

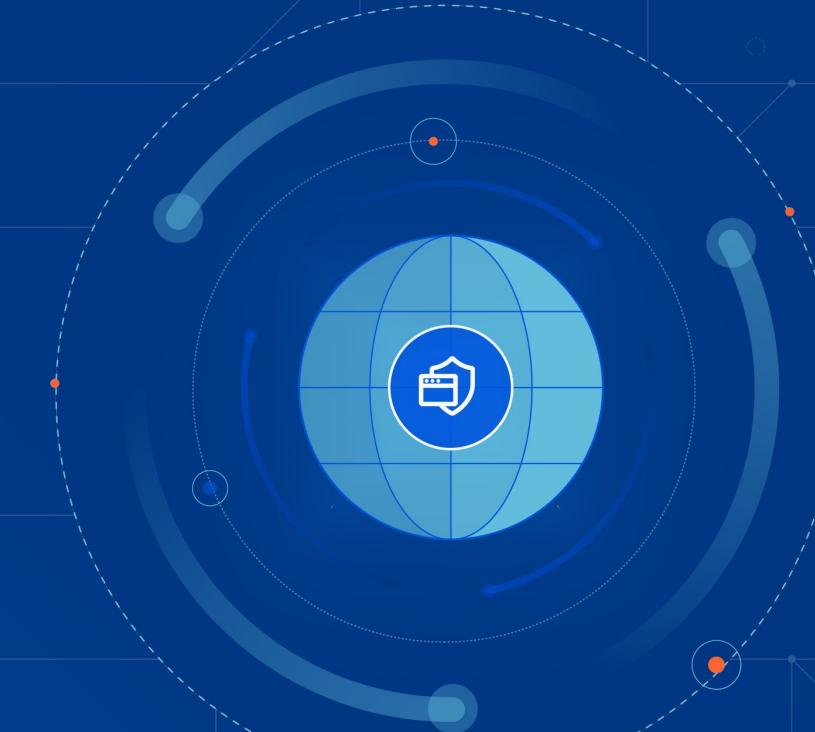
We are helping build  
a better Internet.





# Cloudflare on Tour

Houten – 8 Februari 2023



## WIE ZIJN WIJ?



**Jan van Leuken**  
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**Michiel Appelman**  
Sr. Solutions Engineer – Cloudflare  
[michiel.cloudflare.com](mailto:michiel.cloudflare.com)



## Introduction

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## Trends (Jan)

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## Cloudflare Intro (Jan)

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## Zero Trust Deep-dive (Michiel)

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Lunch 12:00 - 13:00 - all in restaurant.



 **Trends**



# Welcome to ChatGPT

in your OpenAI account!



Hi  
Hello! How can I help you today? Is there something you need help with or would like to learn more about? I'm here to assist you with any questions you may have.



chat.openai.com





chat.openai.com

Checking if the site connection is secure



Verify you are human





## Forwarded messages

KillMilk 28/01/23

Мед учреждения Нидерланды :

<http://www.umcutrecht.nl/> -- Университетский медицинский центр  
Уtrechtа

<https://www.lumc.nl/> -- Университетский медицинский центр  
Лейда

<http://www.radboudumc.nl/> -- Медицинский центр университета  
Радбуда

<https://www.mumc.nl/> -- Медицинский центр Маастрихтского  
университета

<https://www.erasmusmc.nl/en/> -- Медицинский центр Университета  
Эразмус

<https://www.catharinaziekenhuis.nl/> -- Катарина Зикенхейс

<https://www.jeroenboschziekenhuis.nl/> -- Больница Йеруна Боша

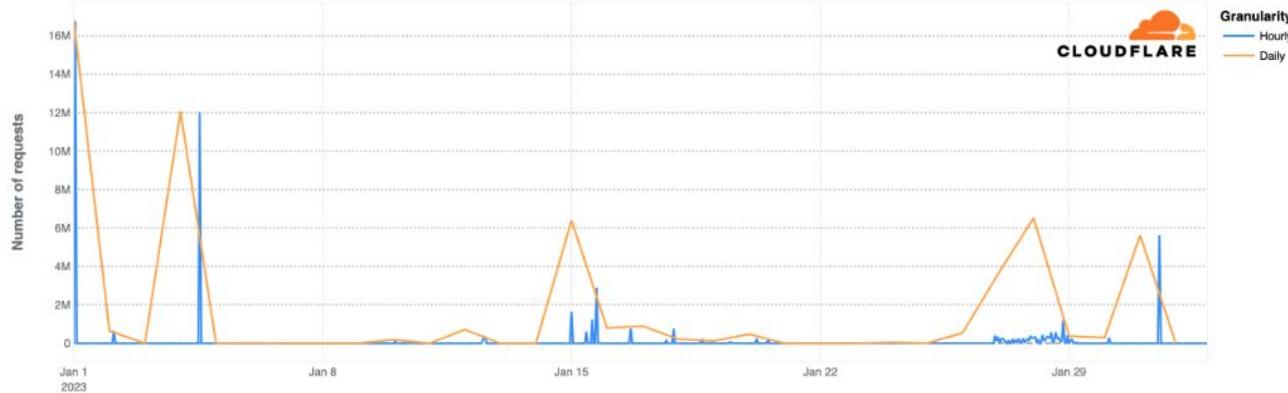
<https://www.mmc.nl/> -- Медицинский центр Максима

<https://www.mst.nl/> -- Medisch Spectrum Twente (MST)

<https://reinierdegraaf.nl/>

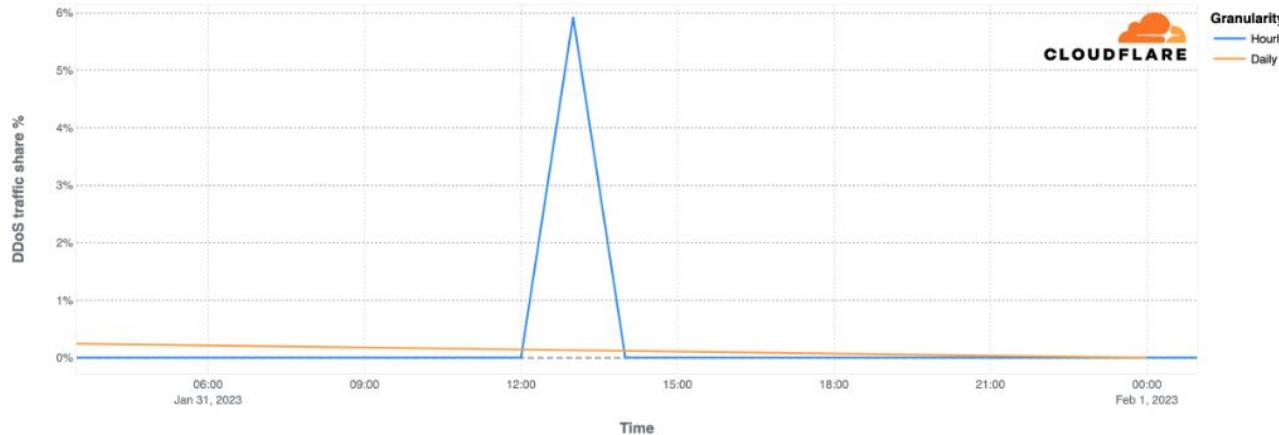
### DDoS traffic to Health related industries over time

2023-01-01 00:00:00 - 2023-02-01 21:00:00



### DDoS traffic shares to Health related industries over time

2023-01-01 00:00:00 - 2023-02-01 21:00:00





# Cloudflare Intro

**Cloudflare is the only composable, Internet-native platform** that delivers local capabilities with global scale and with...

**Security**

**Privacy**

**Performance**

**Resilience**

**Agility**



**275+**

cities in 100+ countries,  
including mainland China

**30**

Data centers in China

**11,000+**

networks directly connect to  
Cloudflare, including ISPs,  
cloud providers & large enterprises

**172Tbps**

of network edge capacity  
and growing

To provide a **private, secure, reliable, performant, agile** enterprise-grade Internet experience, Cloudflare is everywhere

**126B**

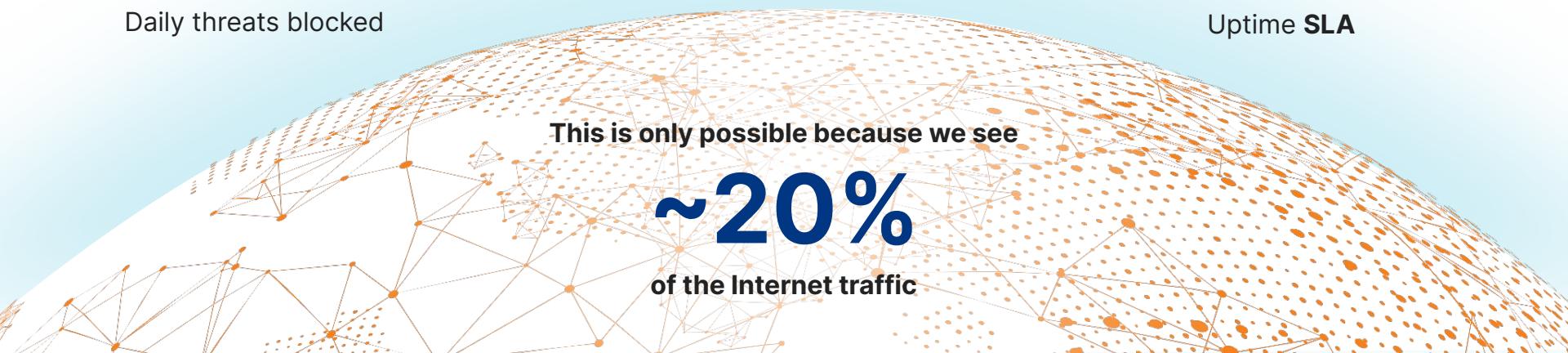
Daily threats blocked

**95%**

of world's Internet users  
within **50ms** of our network

**100%**

Uptime **SLA**



This is only possible because we see

**~20%**

of the Internet traffic



**HORIZON**

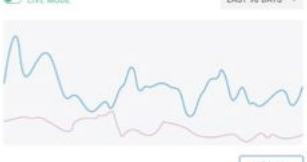
**HOME**    EMAIL    DNS    LANDSCAPE    PhishGuard™    **SETTINGS**

**SEARCH...**

**SYSTEM STATUS**  
ALL SERVICES ONLINE  
99.96% UPTIME (999,999)

**EMAIL PROCESSED** | 17,755    **PREVENTED ATTACKS** | 252  
UPDATES EVERY 15 MINS

**LIVE MODE**    LAST 90 DAYS



**VIEW ALL**

**MALEVOUS THREAT TYPE**  


- LINK | 27%
- CREDENTIAL HARVESTER | 24%
- IDENTITY DECEPTION | 15%
- BRAND IMPERSONATION | 9%
- EXTORTION | 5%
- OTHER | 15%

 UPDATES EVERY 15 MINS    **VIEW ALL**

**TOP BEC TARGETS**  
 beth.huffman@mycompany.com | 1,540  
 raul.beasley@mycompany.com | 997  
 alys.pritchard@mycompany.com | 625  
 margan.sanders@mycompany.com | 230  
 hr@mycompany.com | 12  
 UPDATES EVERY 15 MINS    **VIEW ALL**

**TOTAL SPOOF**  
**TOTAL SPOOF DETECTION** | 473  

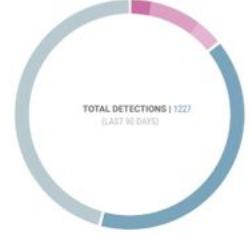

- NAME SPOFS | 243
- CLASSIC SPOFS | 230

 473  
 UPDATES EVERY 15 MINS    **VIEW ALL**

**TOP NAMES**  
 Beth Huffman | 89  
 Raul Beasley | 56  
 Aly Pritchard | 51  
 UPDATES EVERY 15 MINS    **VIEW ALL**

**TOP TARGETS**  
 info@mycompany.com  
 margan.sanders@mycompany.com...  
 beth.huffman@mycompany.com  
 UPDATES EVERY 15 MINS    **VIEW ALL**

**DETECTION STATS**  
**BREAKDOWN**    **TIMELINE**  
 LAST 90 DAYS



**TOTAL DETECTIONS** | 1227 (LAST 90 DAYS)

**TOTAL EMAIL PROCESSED** | 17,755  
 LAST 90 DAYS

Category	Count	Percentage
TOTAL PHISH	252	1%
MALICIOUS	12	0%
SUSPICIOUS	45	0%
SPOOF	18	0%
SPAM	320	3%
BULK	655	5%

**THREAT SOURCE**  
**WORLDWIDE**    **SAME INDUSTRY**  
 LAST 90 DAYS



**Threat sources to your org**

Source	Percentage
IRAN	10%
CHINA	45%
RUSSIA	15%
SE KOREA	12%
OTHER	20%

**Threat sources globally**

Source	Percentage
IRAN	10%
CHINA	45%
RUSSIA	15%
SE KOREA	12%
OTHER	25%

**UPDATES EVERY 15 MINS**    **VIEW ALL**

**DOMAIN PROXIMITY**  
 07/23/2021 MY.COMPANY.COM  
 07/21/2021 MYC-MPANY.COM  
 07/12/2021 MYCOMPANY.SOCIAL  
 07/02/2021 MYCOMPANY DIRECTORY  
 06/10/2021 MYCOMPANY. WEBSITE  
 UPDATES EVERY 15 MINS    **VIEW ALL**



-  Overview
-  Traffic
-  Security & Attacks
-  Adoption & Usage
-  My Connection
-  Domain Rankings
-  Outage Center
-  Reports
-  API

## Domain information

TLS 

WHOIS 

Global 

## Domain categories

Search Engines

Technology

Domain Categorization Feedback 

## Visitor location

Tracking [google.com](#) popularity by location. Popularity & location insights are derived from Cloudflare 1.1.1.1 data 



Ranking	Country	Perce...
1	United States of America	
2	Vietnam	
3	Canada	
4	Germany	
5	Brazil	
6	Russia	
7	United Kingdom	
8	Sweden	
9	South Africa	
10	Ukraine	

## WHOIS

Registration Information for [google.com](#) 

## TLS Certificates

Certificates issued by a trusted Certificate Authority for [google.com](#) 

Name

MarkMonitor, Inc.

