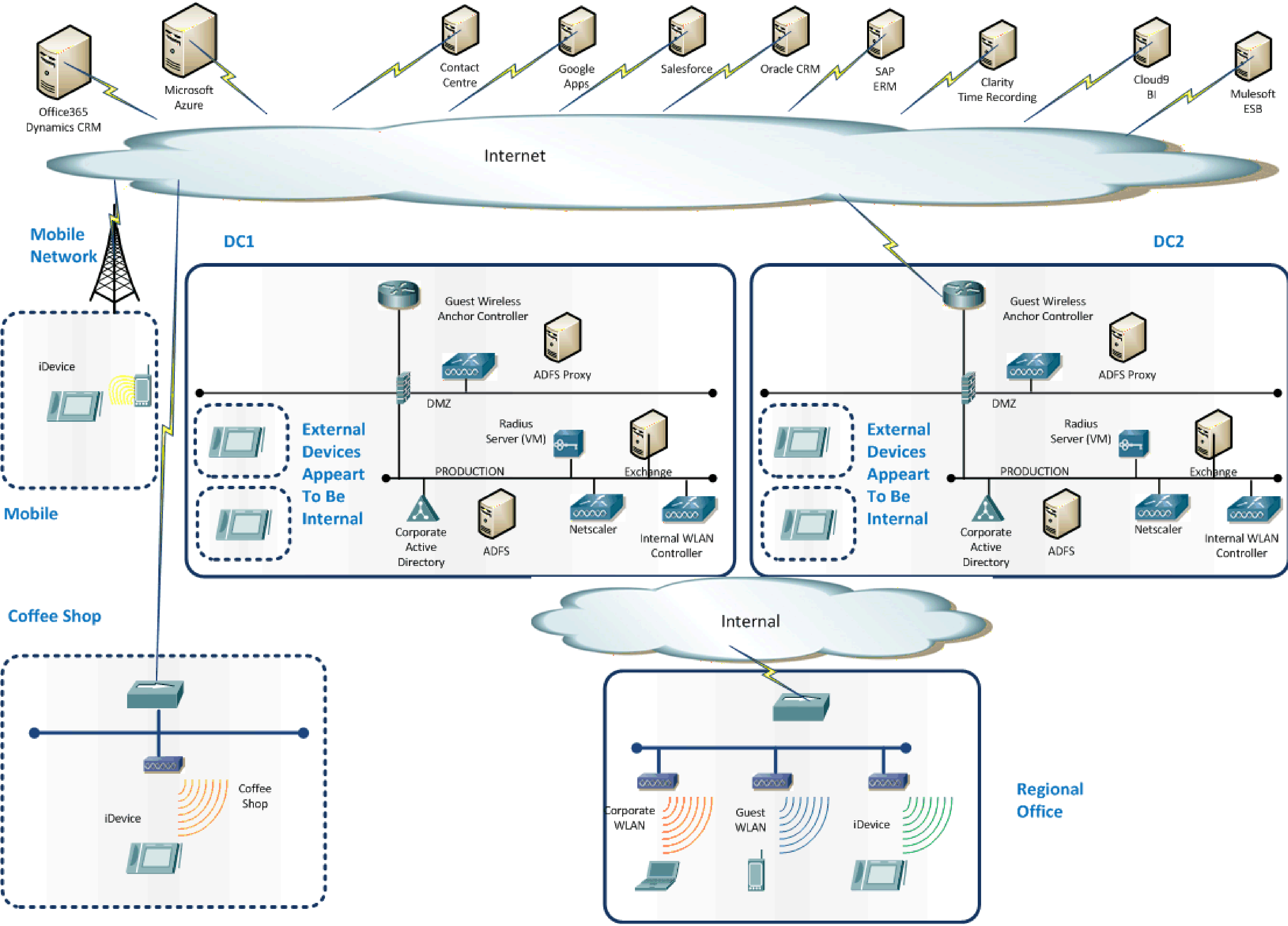
Topic: 15 - Product A (SKU JJ202)

