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2021

DON'T WALK IN THE CLOUD
UNLESS PROTECTED FROM LATEST CYBER THREATS

NPL, COMING SOON
NETPOLEON PARTNERS LEAGUE

TÊTE-À-TÊTE
MAX FOO
SUMIT DAR
MOHAN MADWACHAR

WORD TO THE WISE
EMPHASIZE ON END POINT PROTECTION

ABOUT
NETPOLEON INDIA
(TECHKNOWLOGIC CONSULTANTS INDIA PVT. LTD.)

Netpoleon India started its operations 5 years back under the name of *TechKnowLogic Consultants India Pvt. Ltd* with the regional headquarter in Bangalore and branch offices in Delhi and Mumbai.

Netpoleon India has been plugging in the present day IT security infrastructure gaps with niche premium products and Seamless Sales, Pre & Post-sales Technical Support.

A part of Netpoleon Group: A Value-Added Distributor (VAD) of Network Security products, headquartered in Singapore with various full-fledged offices across the APAC countries - India, Australia, Indonesia, Malaysia, Myanmar, Philippines, Thailand and Vietnam.

Since its inception in 2000, Netpoleon has constantly reinvented itself to keep abreast with the dynamic needs of an evolving IT landscape. In the process, Netpoleon has established itself as a regional player and a leader in the Southeast Asian Network and Cybersecurity Industry.

Through the strong partnership with Channel Partners, Netpoleon has gained a strong foothold in several highly demanding industries namely the Financial Services Sector where Data Protection is a key competitive edge for the businesses, the Telecommunication sector which is a critical information infrastructure and also the Public Sector where highly secure and protected environment is required to protect governmental classified information.

DON'T WALK
IN THE CLOUD
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Editor's Note

While the world is recovering and getting back on its feet after battling with the Pandemic, we at Netpoleon India take this opportunity to thank our partners and customers for their continued support. The past year was a testing period for all, however it also reinforced the fact that we are really lucky to have our amazing partners and customers by our side.

Netpoleon being a value added distributor constantly strives to bring to you not only industry's best cybersecurity solutions but also support in the form of various marketing activities. This issue of CyberSec Bulletin shares insights on cloud security, endpoint security, the upcoming events for our partners, IT & OT cyber security, and the quiz. Hope you enjoy this edition of CyberSec Bulletin.

DON'T WALK IN THE CLOUD
UNLESS PROTECTED FROM LATEST CYBER THREATS

It is no secret that last year changed the complete cybersecurity landscape and the aftermath of Covid-19 on our industry has just begun. The major shift to the remote working model wouldn't have been possible without cloud-based solutions and services. Sure did the massive adoption of cloud solutions save us from major gaps in day to day work; however, it also increased the security risks. Needless to say, cyber crimes sky rocketed in 2020 and continues to grow even in 2021.

A Gartner study shows the worldwide public cloud services market is expected to grow to a total of $306.9 billion in 2021. It is a complete new world being built in the cloud and therefore a strong cloud security strategy is vital for any organization irrespective of its size, especially healthcare and financial institutions. While enterprises are strategizing to increase their 2021 cyber security budgets, cloud security budget needs to be a core aspect of the IT budgets.

With the utilization of public, private and hybrid cloud networking growing day-by-day, the need for a full-proof DDI cloud based security becomes a necessity for today's borderless enterprise. It is no secret that DNS is the most ignored part of any infrastructure when it comes to security; however, it is one of the most sought after attack vector. Domain hijacking, DNS flood attack, DRDoS, Cache poisoning, DNS tunneling, Attacks on subdomain are some of the common types of DNS attacks.

As the shift to cloud happens to smoothen the functioning of a workspace, having a Cloud-managed DDI (DNS, DHCP, IPAM) security solution is the smartest and trustworthy way to manage an organization's network and harness the maximum benefits of cloud based technologies.

Another significant part of cloud infrastructure security is to understand and acknowledge the criticality of having a dedicated cloud based Network Detection and Response system in place. With the current cloud movement, the need of the hour for every internal security team is to achieve the aim of complete cloud security as they face diverse challenges everyday. A cloud based NDR having an AI based automated system that gives thorough visibility to an user's remote connectivity and cloud network systems will prove to be a boon for smart organizations.

