UBS Company Profile

United Business Solutions Limited

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Corporate Milestones

KPN & SCS JV = SCS (T)

SCS (T) name change

1989

1993

- Established since **1989** with more than **30 years** of experience in Thailand
- Staff strength of more than **200** IT professionals
- Covering **Thailand** and **Laos**

2009

2012

2014

- **Paid-up Capital 62 Million Baht**

Management Buyout Of SCS(T) Name changed to UBS

Formation of EPCO

Formation of UBS Lao & CSC Lao

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UBS Vision

To be the leading One-Stop ICT Service Provider

Efficient Product, Delivery & Scalability

Technology to Deliver World Class Services

Customer Centric

Teamwork – Collaboration

Distinctive value proposition: UBS offers an End-to-end ICT solutions that are customer centric, and dynamically delivered by an experienced team with deep domain knowledge

M

- Focus is on Customer's requirement
- Think like the customer to achieve the goal of customer
- Customer experience – domain knowledge will enhance the process

- Extensive & in-depth knowledge of processes in public & private sectors
- Proven record to undertake large complex, multi-year projects

4

Dynamic Delivery Model

1

Customer Centric

3

Deep Domain Knowledge

2

End-to-End ICT Service Offerings
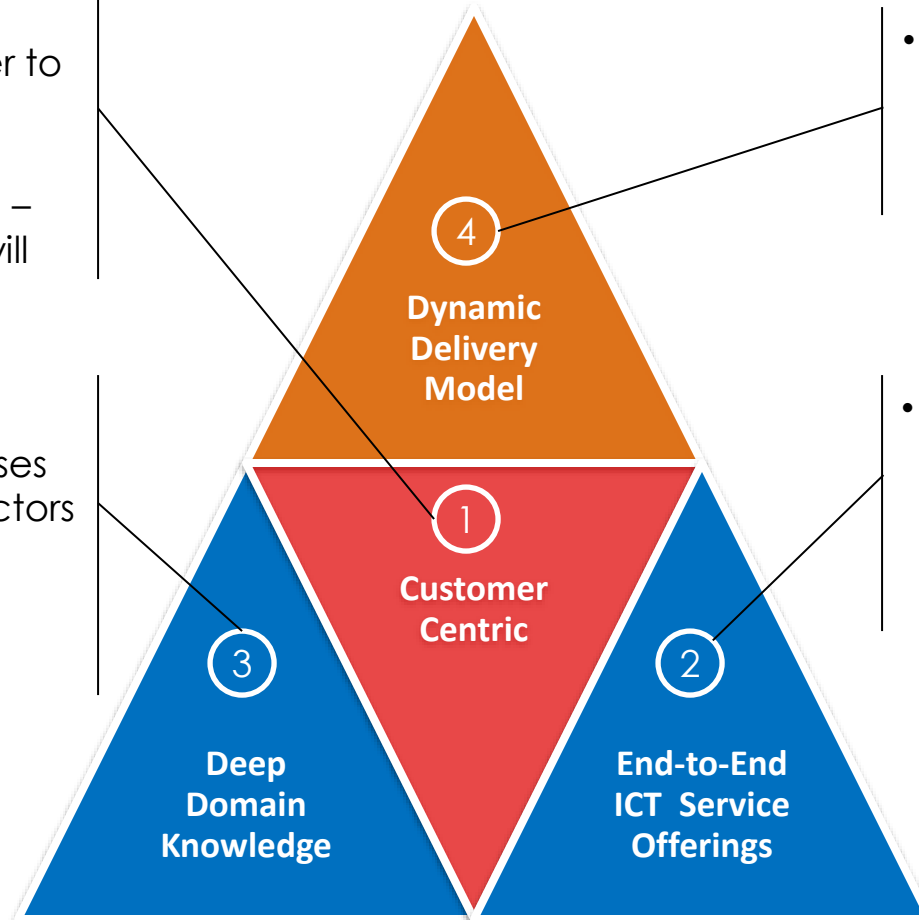
- Provides a dynamic delivery model to fulfill operational and capital demands of customers