Issuing Organizations (0)

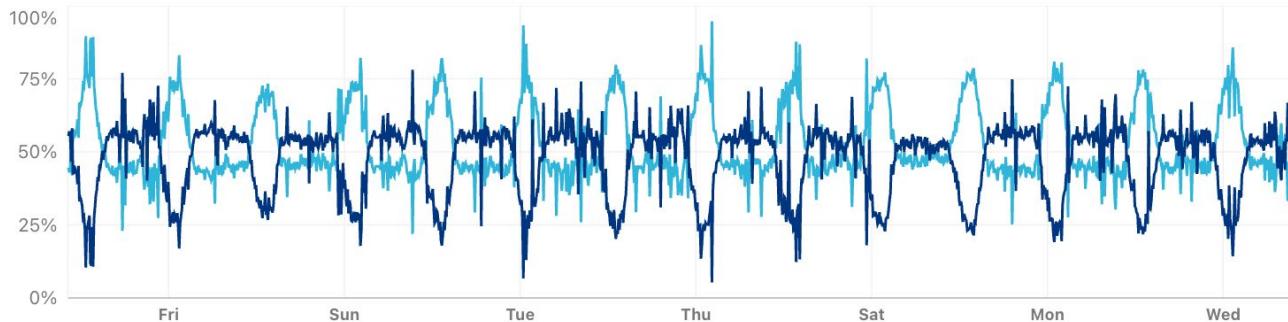
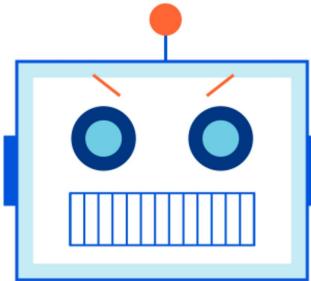
Country (C)

Common Name (CN)

# of certificate

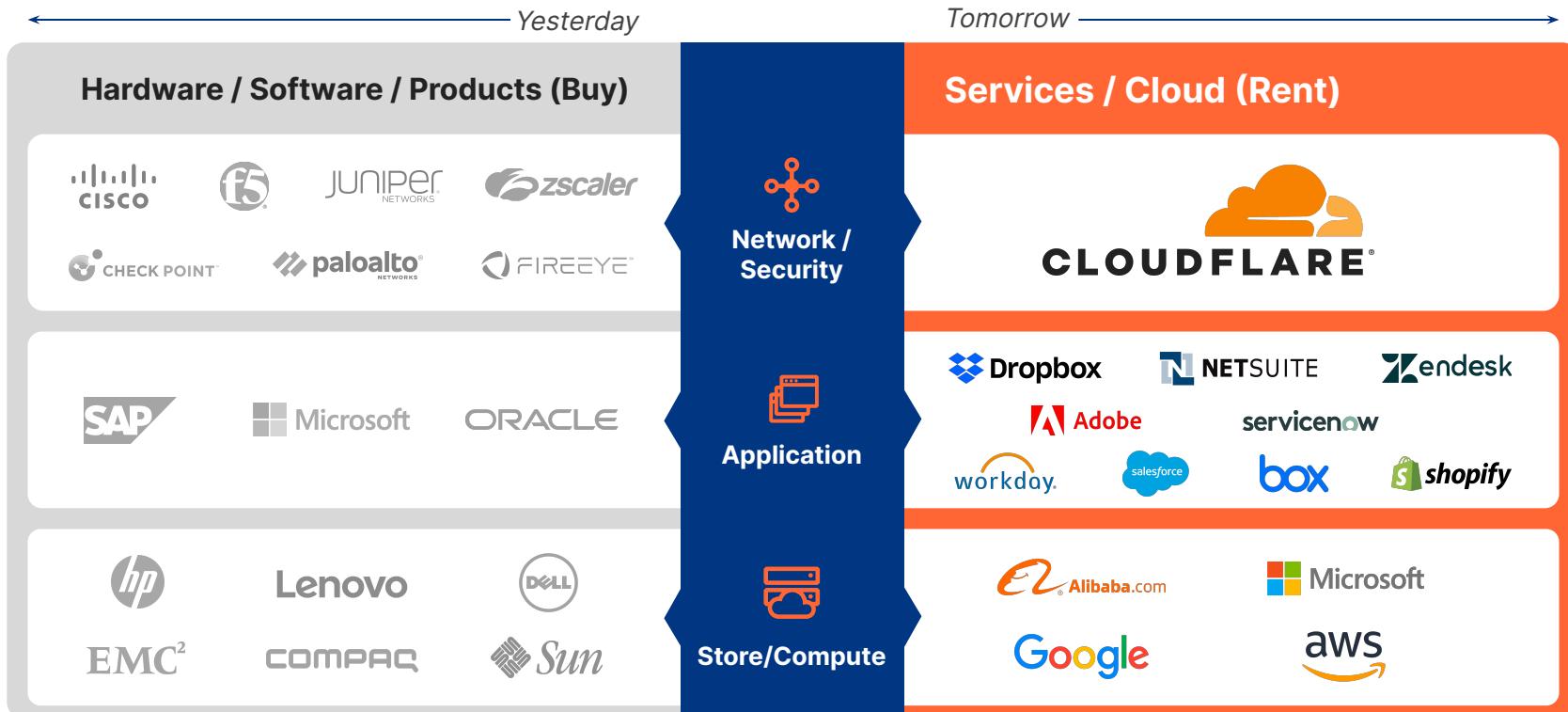
## Bots: The good, the bad, and the ugly

Bot 50% | Human 50%



- Credential Stuffing
- Account Takeover
- Inventory Hoarding
- Content Scraping
- Credit Card Stuffing
- Content Spam
- API Abuse

## Cloudflare was built for what's next



## WHAT WE OFFER



Cloudflare Platform



Cloudflare  
Zero Trust Services



Cloudflare  
Network Services



Cloudflare  
Application Services



Cloudflare One

- Zero Trust Network Access
- Secure Web Gateway
- Cloud Access Security Broker
- Cloud Email Security
- Remote Browser Isolation
- Data Loss Prevention

- WAN-as-a-Service
- Firewall-as-a-Service
- L3 & L4 DDoS Protection
- Network Interconnect
- Smart Routing
- IDS/IPS<sup>1</sup>

- WAF with API Protection
- Rate Limiting
- Load Balancing
- Bot Management
- L7 DDoS Protection
- CDN and DNS



Cloudflare Edge  
Developer Platform

Workers

Pages

R2

Workers KV

Durable Objects

Images

Stream



Cloudflare  
Global Network



Compliance/Privacy: FedRAMP, ISO, SOC, PCI, GDPR compliant, Logs & Analytics, Data Localization Suite

BurritoBot

- [Websites](#)
- [Domain Registration](#)
- [Analytics & Logs](#)
- [Security Center](#)
- [WAF](#)
- [Turnstile \(Beta\)](#)
- [Magic Transit](#)
- [Magic Firewall](#)
- [L3/4 DDoS](#)
- [Zero Trust](#)
- [Magic WAN \(New\)](#)
- [Area 1](#)
- [Workers](#)
- [Workers for Platforms](#)
- [Pages](#)
- [R2](#)

# Magic Firewall

Control unwanted traffic by monitoring risks and applying Firewall rules to your entire network on Cloudflare's edge.

[Custom rules](#)[IDS](#)[New](#)

## Custom rules

Create and manage security rules to filter the traffic that reaches your network. Traffic is matched in order of the configured rules. For additional information refer to the [developer documentation](#).

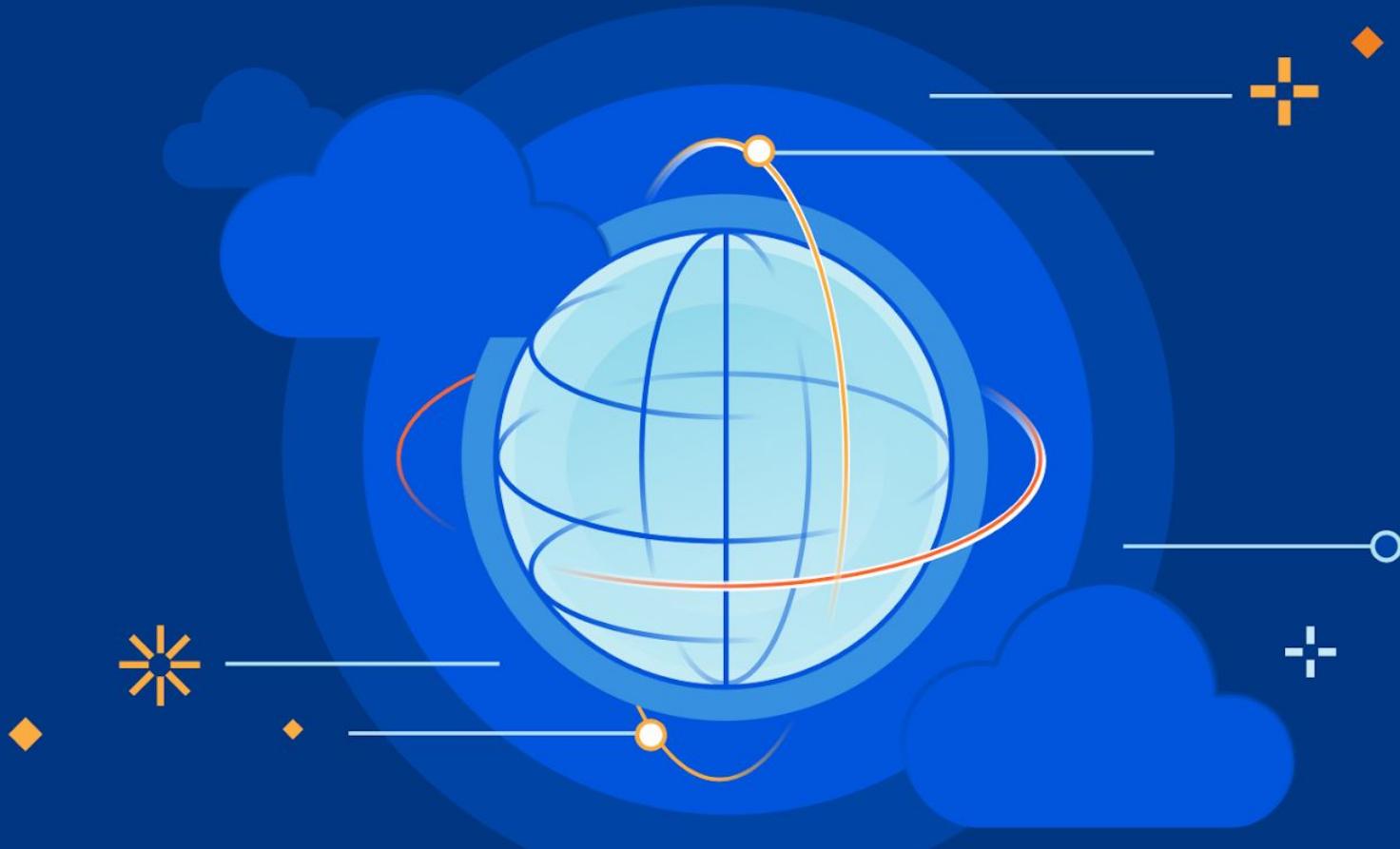
[Add a rule](#)

