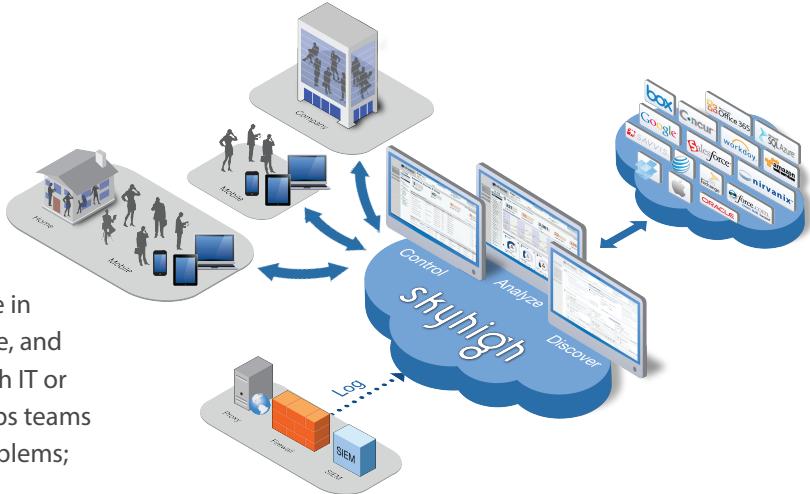




## Customer problem

Employees are adopting cloud services at an unprecedented pace in order to benefit from their ease of use, time to market, pay per use, and lower costs. In most instances employees either do not check with IT or Ops teams or evade their oversight and controls. Hence IT and Ops teams lack much needed visibility and control which creates several problems;



- Compliance and audit exposure: Regulatory and internal policy exposure due to employee use of services with high security and legal risk.
- Security and privacy exposure: Data leakage and security breaches through the high-risk use of even low-risk services.
- Increased costs: Unused subscription licenses, use of higher cost services, fractured and unmanaged procurement.

## Our Solution - Cloud Services Manager, a cloud-based, multi-tenant service for:

### 1 Rapid Discovery:

Ingests logs from existing firewalls, proxies, web security gateways, or SIEM systems to:

- Identify all cloud services being used by employees.
- Provide an objective, customizable, risk assessment of all cloud services in use.
- Enable new services to be discovered based on industry best practices.

### 2 Instant Analysis:

Builds statistical and behavioral models based on user, service, device, and data interactions to:

- Expose inconsistencies in current firewall and proxy policy enforcement.
- Identify opportunities to consolidate the number of services in a category based on risk or cost, and to reduce "Shelfware" by tying subscriptions to actual usage.
- Detect anomalous use that may indicate a security breach or data leaks.

### 3 3-click Control:

Reverse proxies the traffic to selected cloud services to:

- Insert a zero footprint and transparent point for visibility and control of traffic from mobile devices.
- Control access to the cloud service based on contextual policies over user identity, location, device, service function, and data.
- Protect data at rest by transparently encrypting data with keys owned by the business.

"With Skyhigh, we immediately discovered a wide range of services that we had not authorized." - **Steve Martino, VP, Information Security, at Cisco**

"Skyhigh addresses my cloud service security, compliance, and governance needs and enables me to become the Chief Enabler to the business." - **Brian Lillie, CIO, at Equinix**

"Using Skyhigh we feel more confident that we can adopt cloud services in a manageable way that enables our employees while meeting our security and privacy requirements." - **Steve Lantz, Dir, Infr and Ops, at Torrance Memorial Medical Center**



## Company overview

Skyhigh Networks provides IT immediate visibility into all the cloud services that employees are accessing, objective assessment of the risks of the services, and ability to control access to the services. It is simple and easy to use and invisible to employees requiring no employee action or desktop/device agent. Companies can now gain the benefits of cloud services with improved security, compliance, governance, and knowledge of best practices in the industry.

## Our Team

Skyhigh was founded by a team of successful serial entrepreneurs that includes CEO Rajiv Gupta and backed by Asheem Chandna at Greylock Partners. The Skyhigh team consists of experienced technologists and executives who have previously delivered groundbreaking technologies to enterprise customers at companies including Cisco, HP, Oracle, Akamai, PayPal, and many others.

Email [info@skyhighnetworks.com](mailto:info@skyhighnetworks.com) or go to [www.skyhighnetworks.com](http://www.skyhighnetworks.com) to get a free trial and see how

Skyhigh can enable your company to get the most from the cloud. Follow us on Twitter: @SkyhighNetworks