A smart cloud security will definitely make walking in the cloud a cakewalk.

Source: https://www.information-age.com/public-cloud-end-user-spending-grow-18-2021-gartner-123492692/

www.Vectra.ai

www.infoblox.com/

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tête-à-tête

Cyber security on the other side of Covid-19

Max Foo

COO & Regional Director - Netpoleon Group

Mr. Max Foo shares the Netpoleon India story pre and post Covid-19

It's been almost 5 years Netpoleon is operating in India. How has the journey been?

Starting a new business is always tough when you need to compete with other establised players. However, we are fortunate to start with an experienced and committed team.

We are also grateful to those vendors who believed and supported us.

Has the Pandemic affected your plan for the growth of Netpoleon India?

It has definitely made us think harder for any new investment in the region. However, India is one of our focused growth country and being one of the younger VAD in India, we see this as an opportunity to outpace our competition as ICT market is still an essential service for many customers.

The world is moving to new technologies and methods after getting hit by the pandemic, what is your take on it?

Well, we are fortunate to be in the technology business, it is one of the less affected segment compared to Aviation and Hospitality. What we need to do in the next 2-3 years is to continue to adapt to what the market needs as it is going to be an extreme volatile environment.

How aligned is Netpoleon India during today's crisis scenario both from within and outwardly?

Despite the pandemic, our business is not badly affected in 2020. In 2021, we will continue to focus on looking for the right technology solution and to provide excellent customer services to ride out this crisis.

What is your plan for Netpoleon in the coming year?

Continue to invest in the world's fastest growing region (APAC) and be the preferred VAD for vendors and customers.

How is the Netpoleon family fighting the crisis created by the Pandemic? What is the support system and the secret of your strength?

As one of APAC's largest Cyber Security VAD in terms of coverage and turnover, we are backed by suppliers and also key financial institutions so that we can continue to provide the best-of-breed solutions and services that our customers are looking for without worrying about survivability.

WORD TO THE WISE

EMPHASIZE ON ENDPOINT PROTECTION

The pandemic avalanche has paved way for a new kind of crisis in the world of IT and the experts are calling it a, 'digital pandemic'. As the work from home movement continues, focusing to protect the endpoint assets of the remote workforce becomes essential. Let's find out what are some of the common endpoint security challenges we will face in 2021.

Forrester predicts that insider threats, spear phishing attacks, mobile spyware, ransomware will contribute to a large percentage of end point data breaches. The recent SolarWinds SUNBURST attack where the malware was slipped into the software updates of SolarWinds' Orion software created a devastating atmosphere at the customer's end. However, customers using an AI-powered endpoint detection, response and endpoint protection solution with a single autonomous platform were protected from the malware.

The WFH has made it practically impossible to control the functioning of the remote workforce and thus every device they are using is susceptible to new threats because when every device is connected to each other in a remote working environment, malicious threats can travel faster than light. Today, malware doesn't need an internet connection to attack, therefore an ideal end point security should be 'always on' across all platforms whether you're online or offline.

Smart and forward thinking companies are evaluating and opting for protection that extends security and visibility to assets running in public clouds, private clouds, and on-premise data centers to secure the diverse remote workloads. To keep up with the changing world both end point protection, end point detection and response is important to detect and resolve threats in real time.

Some of the more capable and less complex AI based EDR-EPP solutions can help you continuously monitor every event, across every OS and every environment, be it a data center, cloud service provider, office or remote work location.

Let's say, it is indeed wise to budget for a complete end point security solution; after all, your most sensitive data lives on the endpoint and in the cloud.

Sumit Dar
Sr. GM IT
Dalmia Bharat Ltd.

Considering that the entire economy is going through a crisis period, what is your approach to new technologies in 2021?