- Provides end-to-end ICT services & solutions to address the entire ICT needs of enterprises and organizations

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P **As a platform-independent and vendor-neutral systems integrator, UBS operates from an eco-system of best-of-breed technology partners**

Technology Partners

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Offering end-to-end services through our competency centers and industry solutions

D

COUNTRIES & MARKET COVERAGE

Thailand & Laos

| Government | Defense | Education | Travel & Airline | Healthcare | Financial & Insurance | Telco | MFG |

COMPETENCY CENTERS & SOLUTIONS

Enterprise Solutions & Business Solutions (ESBS)

Local Service Provider (LSP)

IT Outsourcing (ITO)

Telecom Services (TS)

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IT Outsourcing - ITO

ITO

- **What is IT Outsourcing and Managed Services?**
  - **Outsourcing is delegating** the responsibility for performing an IT or business function to a third party
  - Why outsource? You outsource because the outsourcing supplier will do:
    - **What your organization currently does**
    - **At the same or better level of performance**
    - **For the same or lower price**
- **Advantages of Managed Services**
  - **Better use of staff:** allows customer to focus human resources on strategic planning and core mission support
  - **Cost savings:** choose not to build and support IT and network infrastructure available in the commercial sector; use limited capital to purchase needed service levels and reduce total cost of ownership
  - **Ability to use optimal technologies:** adjust types and mix of hardware, software, skilled labour, capital investment and technology to support changes in mission needs
  - **Rapid response to organization and business changes:** supplier is measured by ability to produce solutions

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Telecom Services - TS

S

TS

- **Fiber Optic Cable**
  - Distribution of the Fiber Optic Cable to Telcos and Systems Integrators.
  - Infrastructure deployment and Implementation of fiber optics nation-wide project

- **Application and Maintenance Augmentation Services**
  - Provide telecommunications application support and maintenance on behalf of the service providers

- **Network Management**
  - Provide up-to-date network availability and fault management
  - Provide Infrastructure and Information Security Monitoring

- **Innovative Products**
  - Deployed leading telecommunication device for the telecommunications and hospitality industries

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Next Generation Firewall (NGFW)

The new development to controlled single point of contact between

Secure internal network

The untrusted network

Against unauthorized incoming and outgoing traffic.

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Next Generation Firewall (NGFW)

- **Allow authorized traffic**

- **Predefined application and user-specific policies**
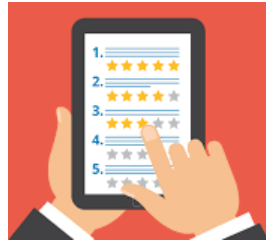
- **Provide sophisticated tools for intrusion detection**

- **Intelligence from outside the firewall to better protect your network.**

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Magic Quadrant for Enterprise Network Firewalls