Potential Customer: Rims Company

Priority: Med

Budget: $125,000.00

Timeframe: < 60 Days


Office365
Dynamics CRM
Microsoft
Azure
Contact
Centre
Google
Apps
Salesforce
Oracle CRM
SAP
ERM
Clarity
Time Recording
Cloud9
BI
Mulesoft
ESB
Internet
Mobile
Network
DC1
DC2
iDevice
Mobile
Guest Wireless
Anchor Controller
ADFS Proxy
DMZ
External
Devices
Appeart
To Be
Internal
Radius
Server (VM)
Exchange
PRODUCTION
Corporate
Active
Directory
ADFS
Netscaler
Internal WLAN
Controller
Guest Wireless
Anchor Controller
ADFS Proxy
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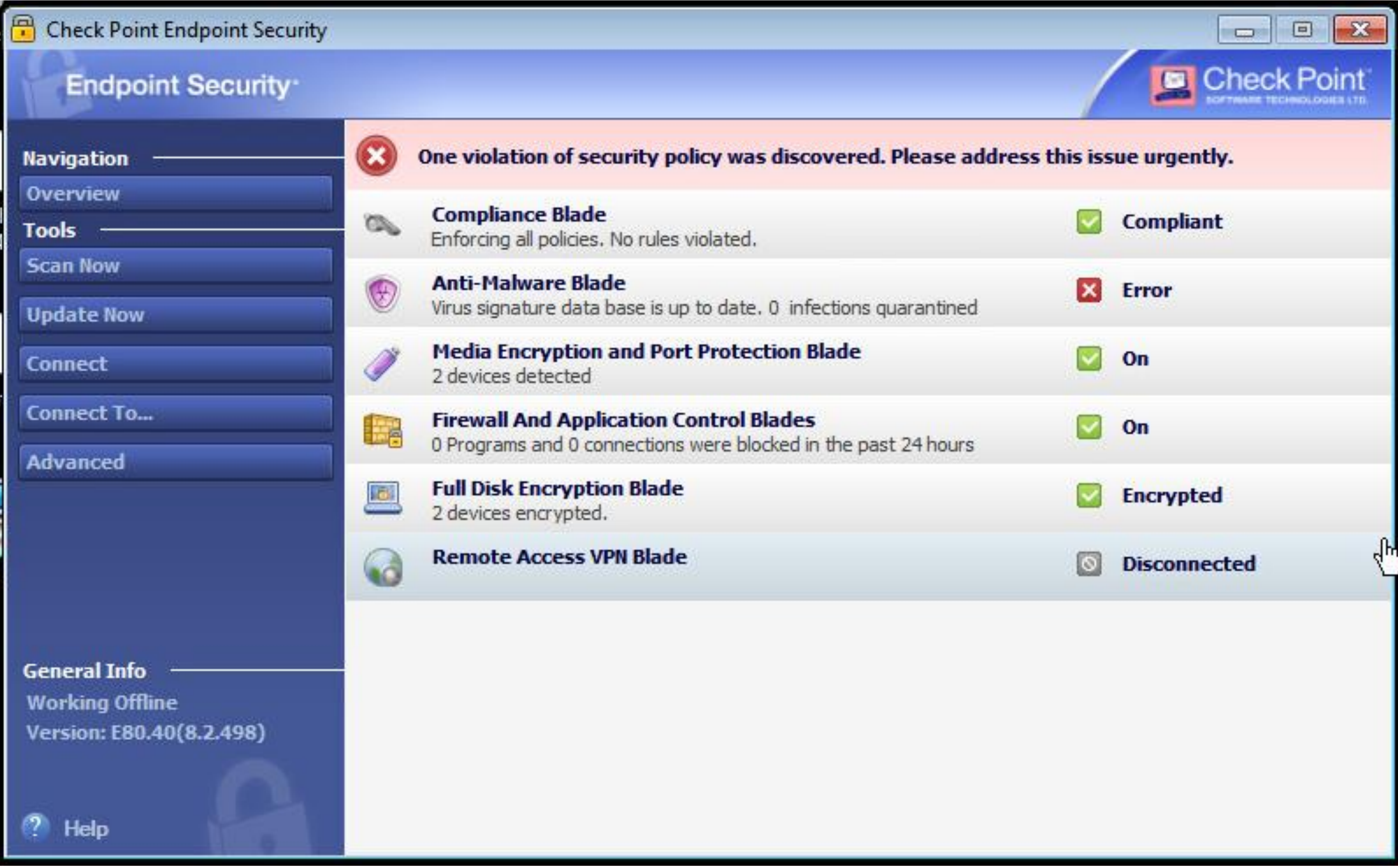
Devices
Appeart
To Be
Internal
Radius
Server (VM)
Exchange
PRODUCTION
Corporate
Active
Directory
ADFS
Netscaler
Internal WLAN
Controller
Coffee Shop
Internal
Coffee
Shop
iDevice
Corporate
WLAN
Guest
WLAN
iDevice
Regional
Office