As we are trying to put the pandemic behind us, the primary focus going forward is to stabilize and sustain the existing services. Do what is fit for the purpose and relevant for the business. Also in the remote working scenario since the organizational perimeter has expanded or should I say, 'doesn't exist', it is also vital that the Information Systems are secured with robust security and connectivity controls on the client's machines as well as the Business Applications and Infrastructure Services while connecting to IT & Business Services away from office. Choosing sustainable solutions to do the job is important for any IT Manager without getting overwhelmed with a gamut of fancy solutions available.

What are the crucial cybersecurity technologies most needed in today's scenario?

Securing the end user computing work from home. Since remote working has kicked in and if BYOD is the way forward then the access to infra and business applications from client's computers must be secured - a "secured" and "always on" VPN is a must for connecting to the business applications & services and infrastructure services. Monitoring is another aspect which needs to be done and continuously improvised. Data protection comes next - since the users are not in the office premises and not on company network.

Next in line is the perimeter less environment - what level of control are we envisaging on the cloud based workloads and applications - this needs to be controlled via solutions such as CASB and IAM.

Most companies have opted for a work from home model of working which is helping companies not only to save costs but also expand their reach to many tier-II and tier-III cities. In such a scenario how do organizations manage the complete security aspect?

Threat protection at all levels, End Points, Perimeter (NW), Servers (on prem and cloud), Business Apps (web apps, mobile apps) strengthening of remote work infra, secured & always on VPN, detection and response are aspects that include strong protection (AV and next step is EDR) and 24x7 monitoring of crown jewels.

What according to you is more important today and why:

a)Premium cyber security solutions for complete protection or
b) Cost-effective cyber security solutions to do the job

A good balance is important. We have seen Tier-I tech organizations getting impacted due to 3rd party vulnerability in the recent past (the 3rd party in question also happens to be a Tier-I in its domain) but then a right mix must be evaluated and implemented. The concept of one size doesn't fit all is completely true for security management too.

Coming soon

NPL
Netpoleon Partners League

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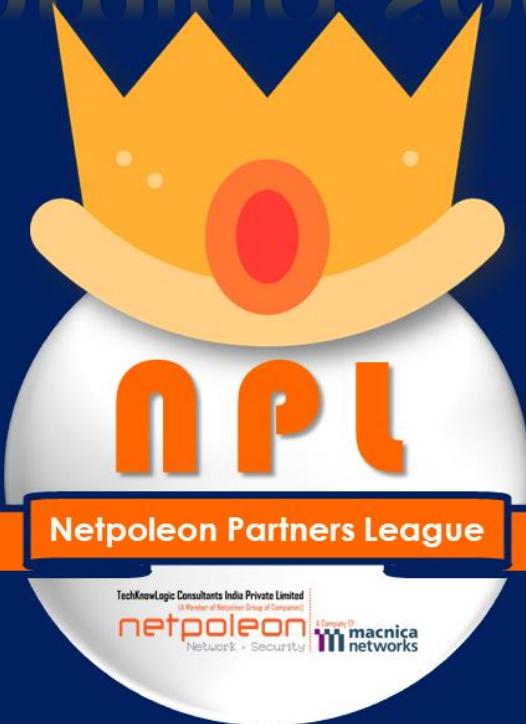
Netpoleon Solutions India is happy to announce the unique game show exclusively for our Partners, the NPL- Netpoleon Partners League. Do you have it in you to fight 19 of your contemporaries and win the

NPL Trophy?

To participate and win exciting prizes, write to rakhi.b@netpoleons.com
*Terms & conditions apply

Netpoleon India Congratulates The Transformers

VECTRA
Security that thinks.
Mr. Paul Coates for joining Vectra as Regional Director, ASEAN and supporting India business

ENH iSecure
ENH iSecure, for being awarded the Best Service Delivery Partner (Delivery Admiral award) 2020 by SailPoint

Infoblox
The new team of Infoblox headed by **Mr. Rajeev Sreedhar** as the GM & Country Head - India

tête-à-tête
Partner Corner

Mohan Krishnamurthy Madwachar
Director – Sales & Strategy
Secure Networks Solutions
India Pvt. Ltd.

How has your association with Netpoleon India been?

We started our relationship with Netpoleon's previous avatar in India - TechKnowLogic, and it has grown stronger in the last couple of years. We came across them as a professional outfit with dedicated professionals and a channel partner focused distribution company.