	Action	Description	Filter	Activity over the past hour	Enabled
	Allow	lime Time to Live or; + 1 more ID a614288500...	equals 5 or; + 1 more	Not enough data	<input checked="" type="checkbox"/> <a href="#">Edit</a>   <a href="#">Delete</a>
	Allow	test IP Source Address ID abd4d086d4...	equals 1.1.1.1	Not enough data	<input checked="" type="checkbox"/> <a href="#">Edit</a>   <a href="#">Delete</a>
	Allow	Allow Web Traffic TCP Dst Port ID 26c3b96edd...	is in 80 ...	Not enough data	<input checked="" type="checkbox"/> <a href="#">Edit</a>   <a href="#">Delete</a>
	Allow	some more rules IP Source Address ID e6cad7b220...	equals 1.23.4.5	Not enough data	<input checked="" type="checkbox"/> <a href="#">Edit</a>   <a href="#">Delete</a>
	Block	IP Header Length ID 99a24c7f84...	equals 12	Not enough data	<input checked="" type="checkbox"/> <a href="#">Edit</a>   <a href="#">Delete</a>

[Collapse sidebar](#)<https://dash.cloudflare.com>

# Move faster with a platform that constantly delivers innovation

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022					
 Launch	 100 billion page views	 WAN Optimization	 Firewall	 Project Galileo	 DNS	 Network spans to 100th city	 IoT security	 DNS Resolver	 1331 Mobile App	 JD Cloud Partnership	 Signed Exchanges	 Logistics for Workers					
 TechCrunch Disrupt's Most Innovative Company 2010				 Fast Free SSL	 Enter China	 Rate Limiting	 Intelligent routing	 IBM Partnership	 AMP Real URL	 Cloudflare One	 Cloudflare for Teams	 Cloudflare for Offices					
					 Strategic Partner Investments from Google, Microsoft, Bain, and Goldman	 Load balancing	 App platform	 Serverless Platform	 Magic Transit	 Radar	 Instant Logs & Live Analytics	 Zero Trust VPN					
						 Network spans to 100th city	 IoT security	 IBM Partnership	 AMP Real URL	 Cloudflare for Teams	 Cloudflare for Offices	 Data centers in 260 cities					
							 Cloudflare for Campaigns	 Data Localization Suite	 Workers Unbound	 Radar	 Cloudflare One	 Cloudflare for Teams	 Cloudflare for Offices				
								 Cloudflare Global Backbone	 Image Optimization	 Radar	 Instant Logs & Live Analytics	 Zero Trust VPN	 Cloudflare for Teams	 Cloudflare for Offices			
									 Cloudflare Multi-Region Network Performance and Security	 Cloudflare Magic Transit	 Cloudflare Radar	 Instant Logs & Live Analytics	 Zero Trust VPN	 Cloudflare for Teams	 Cloudflare for Offices		
										 Cloudflare Data Localization Suite	 Cloudflare Workers Unbound	 Radar	 Instant Logs & Live Analytics	 Zero Trust VPN	 Cloudflare for Teams	 Cloudflare for Offices	
											 Cloudflare Radar	 Instant Logs & Live Analytics	 Zero Trust VPN	 Cloudflare for Teams	 Cloudflare for Offices	 Cloudflare for Offices	
												 Cloudflare Radar	 Instant Logs & Live Analytics	 Zero Trust VPN	 Cloudflare for Teams	 Cloudflare for Offices	 Cloudflare for Offices
												 Cloudflare Radar	 Instant Logs & Live Analytics	 Zero Trust VPN	 Cloudflare for Teams	 Cloudflare for Offices	 Cloudflare for Offices
												 Cloudflare Radar	 Instant Logs & Live Analytics	 Zero Trust VPN	 Cloudflare for Teams	 Cloudflare for Offices	 Cloudflare for Offices
												 Cloudflare Radar	 Instant Logs & Live Analytics	 Zero Trust VPN	 Cloudflare for Teams	 Cloudflare for Offices	 Cloudflare for Offices
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												Cloudflare Radar	Instant Logs & Live Analytics	Zero Trust VPN	Cloudflare for Teams	Cloudflare for Offices	Cloudflare for Offices
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												Cloudflare Radar	Instant Logs & Live Analytics	Zero Trust VPN	Cloudflare for Teams	Cloudflare for Offices	Cloudflare for Offices
												Cloudflare Radar	Instant Logs & Live Analytics	Zero Trust VPN	Cloudflare for Teams	Cloudflare for Offices	Cloudflare for Offices
												Cloudflare Radar	Instant Logs & Live Analytics	Zero Trust VPN	Cloudflare for Teams	Cloudflare for Offices	Cloudflare for Offices
												Cloudflare Radar	Instant Logs & Live Analytics	Zero Trust VPN	Cloudflare for Teams	Cloudflare for Offices	Cloudflare for Offices
												Cloudflare Radar	Instant Logs & Live Analytics	Zero Trust VPN	Cloudflare for Teams	Cloudflare for Offices	Cloudflare for Offices
												Cloudflare Radar	Instant Logs & Live Analytics	Zero Trust VPN	Cloudflare for Teams	Cloudflare for Offices	Cloudflare for Offices