Checkpoint Endpoint



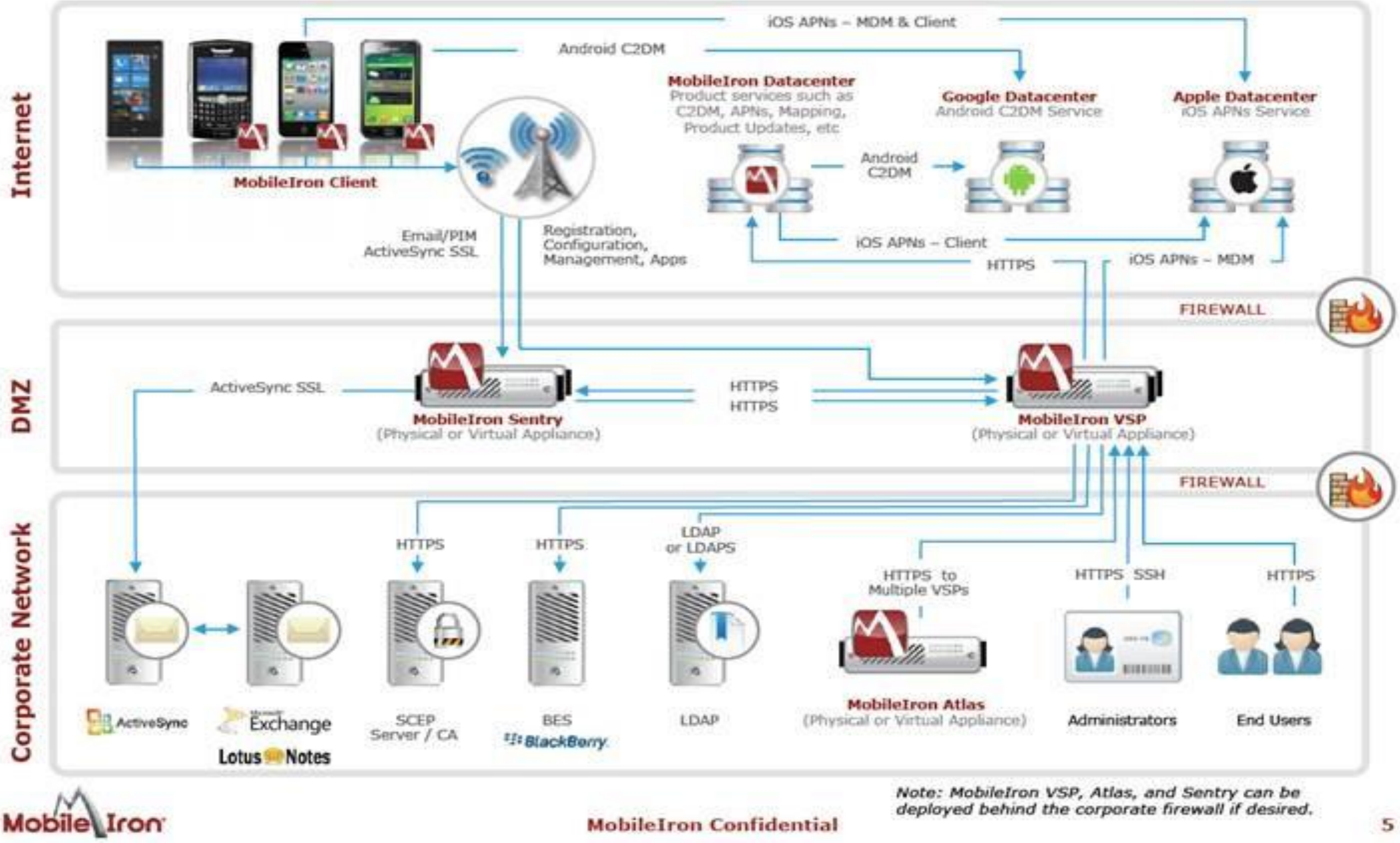
Working Offline

Version: E80.40(8.2.498)

One violation of security policy was discovered. Please address this issue urgently.

Compliance Blade Enforcing all policies. No rules violated.	✓ Compliant
Anti-Malware Blade Virus signature data base is up to date. 0 infections quarantined	☒ Error
Media Encryption and Port Protection Blade 2 devices detected	✓ On
Firewall And Application Control Blades 0 Programs and 0 connections were blocked in the past 24 hours	✓ On
Full Disk Encryption Blade 2 devices encrypted.	✓ Encrypted
Remote Access VPN Blade	⊘ Disconnected