CHALLENGERS

LEADERS

Palo Alto Networks

Fortinet

Cisco

Check Point Software Technologies

Huawei

Juniper Networks

Sophos

Forcepoint

Hillstone Networks

Barracuda

WatchGuard

Venustech

Sangfor

SonicWall

Stormshield

H3C

F5

Microsoft

NICHE PLAYERS

VISIONARIES

ABILITY TO EXECUTE
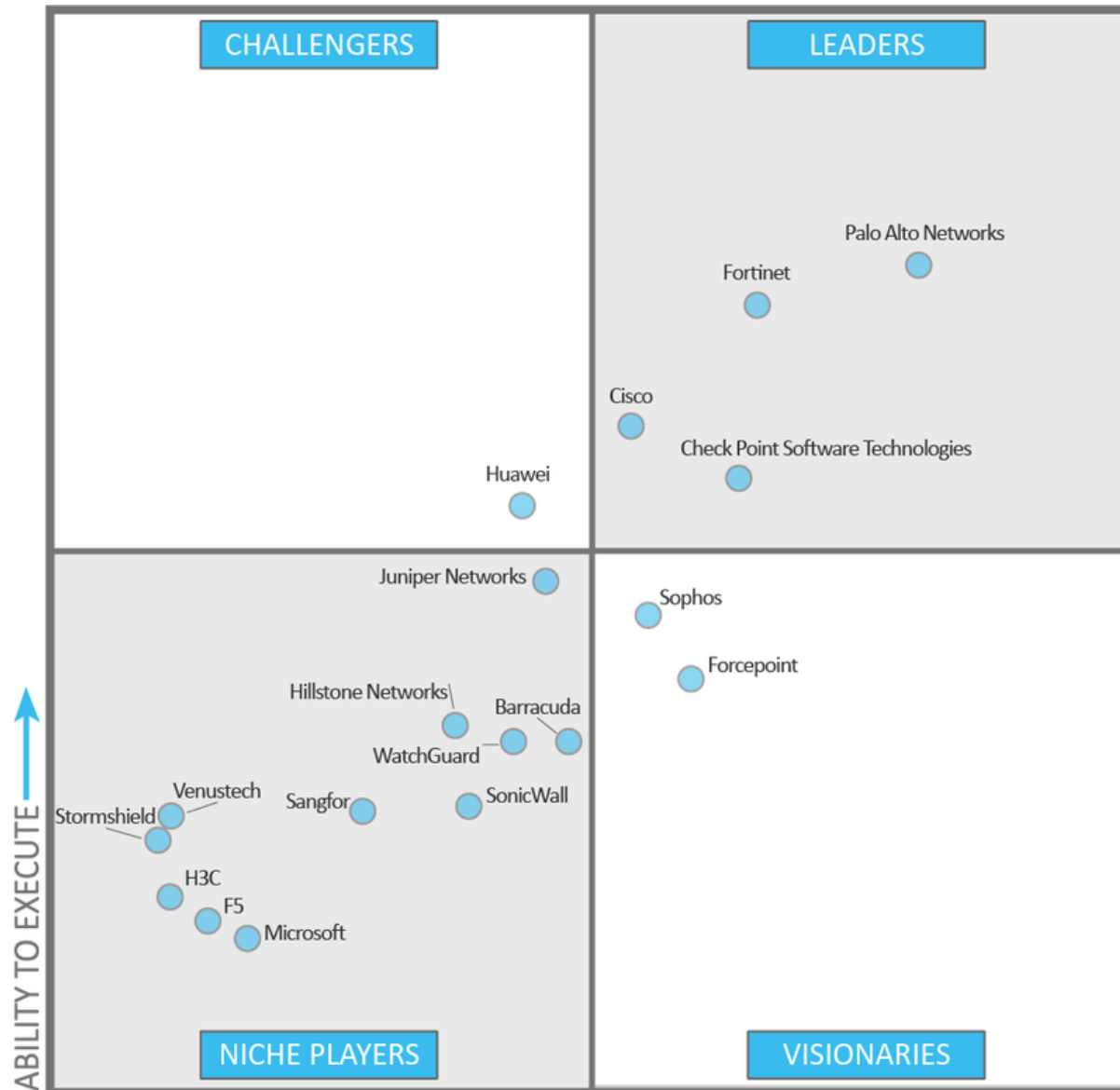
COMPLETENESS OF VISION

As of July 2019   © Gartner, Inc

Source: Gartner (September 2019)

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Magic Quadrant for Enterprise Network Firewalls