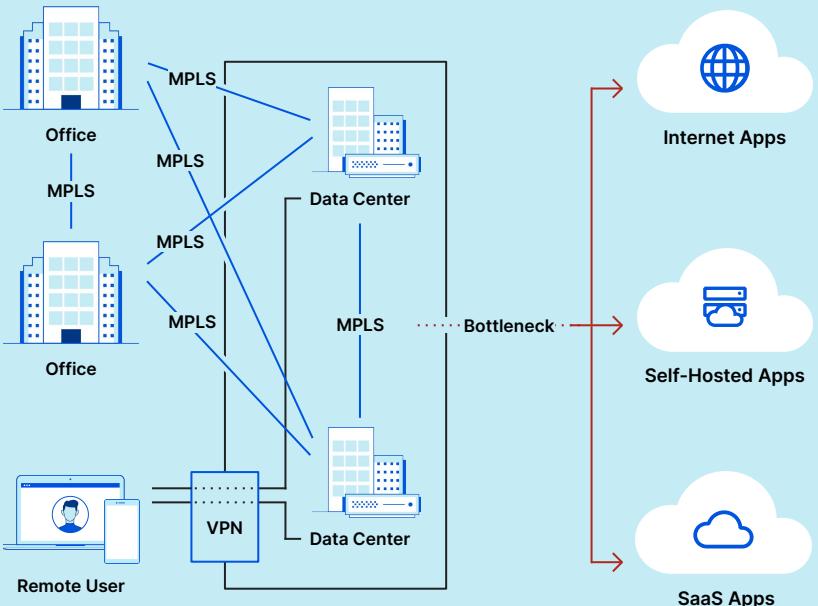




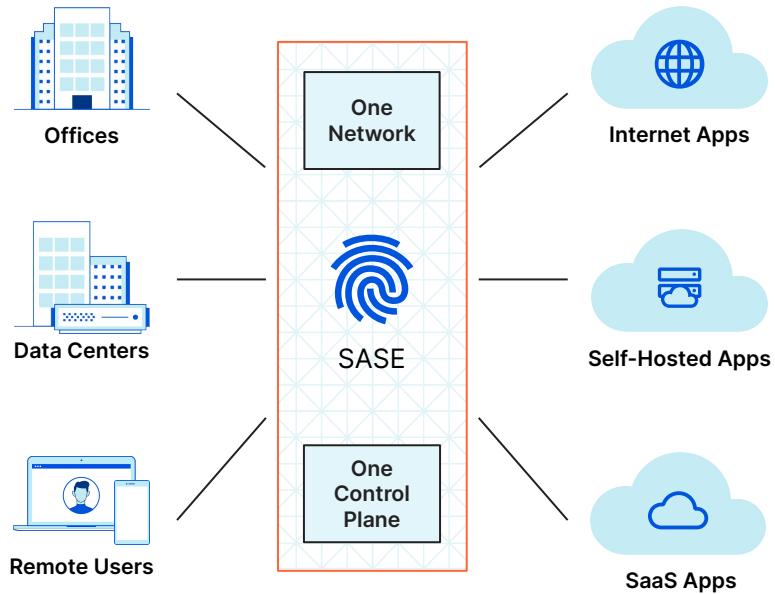
# Cloudflare Zero Trust

# SASE is an architecture design for Zero Trust

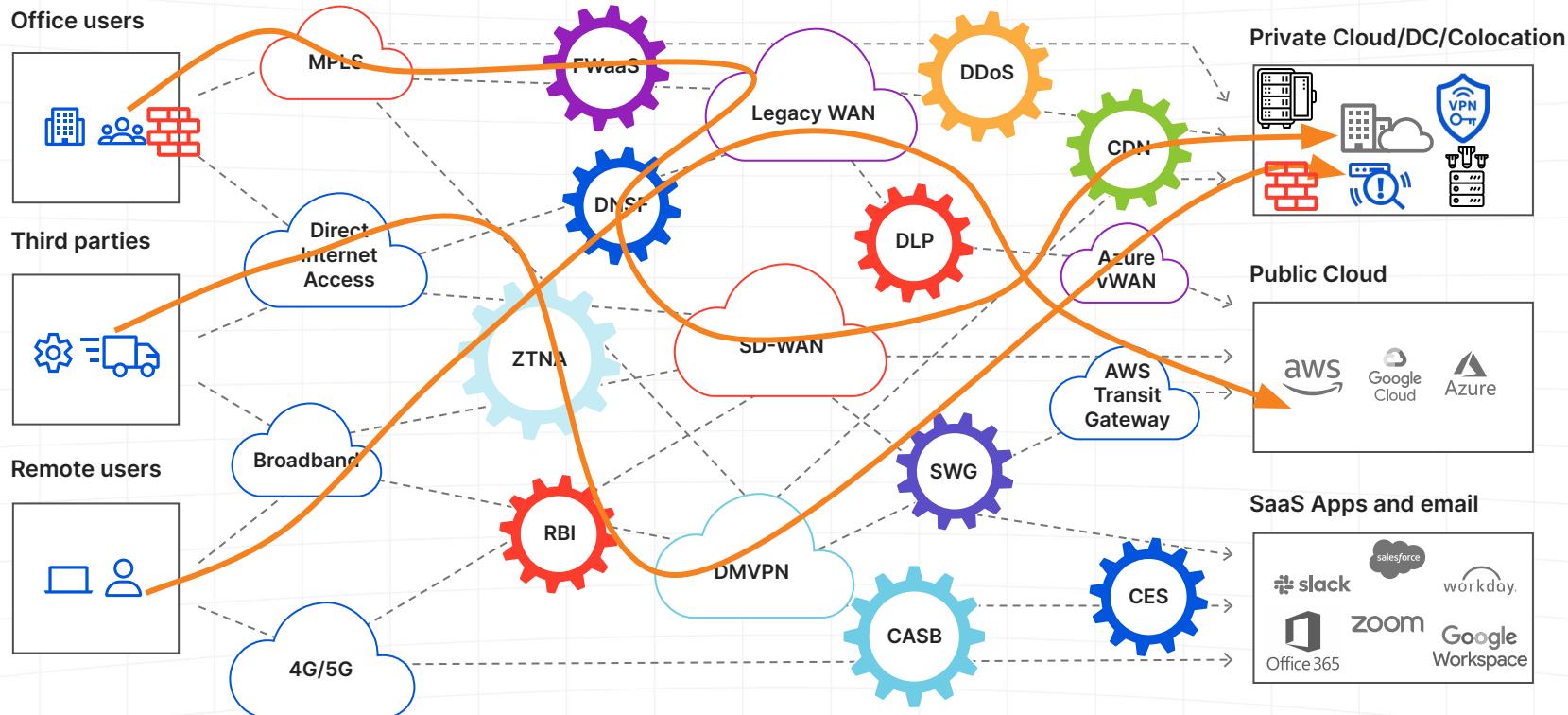
## Today's corporate network



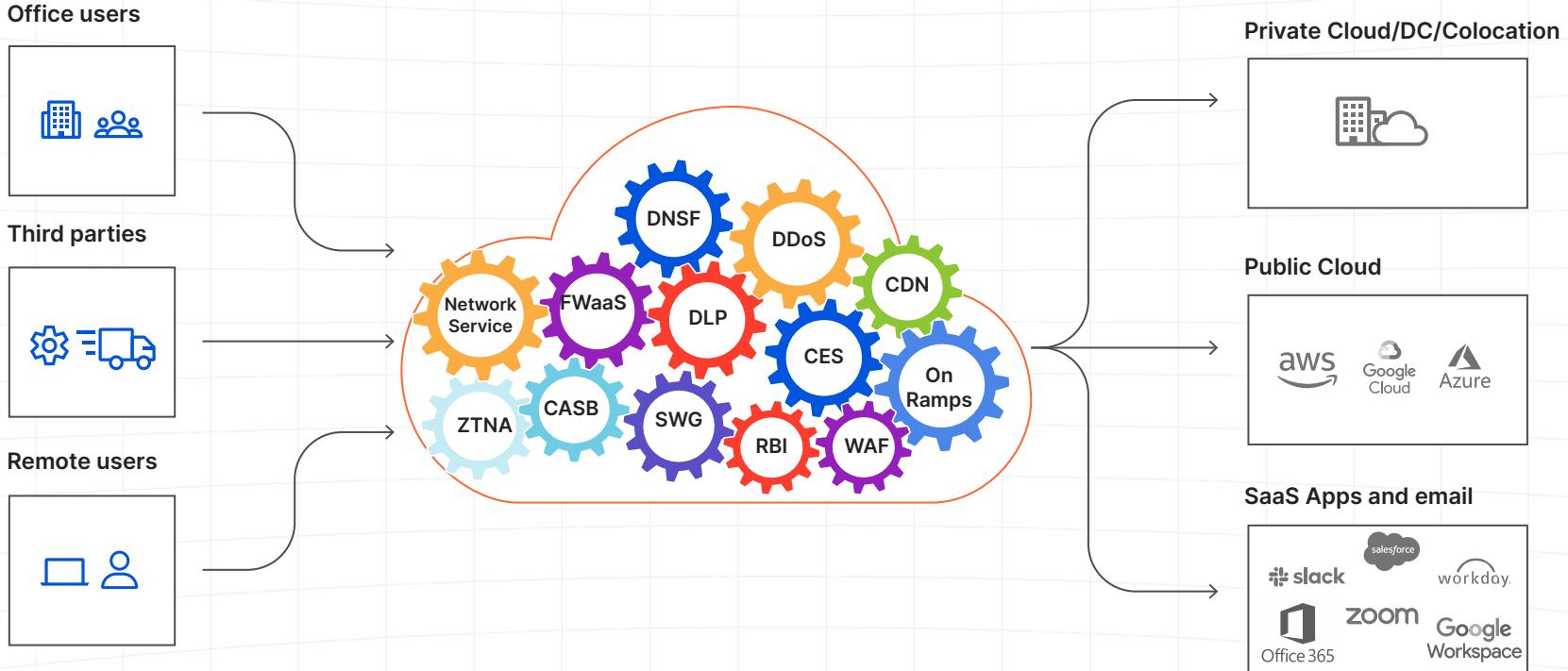
**Internet-native connectivity with  
Zero Trust security built-in**



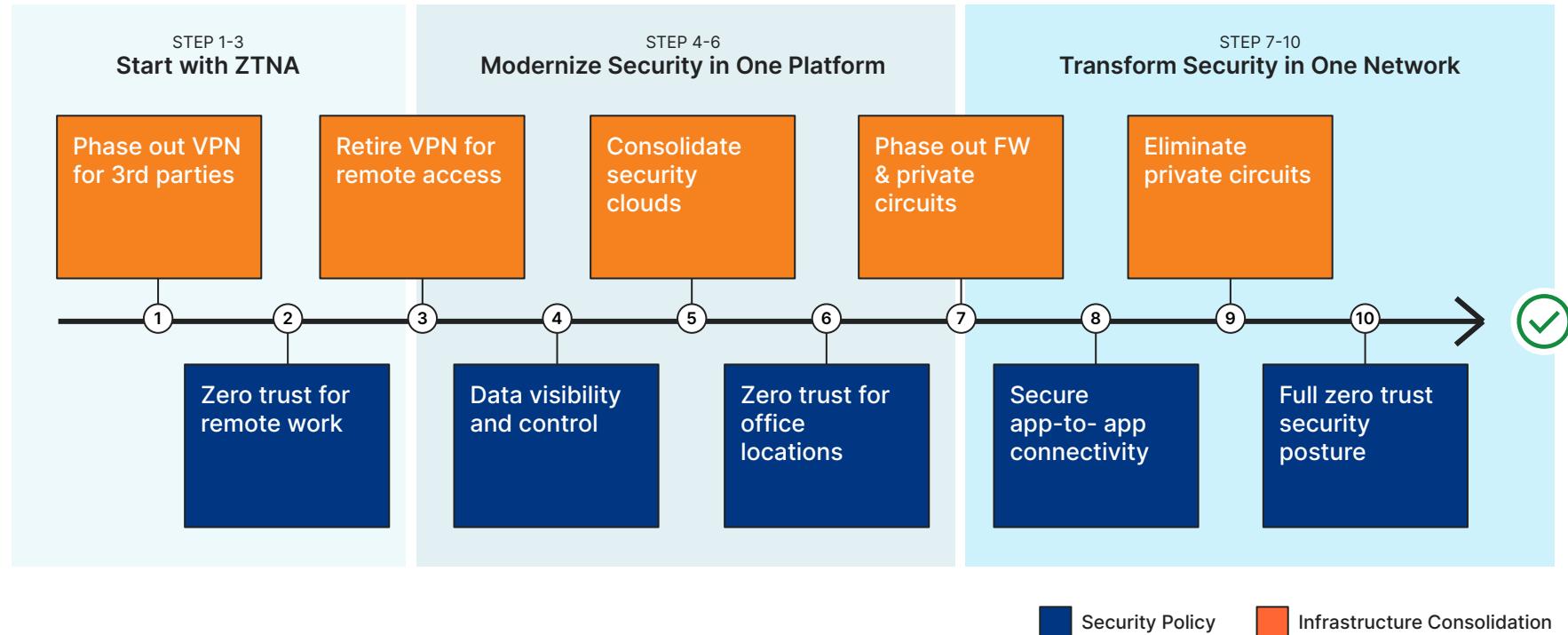
# Today's fragmented corporate network



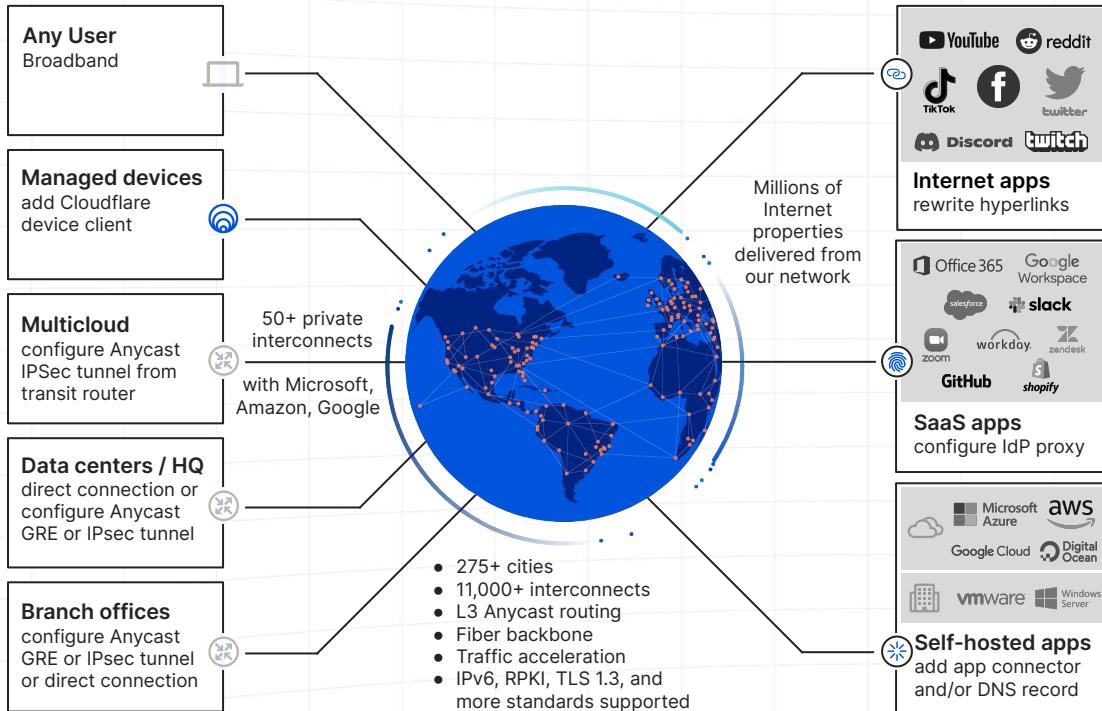
# Any-to-any, end-to-end fabric



# A common roadmap to Zero Trust and single-vendor SASE



# Simple deployments, flexible architecture



## Composable on-ramps

**Clientless access**  
to rapidly adopt Zero Trust

**Device clients**  
to fully replace your VPN

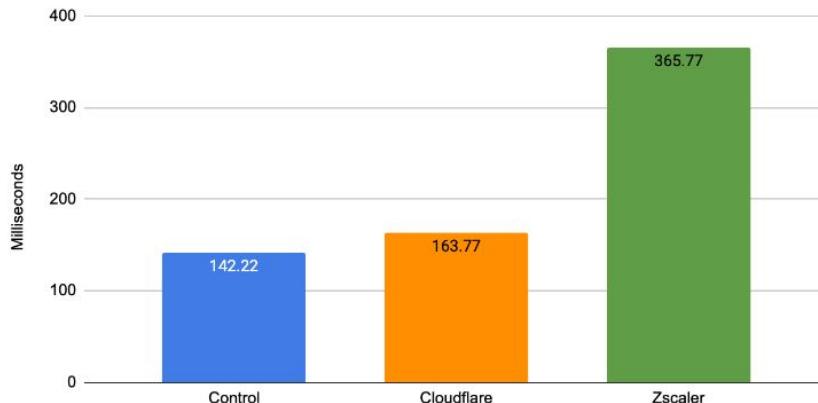
**IP tunnels**  
over GRE/IPsec to phase out  
legacy MPLS networks

**Direct connections**  
bring SASE to your doorstep at  
1600+ colos and up to 1000 offices

# The Cloudflare difference

Cloudflare vs. Zscaler - Secure Web Gateway Performance

95th Percentile of Response Time (Lower is better)

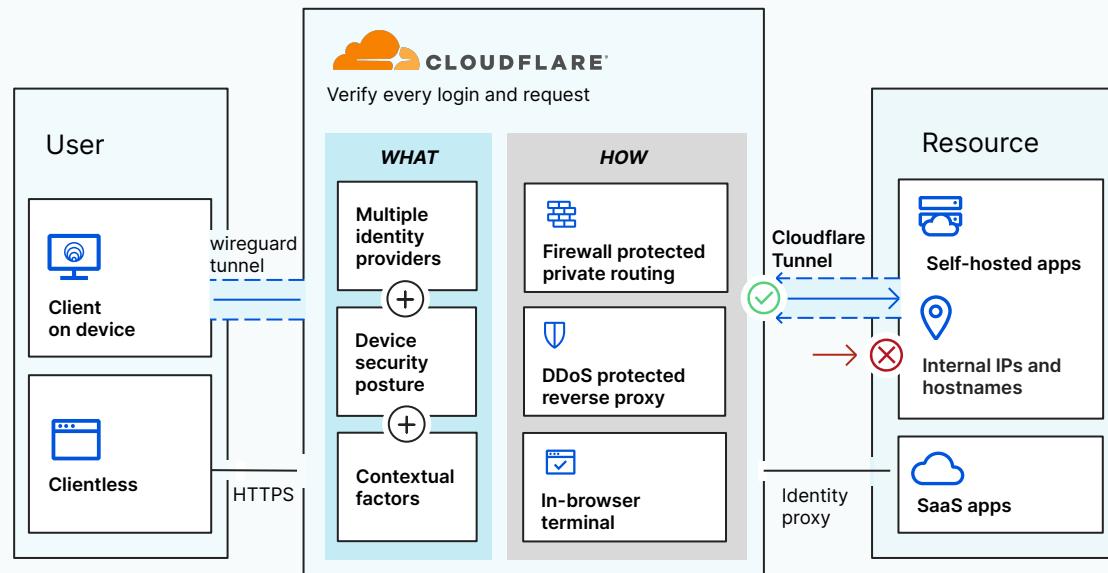


- Cloudflare's anycast network delivers security without the performance hit
- Close to *Control* group, i.e. without using a proxy at all