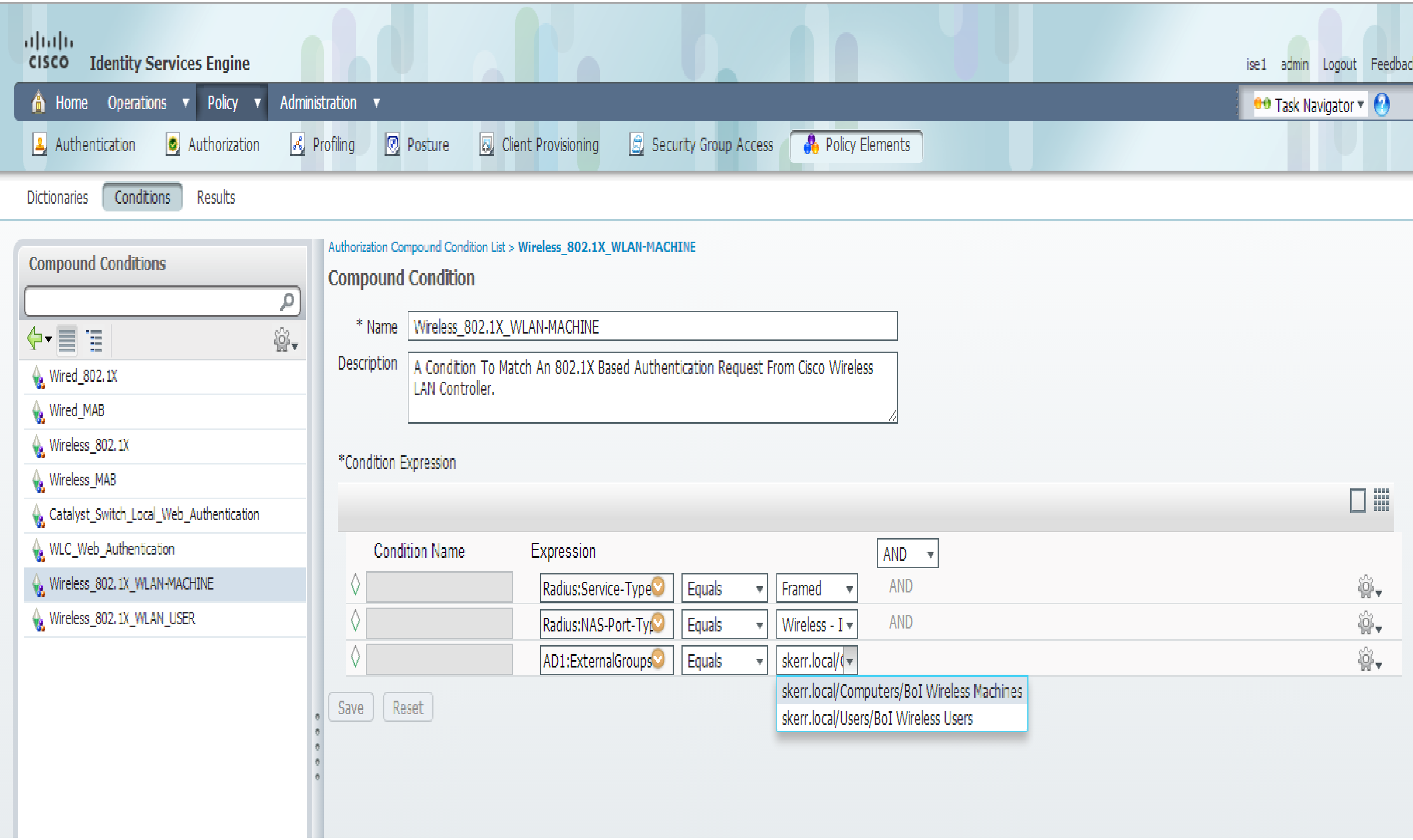
Mobile Iron



Note: MobileIron VSP, Atlas, and Sentry can be deployed behind the corporate firewall if desired.

MobileIron Confidential

Cisco Identity Services Engine



Wired_802.1X
Wired_MAB
Wireless_802.1X
Wireless_MAB
Catalyst_Switch_Local_Web_Authentication
WLC_Web_Authentication
Wireless_802.1X_WLAN-MACHINE
Wireless_802.1X_WLAN_USER