Analysis of the leaders in Network Firewalls

- **Palo Alto Networks' next-generation firewalls**
  - Natively integrated security platform and identifies all network traffic
  - Easy develop security rules for your business policies
  - Complete visibility of all network traffic based on applications, users, content and devices
  - Automated security reduces manual tasks and enhances your security posture
- **Cisco Firepower Next Generation Firewall**
  - Combines proven network firewall with the industry's most effective
  - Next-gen IPS and advanced malware protection
  - Adaptive, threat-focused, discover threats and enforce security policies, detect, block and defend against attacks, and remediate breaches and prevent future attacks
  - Managed over the web with cloud-based centralized management
- **Fortinet's Enterprise Firewall**
  - Application control, intrusion prevention, web content filtering, Virtual Private Networking (VPN), spyware prevention and malware defense. Fortinet Security enable an intelligent defense against emerging threats
  - Single network security managed through a single pane to maintain, configure and control security policies including logging and reporting
- **Check Point**
  - Latest data and network security protection in an integrated next generation firewall
  - Reducing complexity and lowering the total cost of ownership
  - Coverage both Cloud and Data Center security for customers of all sizes on VMware, Amazon AWS, and Microsoft Azure.

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Next Generation Firewall (NGFW) Capabilities

CAPABILITIES	paloalto	CISCO	FORTINET	JUNIPER	Check Point	zscaler
Capabilities	Very Strong	Strong	Strong	Strong	Strong	Strong
Throughput	Strong	Very Strong	Very Strong	Strong	Very Strong	Strong
Integration	Very Strong	Strong	Very Strong	Strong	Strong	Moderate
Delivery	Very Strong	Strong	Strong	Strong	Strong	Very Strong
Price	Moderate	Strong	Strong	Strong	Strong	Strong

Legend: The chart above reflects a compilation of 3rd party analysis of strengths and weaknesses of each solution.

● Very Strong   ◔ Strong   ◐ Moderate   ◔ Weak

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Cisco Name a Leader

Cisco Named a Leader
2019 Gartner Magic Quadrant for
Network Firewalls

Cisco Firepower Product Family

Performance and Scalability

SMB & Distributed Enterprise
- ASA 5506H-X
- ASA 5506W-X
- ASA 5506-X
- ASA 5508-X
- ASA 5512-X

Commercial & Enterprise
- ASA 5516-X
- ASA 5515-X
- ASA 5525-X
- ASA 5545-X
- ASA 5555-X
- Firepower 2110
- Firepower 2120
- Firepower 2130
- Firepower 2140

Data Center & Service Provider
- FTDv
- Firepower 4110
- Firepower 4120
- Firepower 4140
- Firepower 4150
- Firepower 9300 (SM-24, SM-36, SM-44)

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Cisco Firepower Integrates
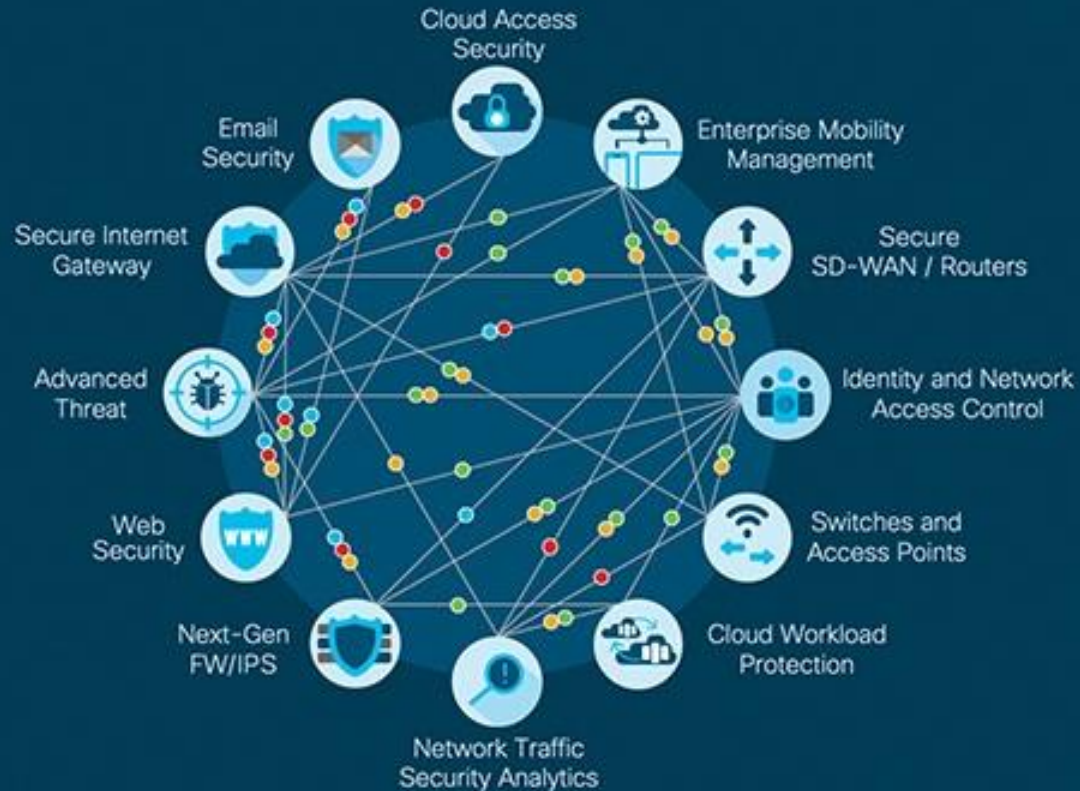
Firepower Threat Defense (FTD) Software