Secure Web Gateway - Response Time	
	95th percentile (ms)
Control	142.22
Cloudflare	163.77
Zscaler	365.77

<https://sasecloudmap.com/><https://blog.cloudflare.com/network-performance-update-cio-edition/>

# VPN replacement or augmentation using Zero Trust Network Access



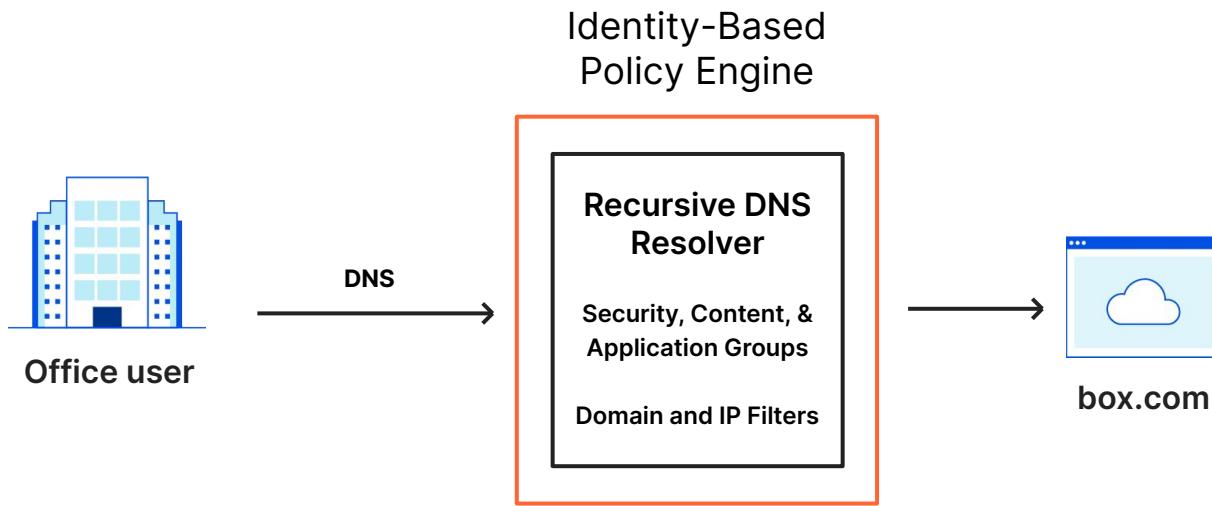
**Same security and experience**  
accessing legacy non-HTTP  
apps as modern apps

**Built-in, industry-leading**  
DDoS & FW protections to  
ensure that your resources are  
always available

**Unify network and cloud**  
access in minutes

## DNS filtering for office locations

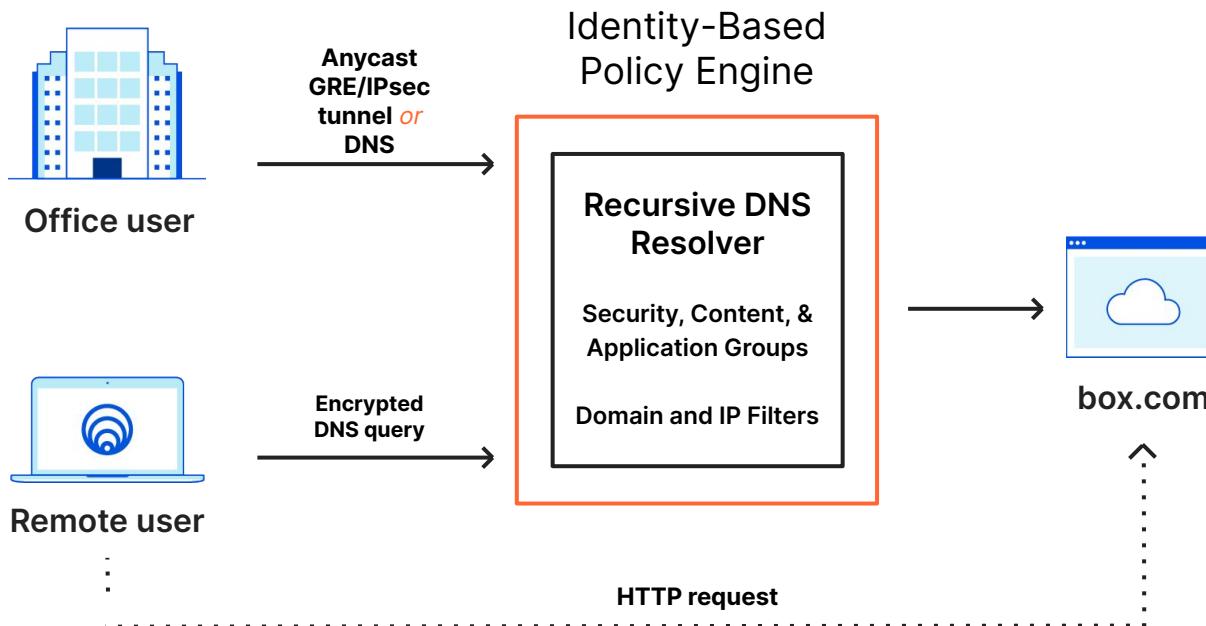
Level 1: Protect office locations with DNS filtering



1. Source IPv4 or IPv6 address checked for location
2. Query checked for policy adherence
3. Query blocked, allowed, or overridden
4. Allowed domain resolves
5. Site loads for user

## DNS filtering for remote workers

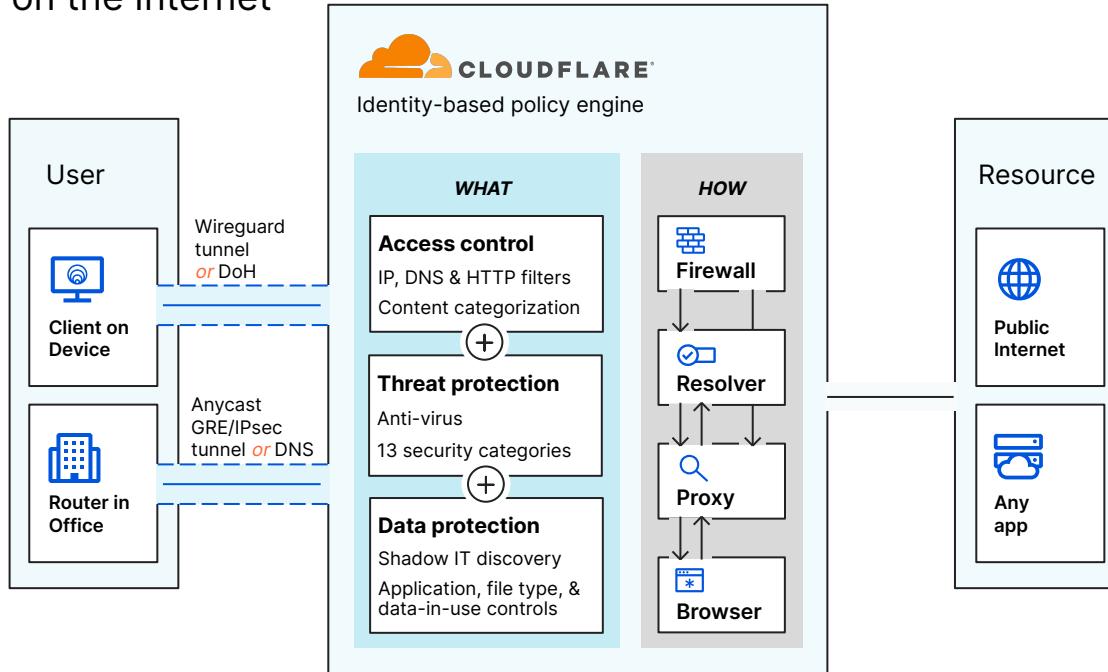
Level 2: Protect remote workers and office locations with encrypted DNS filtering



1. DNS query encrypted over DoH or DoT
2. Encrypted query sent to Gateway
3. Query decrypted
4. Query checked against policy
5. Query blocked, allowed, or overridden
6. Allowed domain resolves
7. Site loads for user

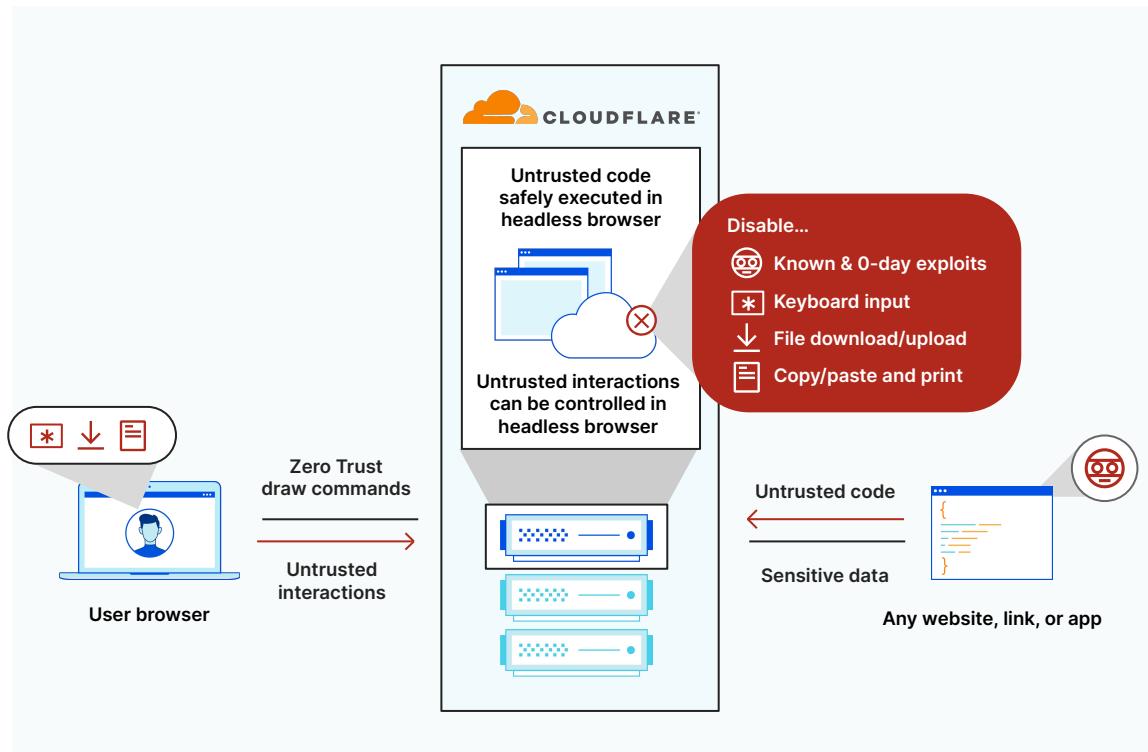
# Secure Web Gateway for Work from Anywhere

Level 3: Protect office locations, remote users, and corporate data from threats on the Internet



1. WARP encrypts all Internet-bound traffic
2. Sends HTTP and DNS requests to Gateway
3. Query decrypted
4. Query checked against policy
5. Query blocked, allowed, or overridden
6. Allowed domain resolves
7. Gateway intercepts traffic over port 80 and 443
8. Request checked against policy based on configured enforcement order
9. Request blocked or allowed
10. Site loads for user