Authorization Compound Condition List > **Wireless_802.1X_WLAN-MACHINE**

Compound Condition

* Name: Wireless_802.1X_WLAN-MACHINE

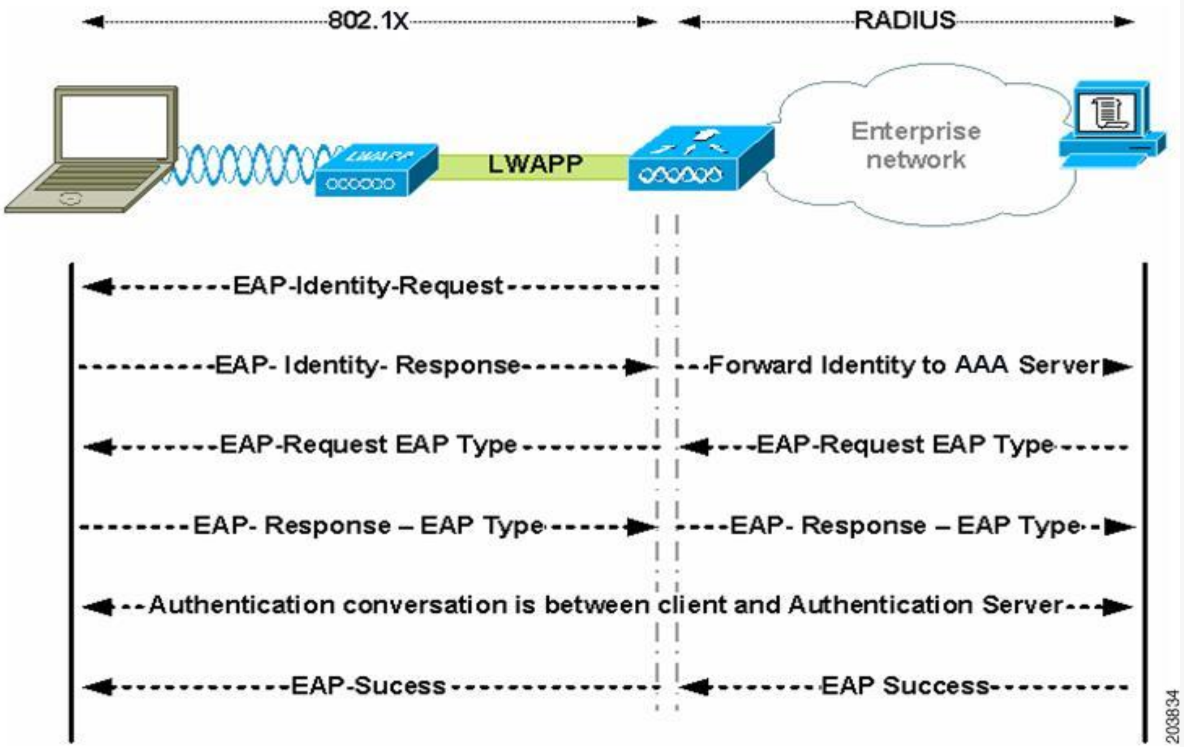
Description: A Condition To Match An 802.1X Based Authentication Request From Cisco Wireless LAN Controller.