Firepower (L7)
- Threat-Centric NGIPS
- AVC, URL Filtering for NGFW
- Advanced Malware Protection

Full Feature Set →

ASA (L2-L4)
- L2-L4 Stateful Firewall
- Scalable CGNAT, ACL, routing
- Application inspection

Continuous Feature Migration →

Firepower Threat Defense

Single Converged OS

Firewall	URL	Visibility	Threats

Firepower Management Center (FMC)*
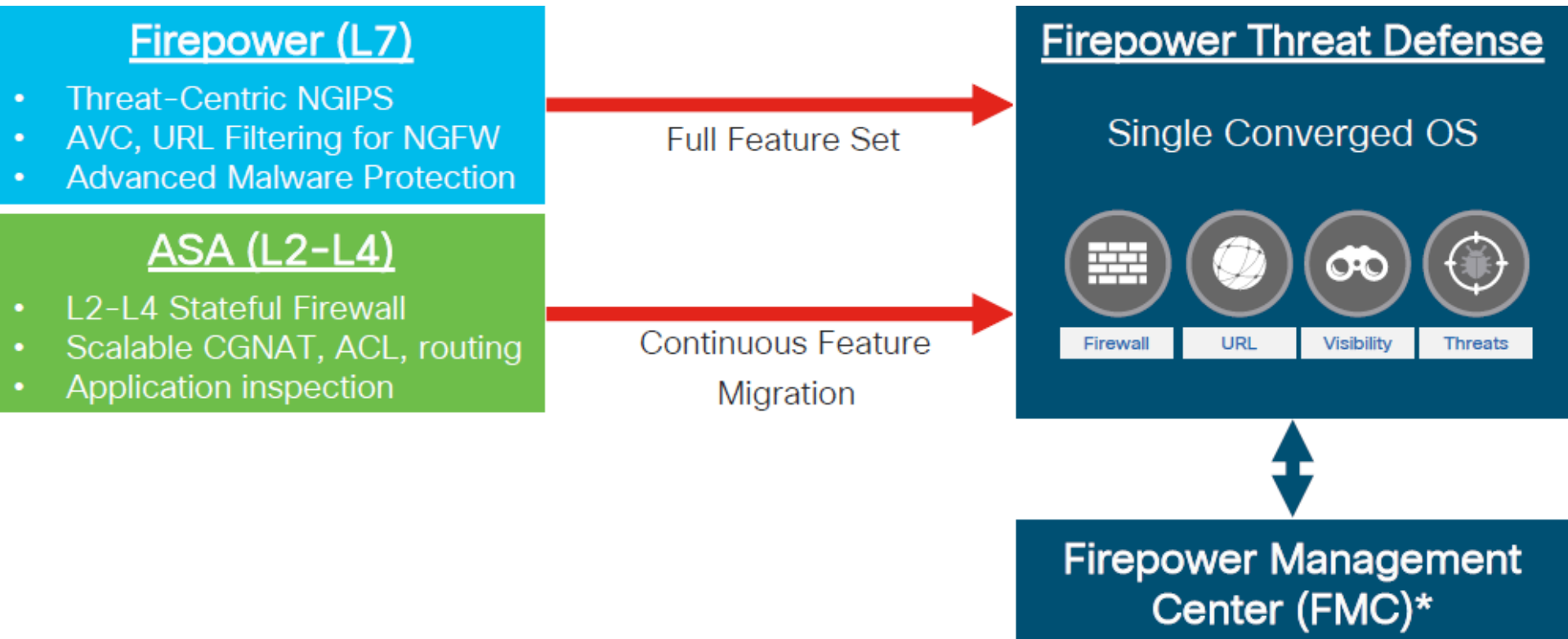
* Also manages Firepower Appliances and FirePOWER Services (not ASA Software)