# Perfected Internet protection via Zero Trust web browsing and email links



## Reduce attack surface

Safely visit uncategorized or risky sites without overblocking users

## Stop data loss

Enable contractors or BYOD to access apps with sensitive data

## Compatibility with all browsers

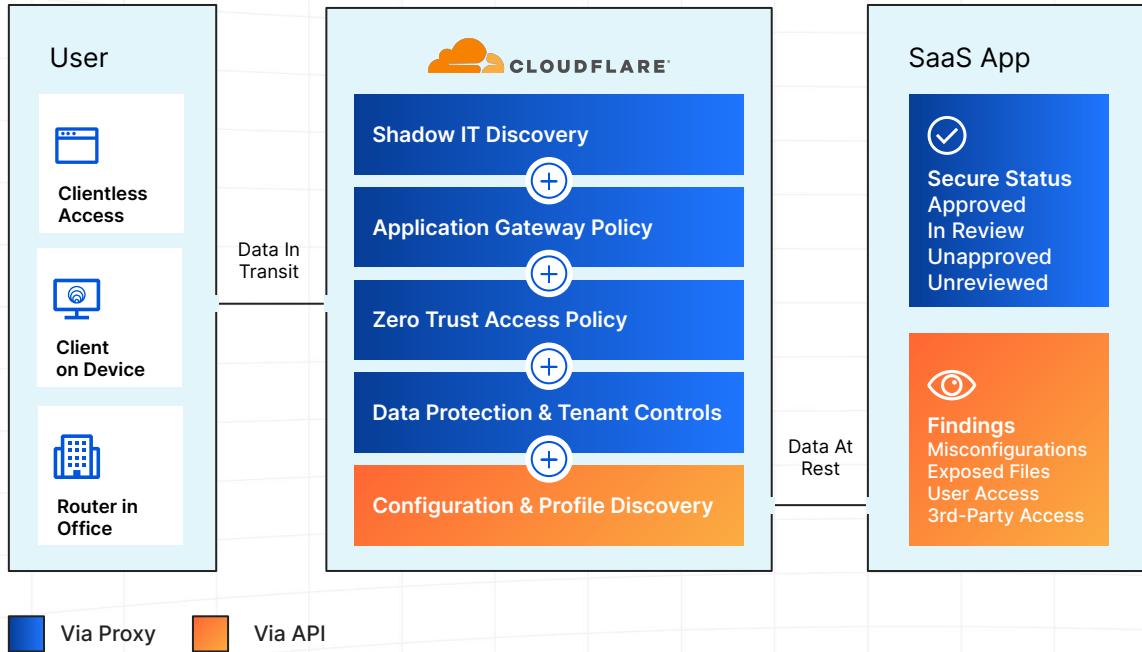
No page scrubbing, so it works natively with any site or app

## Lightning-fast user experience

No pixel pushing, so it feels no different than local browsing



# Secure your SaaS applications



## Current API Integrations

Google Workspace

Microsoft 365

slack GitHub



# Reduce burden on tech and operations

## Traditional Approach



### Problem #1:

Multiple point products require multiple policy managers, and multiple client deployments

### Solution:

One seamless platform uses one policy manager, and one client deployment

## Cloudflare



### Problem #2:

Integrate only one identity provider (IdP) repeatedly and inconsistently

### Solution:

Integrate many IdPs and tenants of the same IdP just once



# Email is the ...

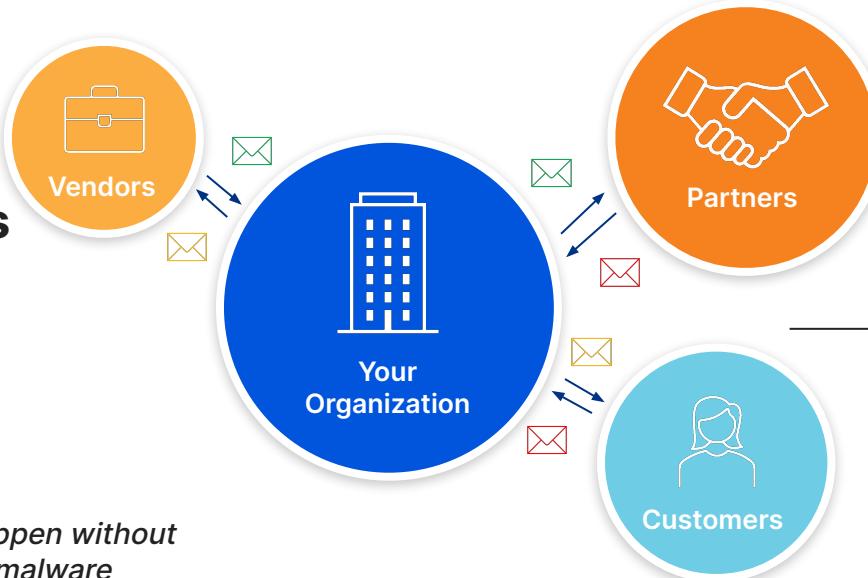
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**#1 way organizations communicate**

**70%**

of organizations use cloud email solutions today. (Gartner)

- *Email attacks can happen without network intrusion or malware*
- *Extends beyond direct employee access decisions*



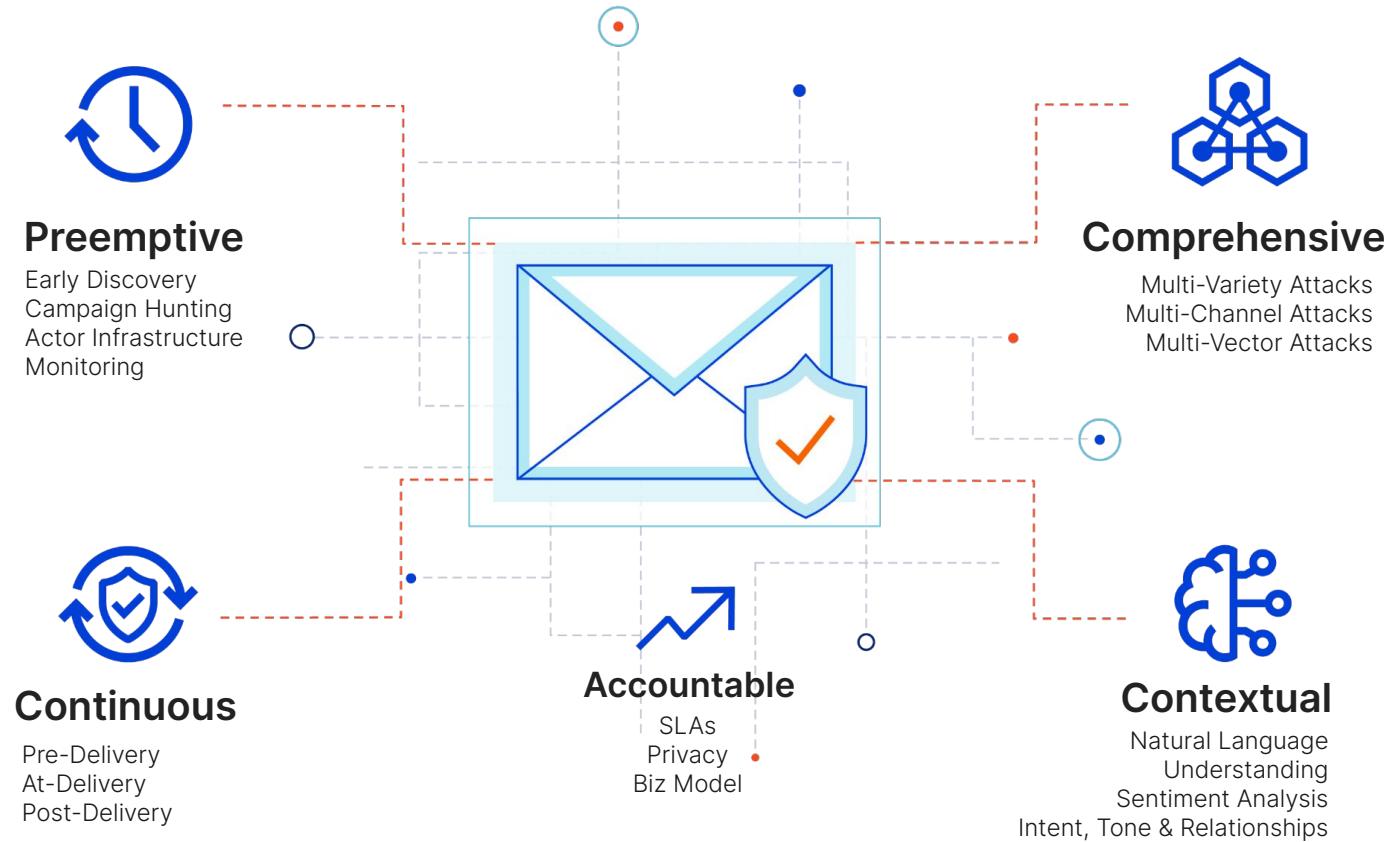
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**#1 threat attack vector**

**91%**

of all cyber attacks begin with a phishing email. (Deloitte)

## AREA 1 OVERVIEW



## PREEMPTIVE

### Campaign Hunting

- |  |  |
|--|--|
| Preemptive Crawling                    | Frontier Management - Static & Dynamic   |
| User Impersonation & Browser Emulation | Dual Sandboxing (In-the-wild & Delivery) |

## CONTEXTUAL & COMPREHENSIVE

### Type 2/3/4 BECs

- |                      |                                  |
|----------------------|----------------------------------|
| Sentiment Analysis   | Conversation / Thread Analysis   |
| Partner Social Graph | Active Fraud Verdict Escalations |

### URLs & Payloads

- |                                       |                               |                                 |
|---------------------------------------|-------------------------------|---------------------------------|
| Deep Link Traversals & Instant Crawls | Deep Payload URL Assessment   | Blind URL Assessment            |
| New Domain Assessments                | Encrypted Attachment Scanning | Image Analysis & Vector Mapping |



**Area 1  
Email Security**

## CONTINUOUS & ACCOUNTABLE

Integrated Prevention,  
Detection & Response

Integrated API  
& Orchestrations

Rapid Scale Indexing,  
Retrieval & Search

Single Pane With Zero  
Touch Service

Cloud Native  
With Adaptive Scaling

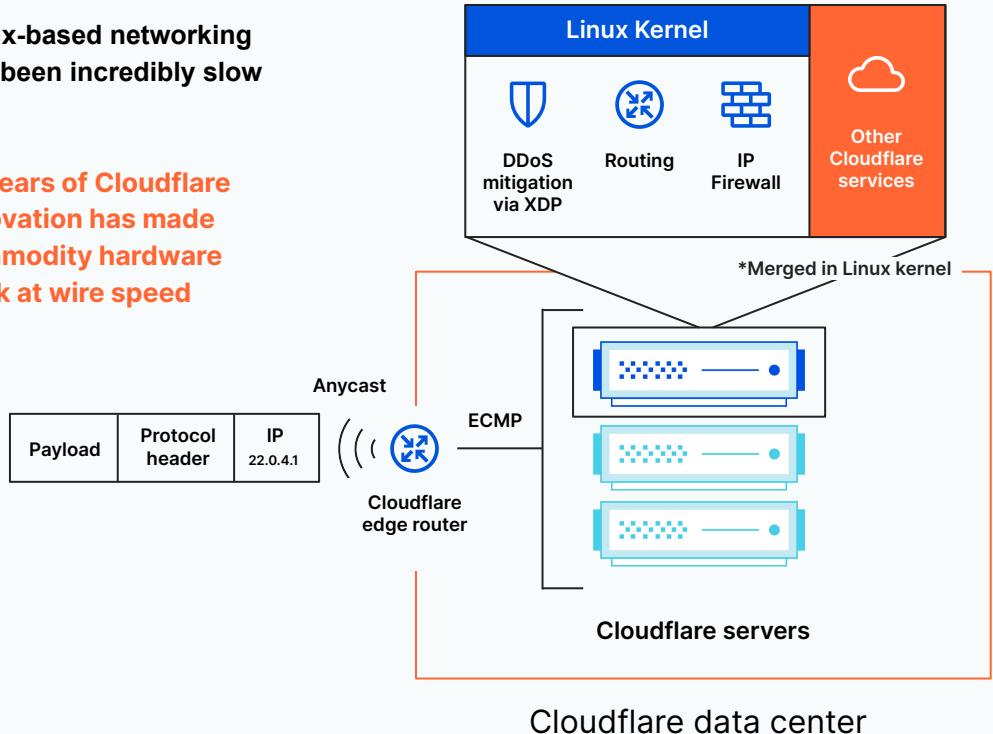
Multi-mode Protection  
MX / API / CONNECTOR / JOURNALING / BCC / DNS



# Cloudflare Network Services

Linux-based networking  
had been incredibly slow

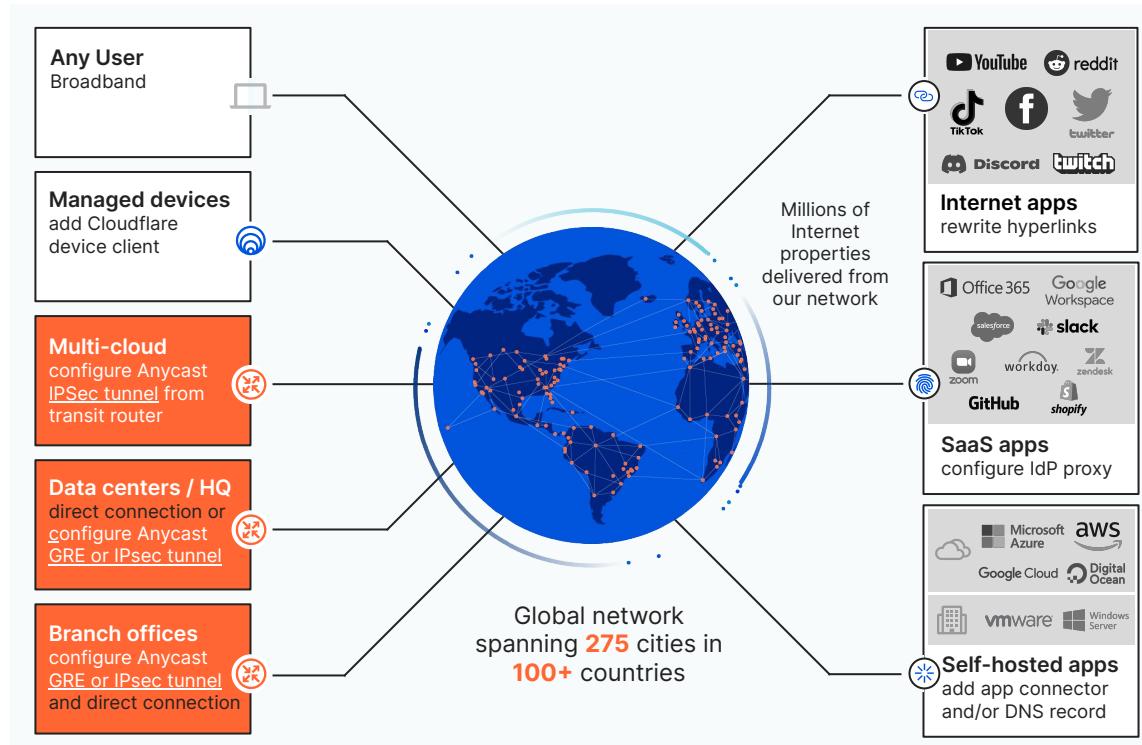
↓  
10 years of Cloudflare  
innovation has made  
commodity hardware  
work at wire speed



\*Merged in Linux kernel...