What is the one difference you think Netpoleon has as a 'Value Added Distributor' compared to its contemporaries?

Market dynamics have changed over the last two decades. From a SI only generated business, now OEMs have a wider reach to the market and distribution business and has seen the impact of this approach. Having focused presales team, demo and PoC capabilities, industry vertical managers, dedicated product managers and directly generating leads for their partners are the new game changers. Netpoleon is well ahead in this approach and is proactive in bringing the business to their partners.

What's your take on the solutions that Netpoleon offers?

Netpoleon is approaching the 360° coverage to Cyber Security by bringing in leading product lines and offerings. Some of the well-known players in the Americas & Europe were probably avoiding price sensitive and risk-averse India market. Netpoleon is bridging this gap by providing local experience and insights to such niche brands.

What is your Go-to-market strategy now that the entire approach of field sales &. marketing has changed?

Core cyber security requirements of our customers across the verticals have not changed due to Covid-19. There is a change in Sales & marketing strategies though. Whether it's a permanent change or not, only time will say. Till then, we continue to follow the basics - have a solution oriented approach, maintain consulting mode instead of 'selling mode', upsell in existing accounts by positioning right solutions to fill the security gaps, and acquire new customers.

Do you think that customers are ready to spend on new technology in the coming year? Will their purchase decisions still be influenced by the effect of the pandemic?

Digital transformation has become inevitable to every industry. You may call it a peer or market pressure but use of digitalization has shown significant growth in the customer's revenue graph. This will continue regardless of the setback due to pandemic. Priority of procurement among the cyber security projects have changed for sure. Most of the customers have hybrid environment (on-prem and cloud) and each of these setup require specific security solutions. We are only seeing a marginal shift in the buying pattern so our strategy is aligned to this shift.

In fact, due to the pandemic, the areas such as need for automation, remote and secure working, data protection, insights, analytics and auto-remediation of the infrastructure have seen increased investments.

Worth the Read

Read what some of the mainline dailies say about the affect of the Pandemic on Cybersecurity industry.

Hillstone
N E T W O R K S ™

Email security firm Mimecast says hackers hijacked its products to spy on customers
Click to read here

FBI probes Russian-linked postcard sent to FireEye CEO after cybersecurity firm uncovered hack – sources
Click to read here

SolarWinds hackers accessed Microsoft source code, the company says
Click to read here

India poised to be cybersecurity hub as Covid ups virus threats
Click to read here

Tips for better Virtual Desktop Security
Click to read here

NEXT-GEN FIREWALLS (NGFW)

A comprehensive network security and advanced firewall with Granular Application Control with Comprehensive Threat Detection and Prevention.

Key Features
- Dynamic routing (OSPF, BGP, RIPv2)
- Static and policy routing
- Route controlled by application
- Built-in DHCP, NTP, DNS server and DNS proxy
- Tap mode—connect to SPAN port
- Interface modes: sniffer, port aggregated, loopback, VLANS (802.1Q and trunking)
- L2/L3 switching & routing
- Virtual wire (Layer 1) transparent inline deployment

Hillstone NGFW can identify and prevent potential threats associated with high-risk applications while providing policy-based control over applications, users, and user-groups. Policies can be defined that guarantee bandwidth to mission-critical applications while restricting or blocking inappropriate or malicious applications.