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Firepower Threat Defense High Availability

- **Supported on all physical models and ESXi**
- **Stateful Active/Standby failover only**
- **All features are supported with failover**

- **Both NGFWs in pair must be identical in software, memory, interfaces and mode**
- **On FP9300, failover is only supported**
  - Across blades in different chassis
  - In non-cluster mode

- **Long distance LAN failover is supported if latency is less than 250 ms**

- **Two nodes connected by one or two dedicated connections called "failover links"**
  - Failover and state
  - Can use the same link for both
  - Best practice is to use a dedicated link for each if possible (cross-over or VLAN)

- **When first configured, Primary's policies are synchronized to Secondary**
- **Configuration/policy updates are sent to current active node by FMC**
- **Active unit replicates policies to standby**

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Firepower Threat Defense High Availability

Primary NGFW (active) — Failover — State — Backup NGFW (standby)

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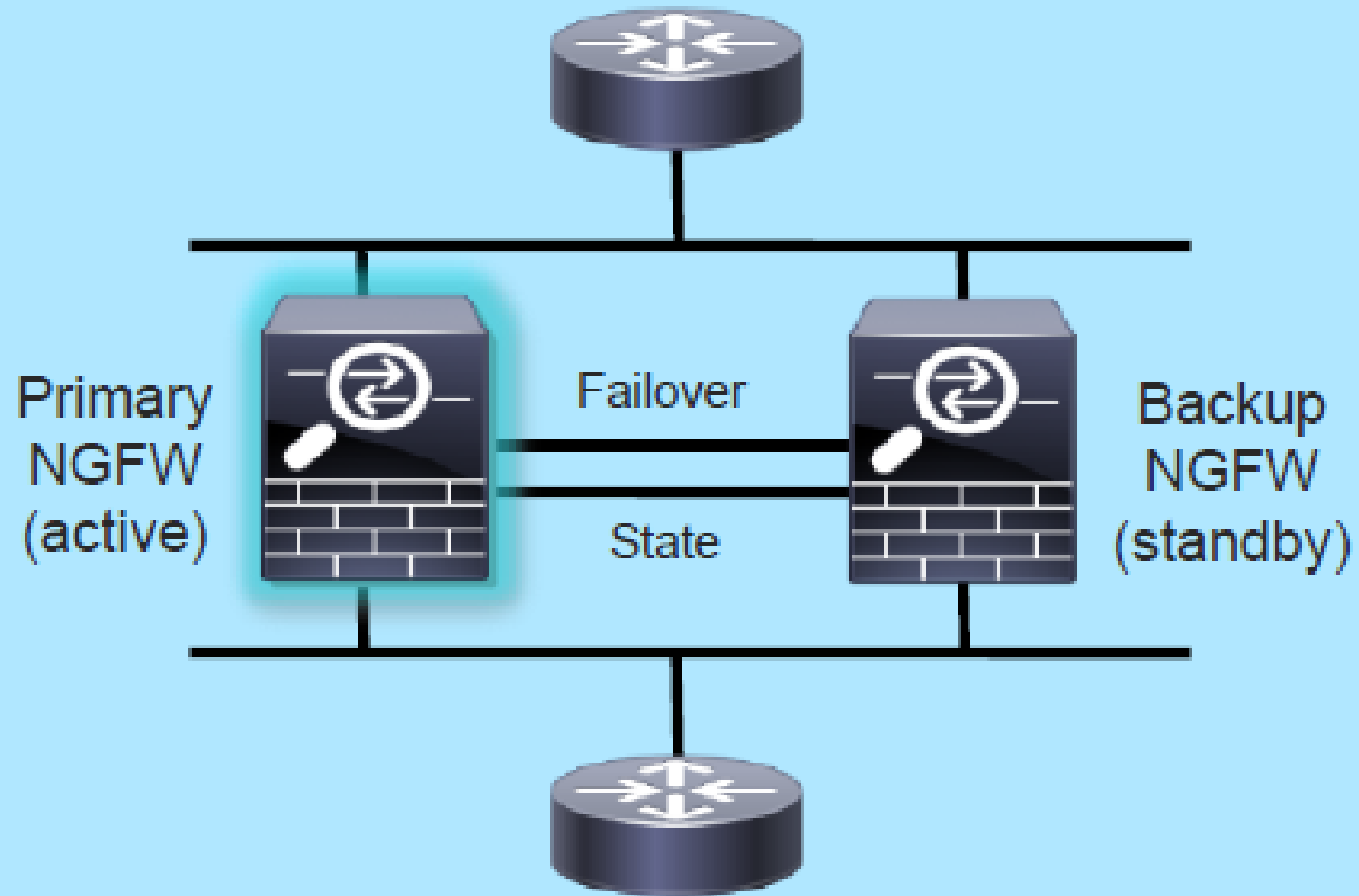
Cisco Firepower Leadership