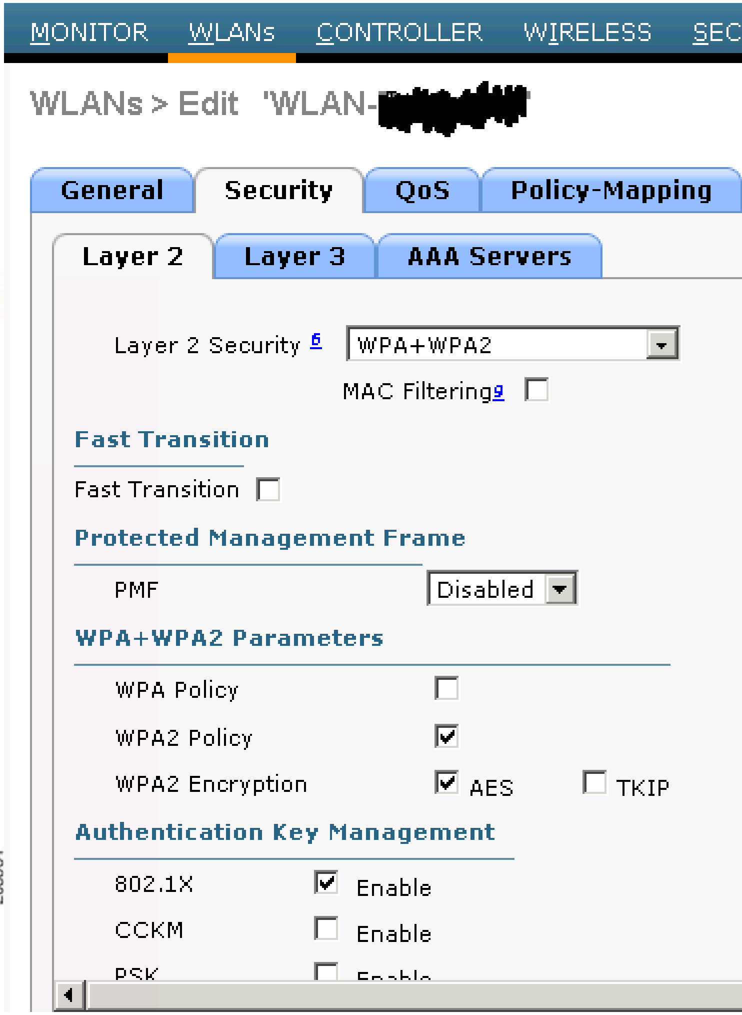
*Condition Expression

Condition Name	Expression			AND
	Radius:Service-Type	Equals	Framed	AND
	Radius:NAS-Port-Ty	Equals	Wireless - I	AND
	AD1:ExternalGroups	Equals	skerr.local/(	

skerr.local/Computers/BoI Wireless Machines
skerr.local/Users/BoI Wireless Users

Cisco Wireless Controller





WLANs > Edit 'WLAN-[redacted]'