A smart way to achieve real-time protection for application and network attacks including viruses, spyware, worms, botnets, ARP spoofing, DoS/DDoS, Trojans, buffer overflows, and SQL injections.
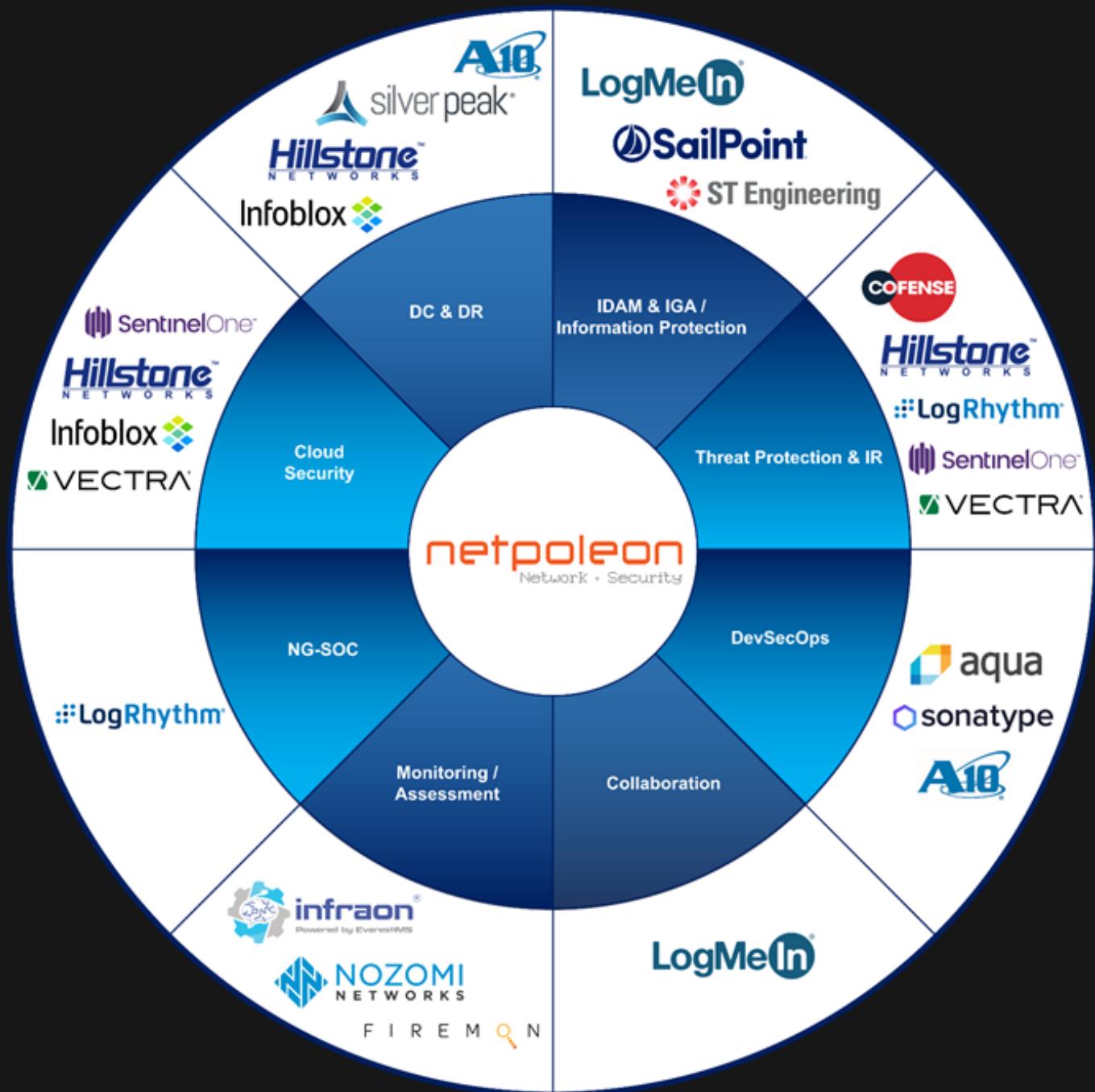
Quiz

Answer the 3 questions below and win an Amazon voucher worth 1000 Rupees.
Email your answers to rakhi.b@netpoleons.com before 25th February 2021.
(winners will be announced on in the next issue, *Conditions apply)

1. What according to Forrester will contribute to a large percentage of end point data breaches?

2. What are the 5 threat protection and IR solutions in the Netpoleon India's product portfolio?

3. Name 3 types of DNS attacks?

Winners of Issue 02
Mr. Prathamesh Patil – Inspira Enterprise
Mr. Abhirup Sarkar – EverestIMS.
(The vouchers will be emailed to you shortly)

Upcoming Events
NPL - Netpoleon Partners League

To know more and register, email us at rakhi.b@netpoleons.com

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