- **Express data path (XDP)**  
**In 60µs or less**, analyze, move or drop raw link-layer packets with secret sauce being the logic and filters to automatically mitigate attacks
- **Inter-DC load balancing**  
**Anycast routing** ensures no single DC gets overloaded
- **Intra-DC load balancing**  
**ECMP routing** ensures no single server gets overloaded

# Magic WAN



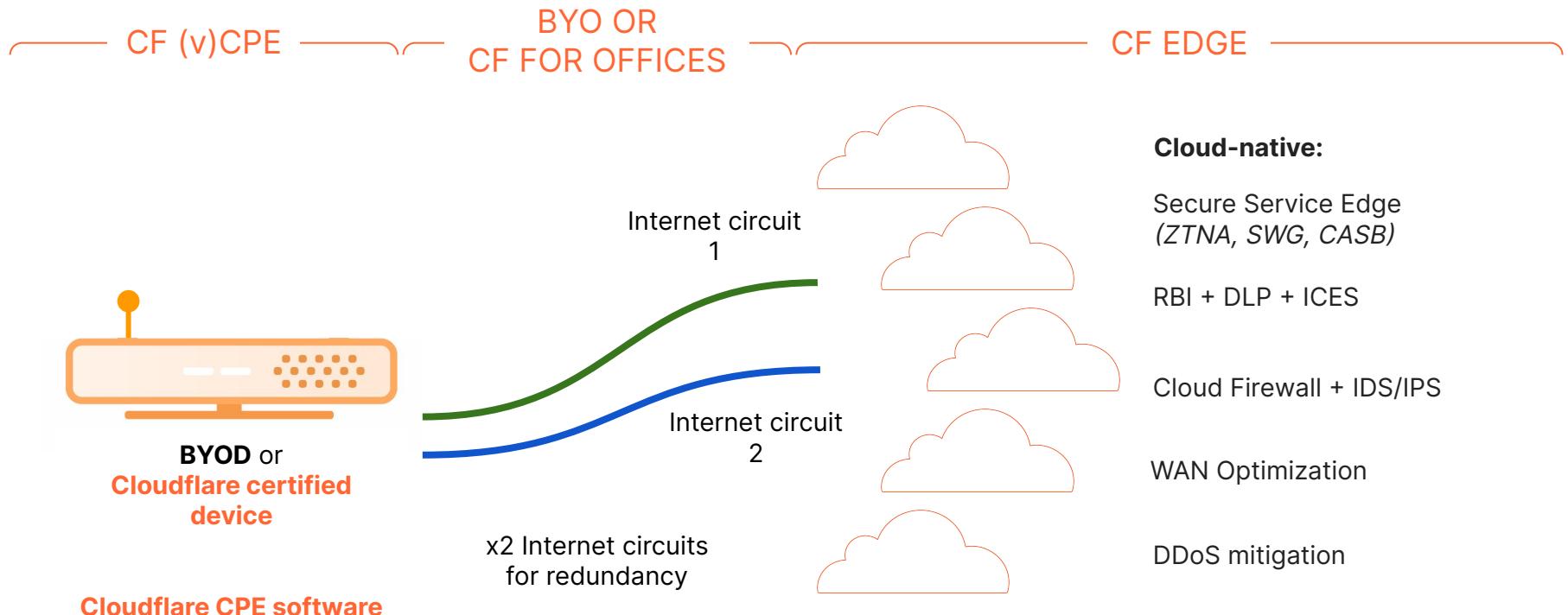
## Cloudflare Magic WAN

GRE or IPsec tunnels use existing CPE, cloud transit gateways, or using pre-built SD-WAN integrations

## Benefits

- Retire expensive MPLS services
- Retire legacy security appliances — firewall-as-a-service and SWG built natively into the network
- Avoid traffic backhaul to hub sites and improve app performance
- Simplify site-to-site connectivity with Anycast IPsec
- Performance advantages of full-mesh, with the simplicity of classic hub-and-spoke

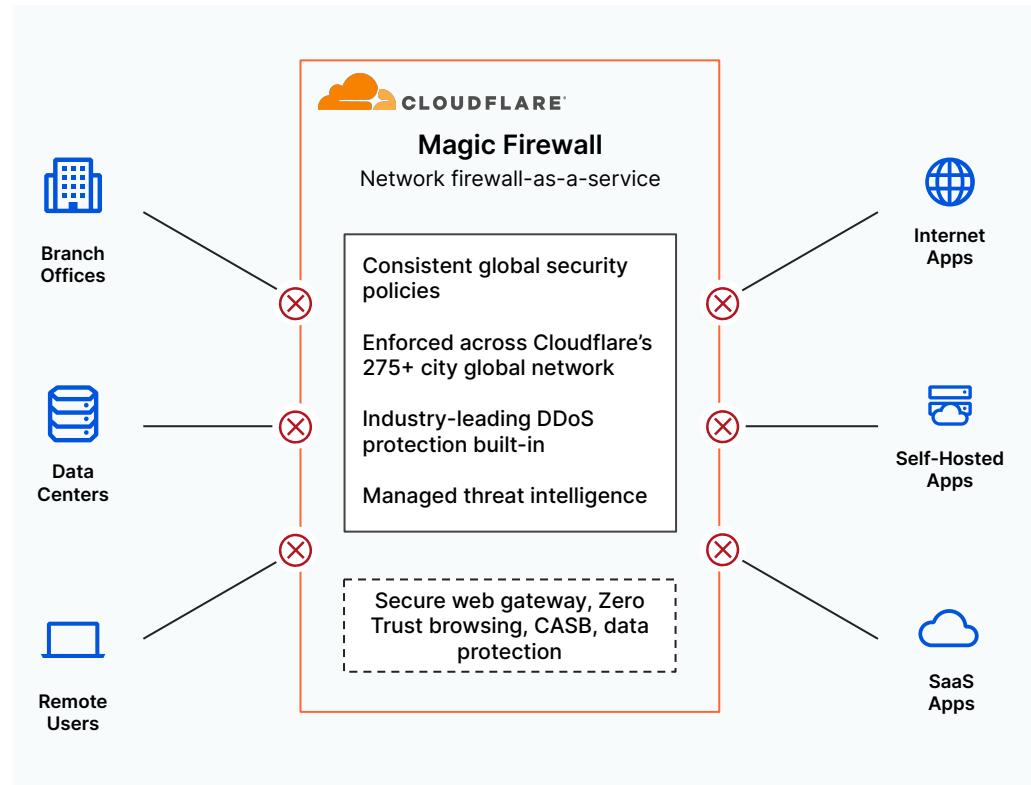
# Magic WAN Connector



# Magic Firewall: cloud-native security for your entire network

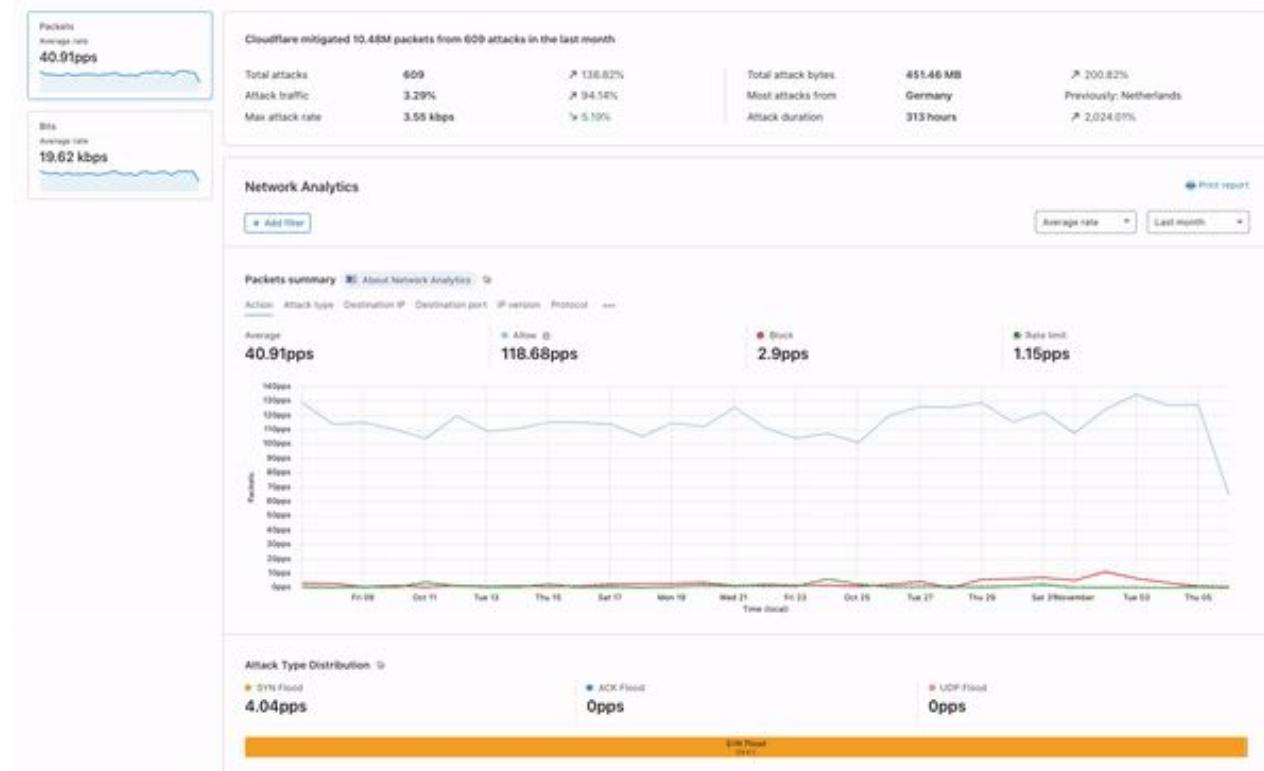
**Magic Firewall** — enforce consistent security policies across your branch offices, data centers, cloud properties and end-user devices.