Cisco Firepower At Grants

- **Leader in Firewalls**
  - Cisco was named a Leader in the 2018 Gartner Magic Quadrant for Enterprise Network Firewalls
- **Market Leadership**
  - Cisco NGFWs earn a 2017 Global Network Market Leadership Award from Frost & Sullivan
- **Customer's Choice**
  - Cisco was named a Gartner Peer Insights Customers' Choice for enterprise network firewall

- **TOP 5 CYBER SECURITY COMPANIES OF 2020**

#	Company	Annual Revenue
1	Cisco	USD 48.005 billion
2	Symantec	USD 4.019 billion
3	Palo Alto Networks	USD 1.8 billion
4	Check Point	USD 1.854 billion
5	Microsoft	USD 110.360 billion

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Why Cisco Firepower

- **Breach prevention and advanced security**

- **Comprehensive network visibility**

- **Flexible management and deployment options**

- **Fastest time to detection**

- **Automation and product integrations**

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Cisco Firepower Strengths

- **Sales Execution**
  - Cisco's global footprint is a big asset to convince large organizations
  - Gartner analysts see a large number of organizations signing ELAs with Cisco, including for a large number of Cisco Firepower firewalls.
  - Many clients describe themselves as "Cisco shops."
- **Marketing Execution**
  - Cisco owns a broad portfolio of network and security solutions.
  - Gartner sees the vendor trust Cisco as a strong marketing and sales strategy, which is also resonating with end users
  - It is an attractive proposition for clients that want to consolidate toward a single vendor
  - Gartner clients mention the Cisco integration story among the different Cisco products as a primary reason for the purchase.
- **Capability**
  - Customers and resellers continue to give high scores to Talos threat research and to advanced malware protection (AMP) features available on Firepower
  - Customers also like the IDPS (Intrusion Detection and Prevention System) integration on Firepower
- **Feature**
  - The Cisco AnyConnect VPN client offers support for most mobile devices
  - Gartner constantly receives inquiries in which clients rate the VPN offered by the vendor as higher
  - Gartner clients that replace their Cisco ASAs (Adaptive Security Appliance) with a firewall from a different vendor continue to use ASAs.

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