Layer 2 Security [6] WPA+WPA2

MAC Filtering[9] □

Fast Transition

Fast Transition □

Protected Management Frame

PMF Disabled

WPA+WPA2 Parameters

WPA Policy □

WPA2 Policy ☑

WPA2 Encryption ☑ AES □ TKIP

Authentication Key Management

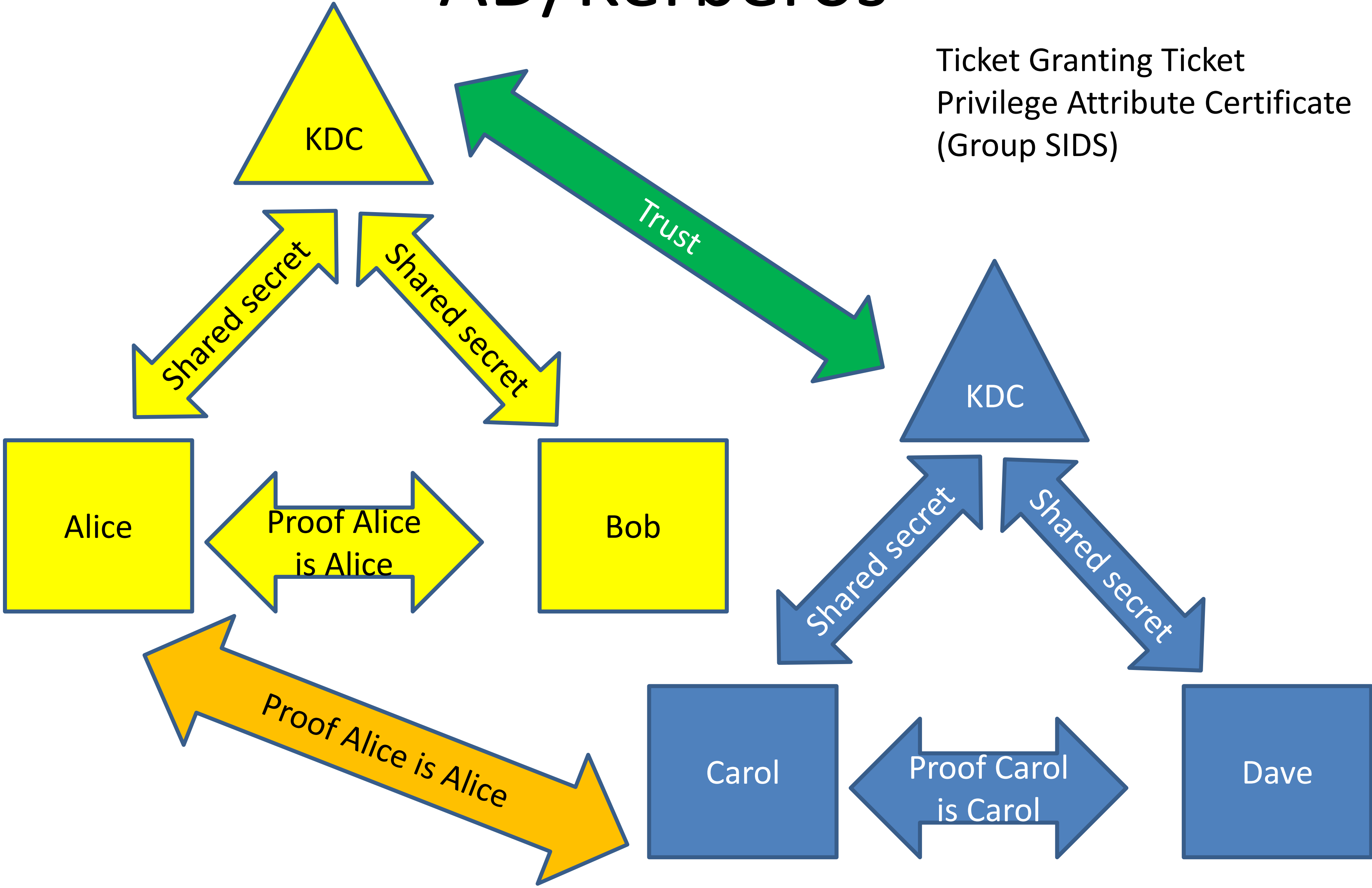
802.1X ☑ Enable

CCKM □ Enable

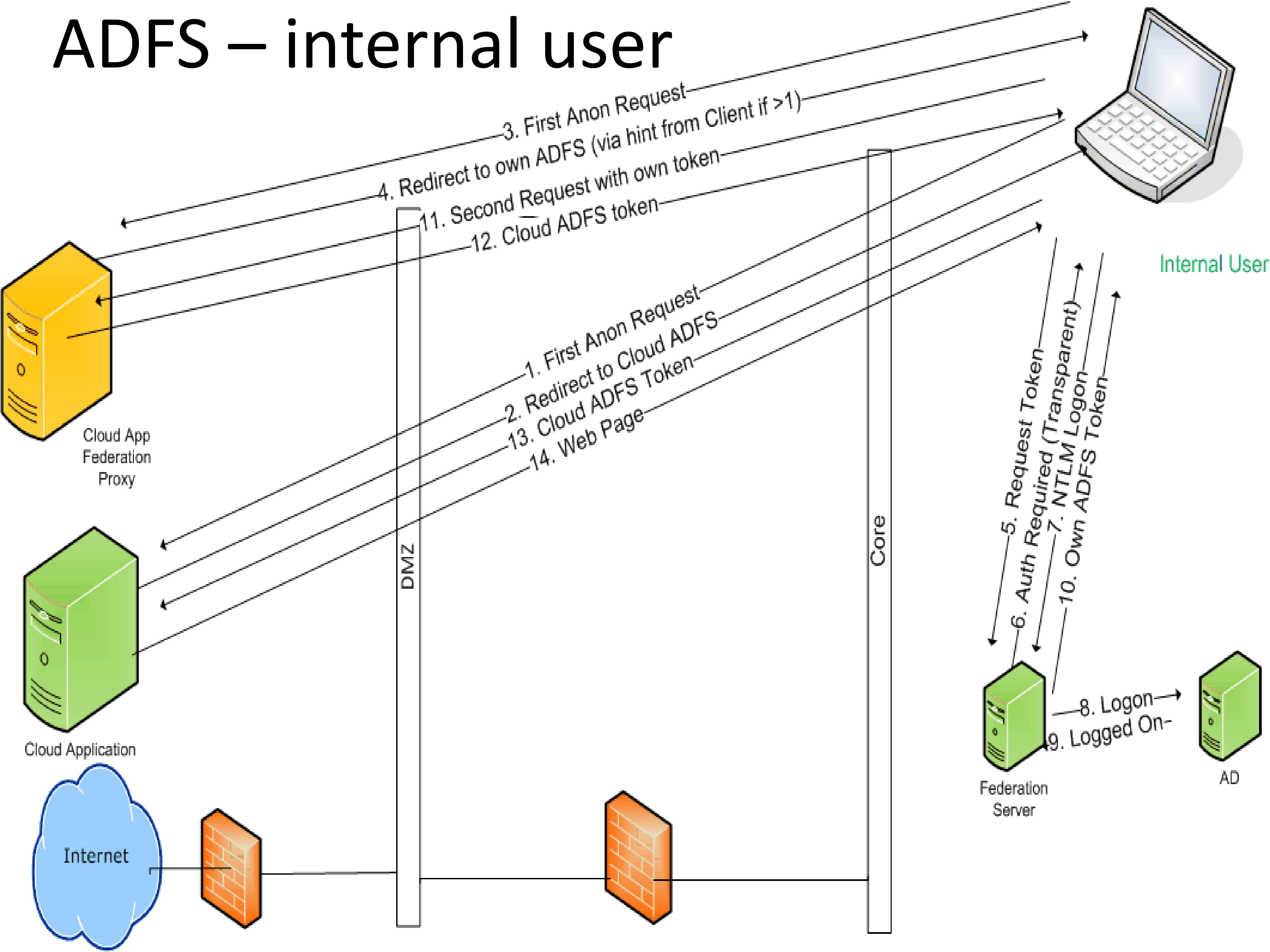
PSK □ Enable

AD/Kerberos

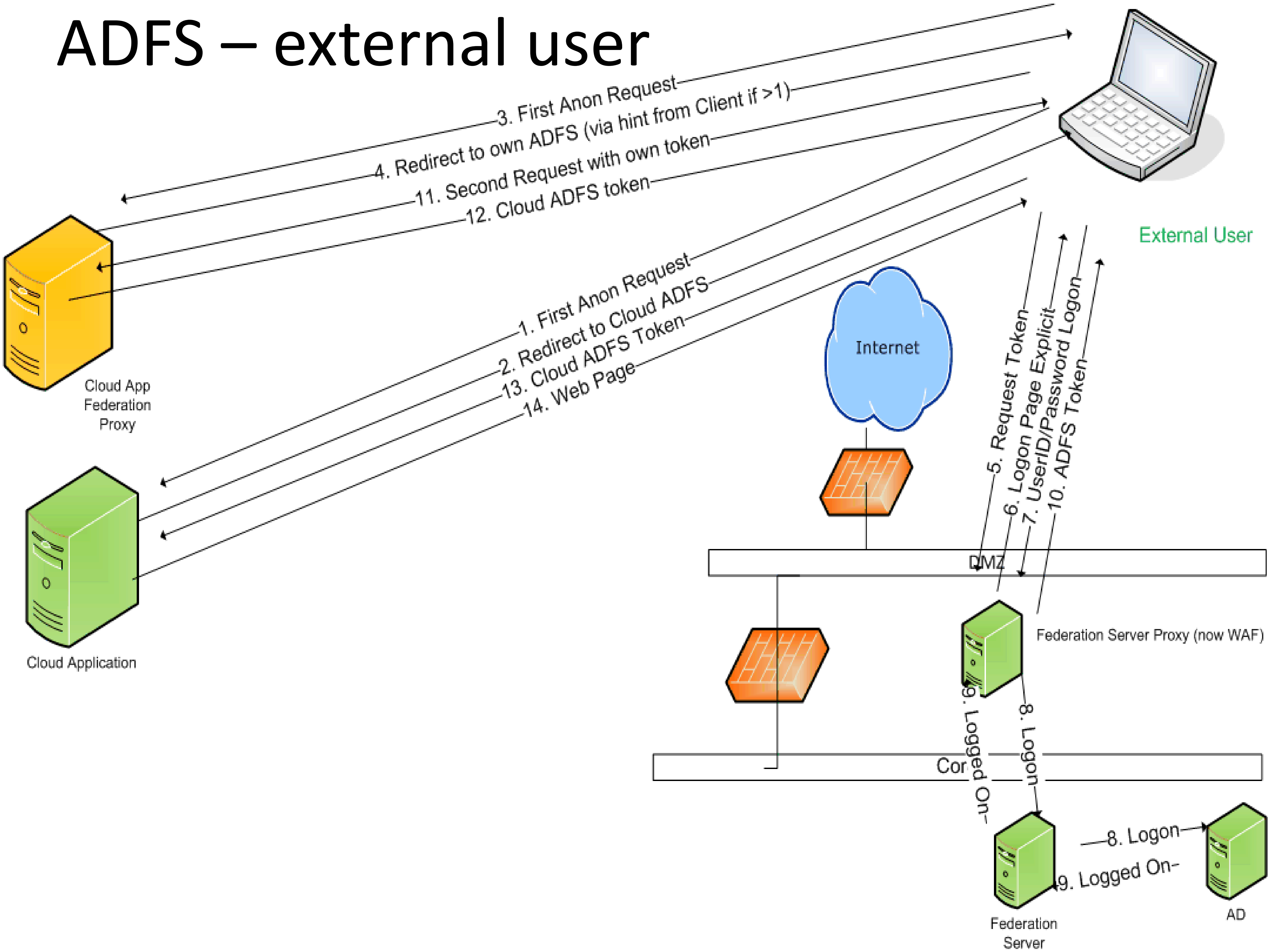
Ticket Granting Ticket
Privilege Attribute Certificate
(Group SIDS)



ADFS – internal user



ADFS – external user


3. First Anon Request
4. Redirect to own ADFS (via hint from Client if >1)
11. Second Request with own token
12. Cloud ADFS token
1. First Anon Request
2. Redirect to Cloud ADFS
13. Cloud ADFS Token
14. Web Page
External User
Internet
5. Request Token
6. Logon Page Explicit
7. UserID/Password Logon
10. ADFS Token
Cloud App
Federation
Proxy
Cloud Application
DMZ
Federation Server Proxy (now WAF)
9. Logged On
8. Logon
Cor
8. Logon
9. Logged On
Federation
Server
AD