- Consistent security policies — deployed globally in under 500ms
- No appliances to manage — automatically scale with your business needs
- Eliminate unwanted traffic before it reaches your network
- Managed threat intelligence gleaned from the Cloudflare global network
- Optional upgrade to Secure Web Gateway, CASB, Zero Trust browsing



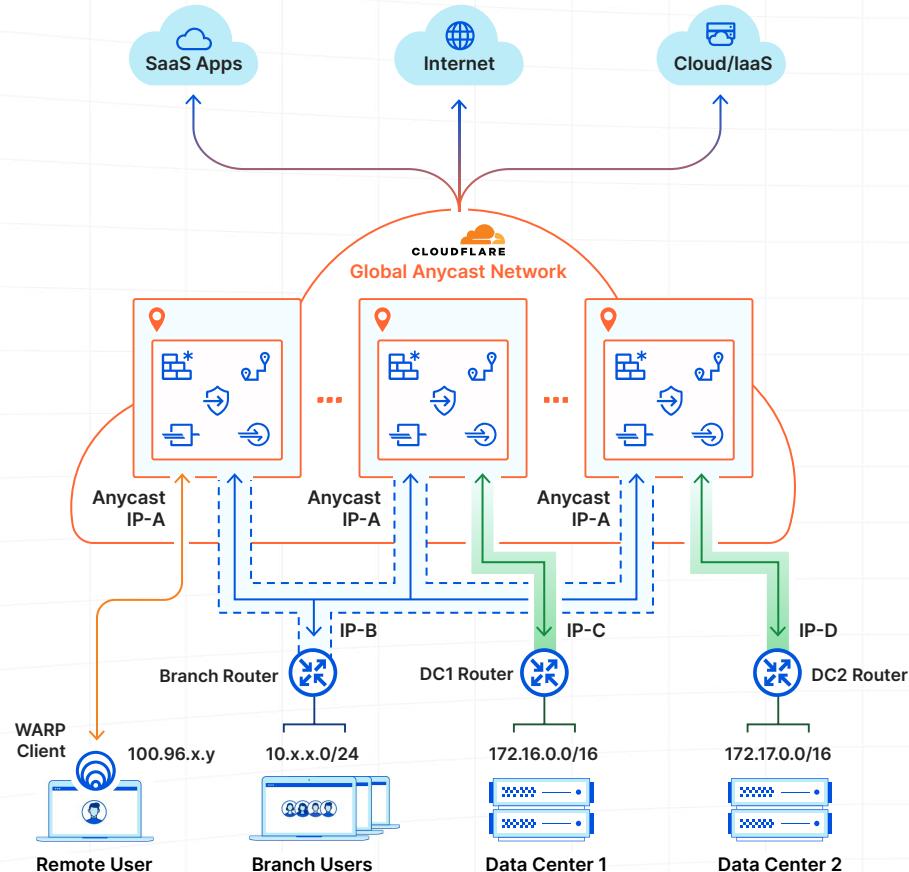
# Troubleshooting made easy

- Quickly identify traffic anomalies
- View changes in traffic based on criteria such as, IP protocols, TCP flags, source country
- Take necessary remedial action to fine-tune your configuration



## MAGIC WAN WITH ZERO TRUST

# Magic WAN: data center on-ramp with CNI



Each data center in Cloudflare's global anycast network delivers all Cloudflare services, including Magic WAN, Magic Firewall, Zero Trust and DDoS services

Anycast IPsec/GRE Tunnels between customer site routers and Cloudflare global anycast network

CNI (direct connect) between customer data center site routers and nearest Cloudflare data center

WARP connections between remote users and Cloudflare global anycast network

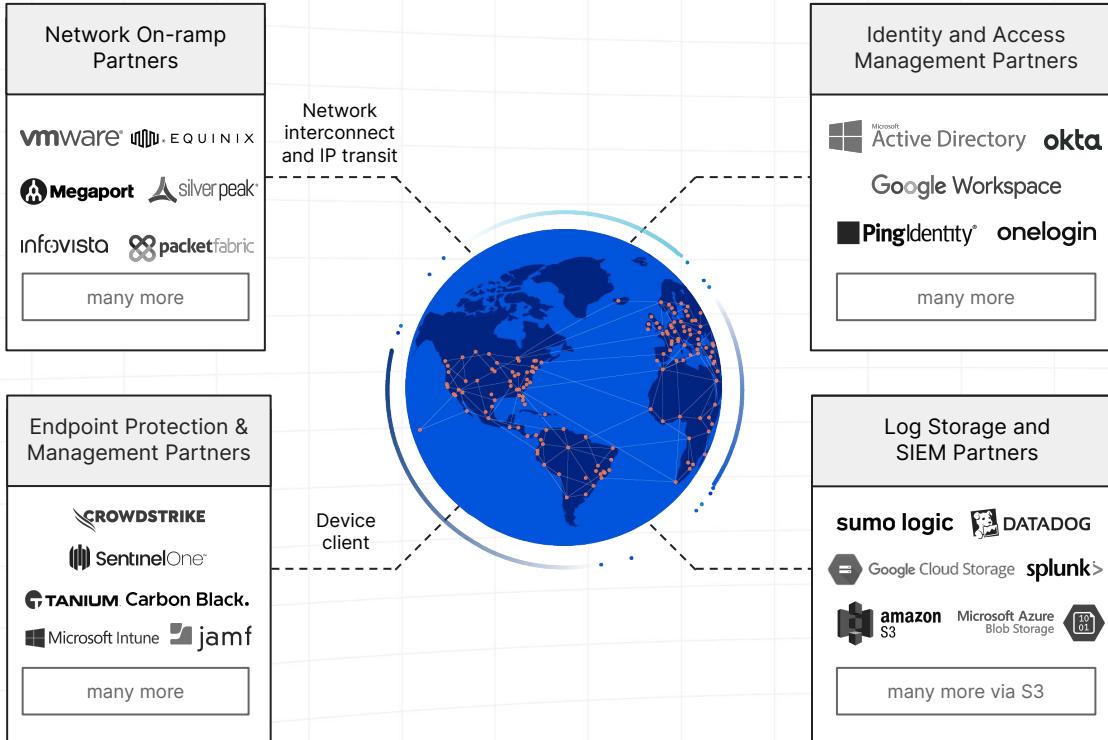
Higher cost MPLS or dedicated L2 circuits offering lowest latency between Data Centers

- **On-ramp to Cloudflare Magic WAN**
  - Customer branch sites with IPsec/GRE tunnel-capable routers on-ramp to Cloudflare Magic WAN via Anycast IPsec/GRE tunnels
  - Customer data center sites with close proximity to Cloudflare CNI data centers on-ramp to Cloudflare Magic WAN via CNI
  - Remote users on-ramp to Cloudflare Magic WAN via WARP client on their devices
- **Full-mesh Magic WAN** network connectivity (RFC 1918 address space) between all sites and users over Magic WAN
- **Web access** with Zero Trust control from all sites and users via Magic WAN + Cloudflare Zero Trust services
- **Fine-grain security and control**
  - Magic Firewall
  - Cloudflare Zero Trust



# Cloudflare Platform

# Make it fit in the bigger picture



We fit into your world

Identity, endpoint,  
and cloud agnostic

Concurrently use  
multiple providers

Programmable interface  
with Terraform automation



## Azure Routing Preference

Enable customers to be more multi-cloud and use industry-leading products



## Azure Sentinel

Help customers analyze logs and drive insights for their web applications

## Cloudflare recognized by Microsoft as a Security Software Innovator

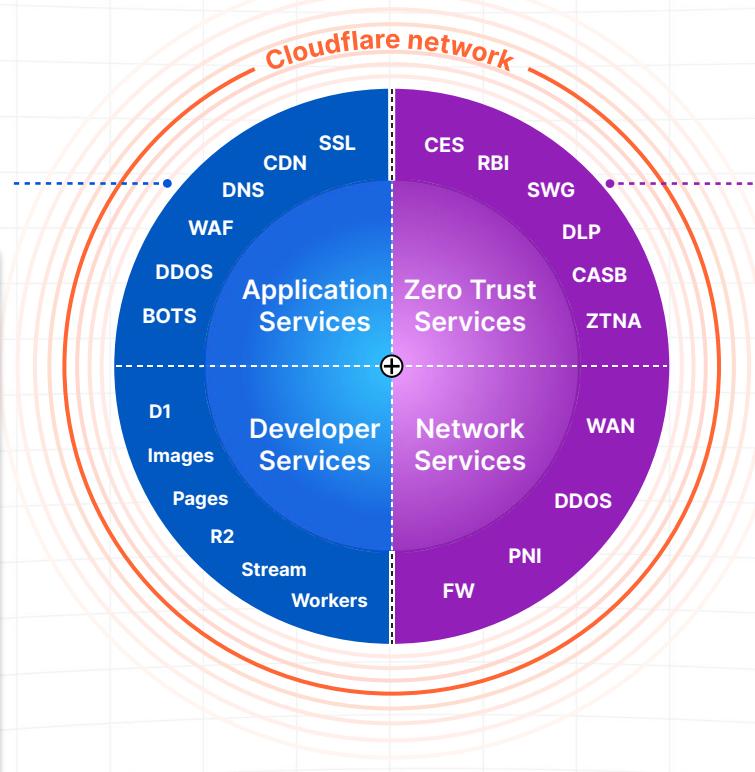
22/06/2022



Abhi Das



Kenny Johnson



## Azure Active Directory

Enable secure authentication to customers' employees



## Microsoft 365

Improve protection with a preemptive, comprehensive, accountable defense from socially engineered phish



## Zero Trust for Azure Apps

Enable secure access to customers' on-premise applications or Azure-hosted apps without needing a VPN



## Microsoft Intune

Identify, investigate, and remediate threats faster, and securely manage customers' devices from a single platform



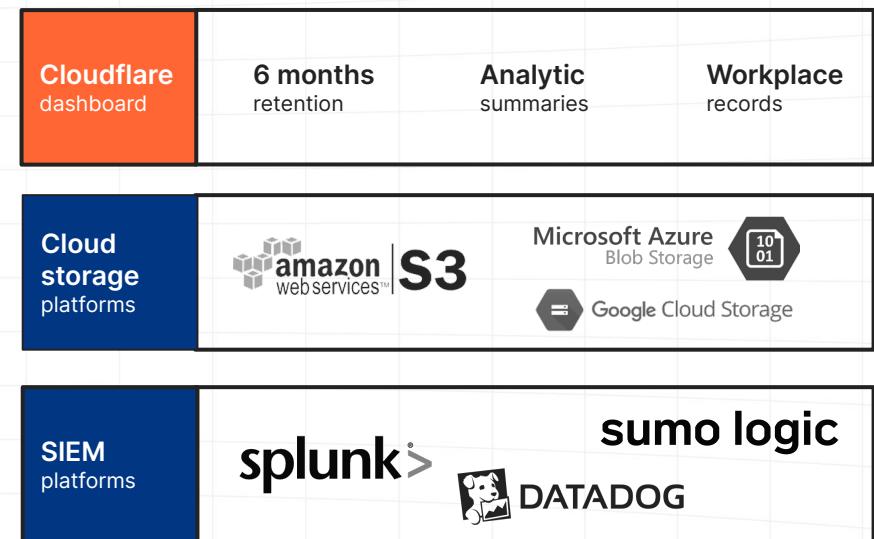
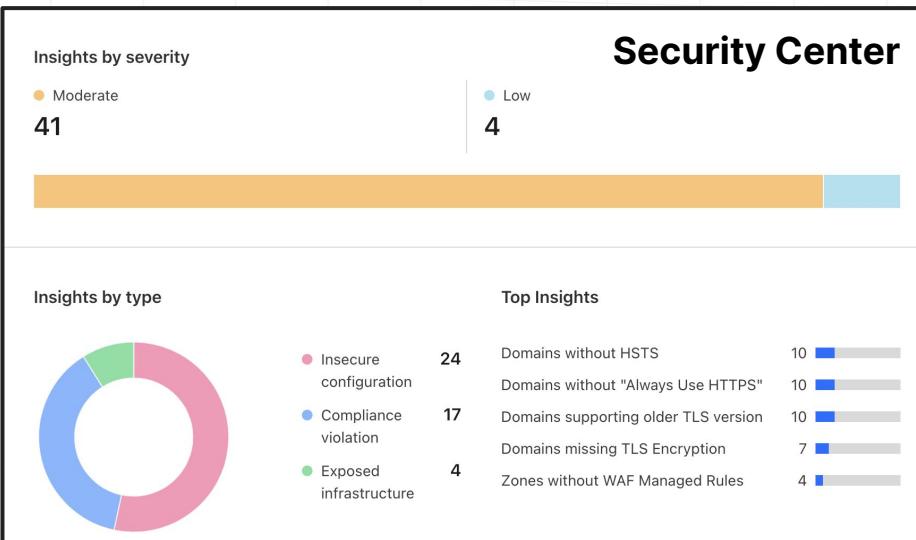
## Microsoft NPP

Deliver a fast, secure Office 365 experience to customers' employees



## Cloud App Defender

Detect a variety of security, data loss prevention, and misconfiguration risks



REST API and Terraform – for SOAR and Audits

# Meer informatie?

- **Blijf hangen voor de lunch**
- 0800 - BEL JAN
- Start een gratis Phishing Risk Assessment

[zerotrustroadmap.org](http://zerotrustroadmap.org)

[www.cloudflare.com](http://www.cloudflare.com)

[michiel.cloudflare.com](http://michiel.cloudflare.com)



**Thank You**