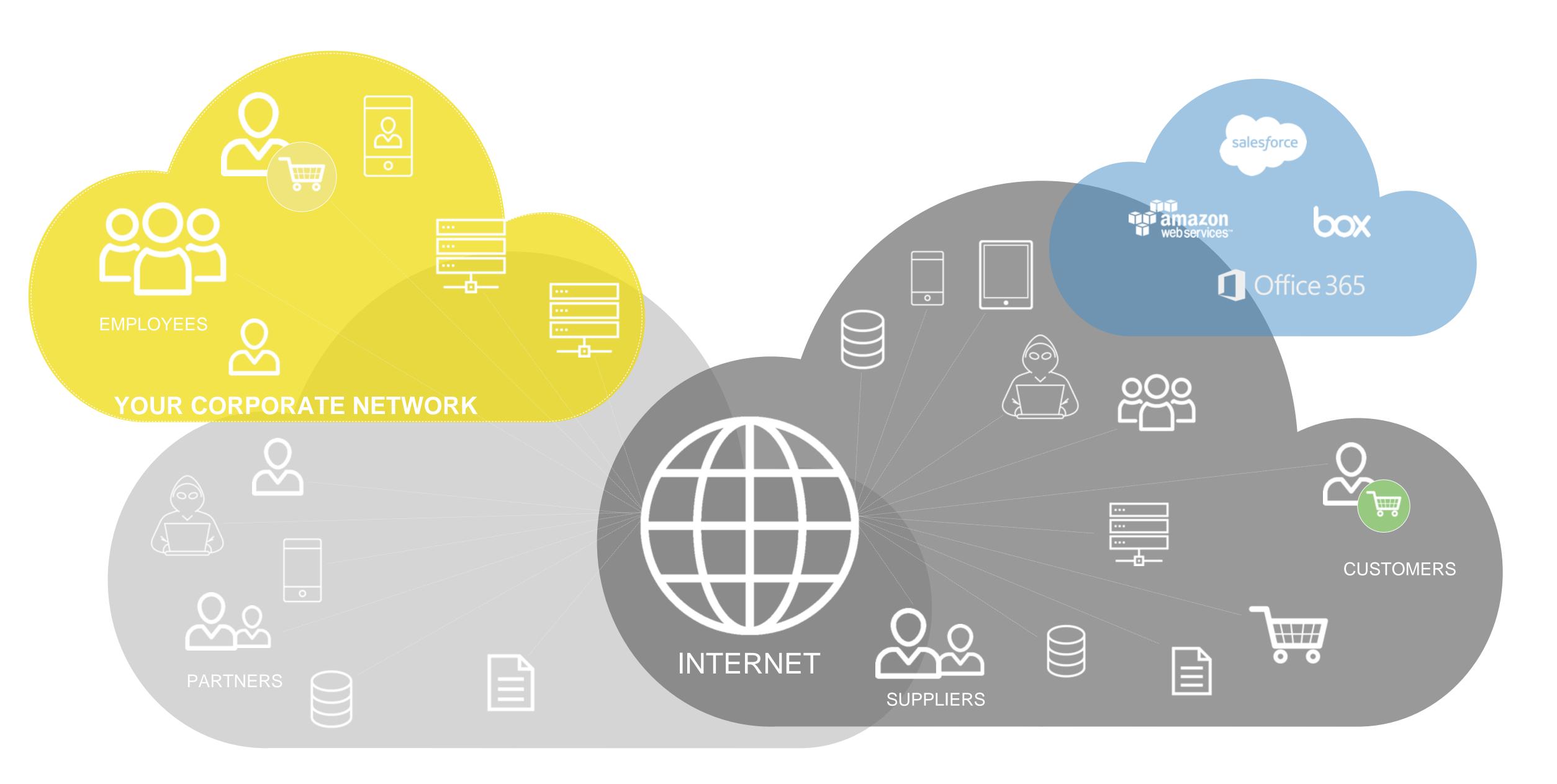


Rakesh Shah Senior Director of Product Management rakesh.shah@forcepoint.com

HOW DO YOU SECURE A GLOBAL NETWORK YOU DON'T FULLY OWN OR MANAGE?



TODAY'S CYBERSECURITY CHALLENGES

My data is now stored everywhere (including systems beyond my control) and accessed from anywhere

I have too many point solutions with a disjointed security policy

I am drowning in alerts and cannot determine critical signal

By the time I figure out what is going on, it's too late to stop the data exfiltration

YOUR CORPORATE NETWORK

3rd party cloud apps increased 11x from 2014-16

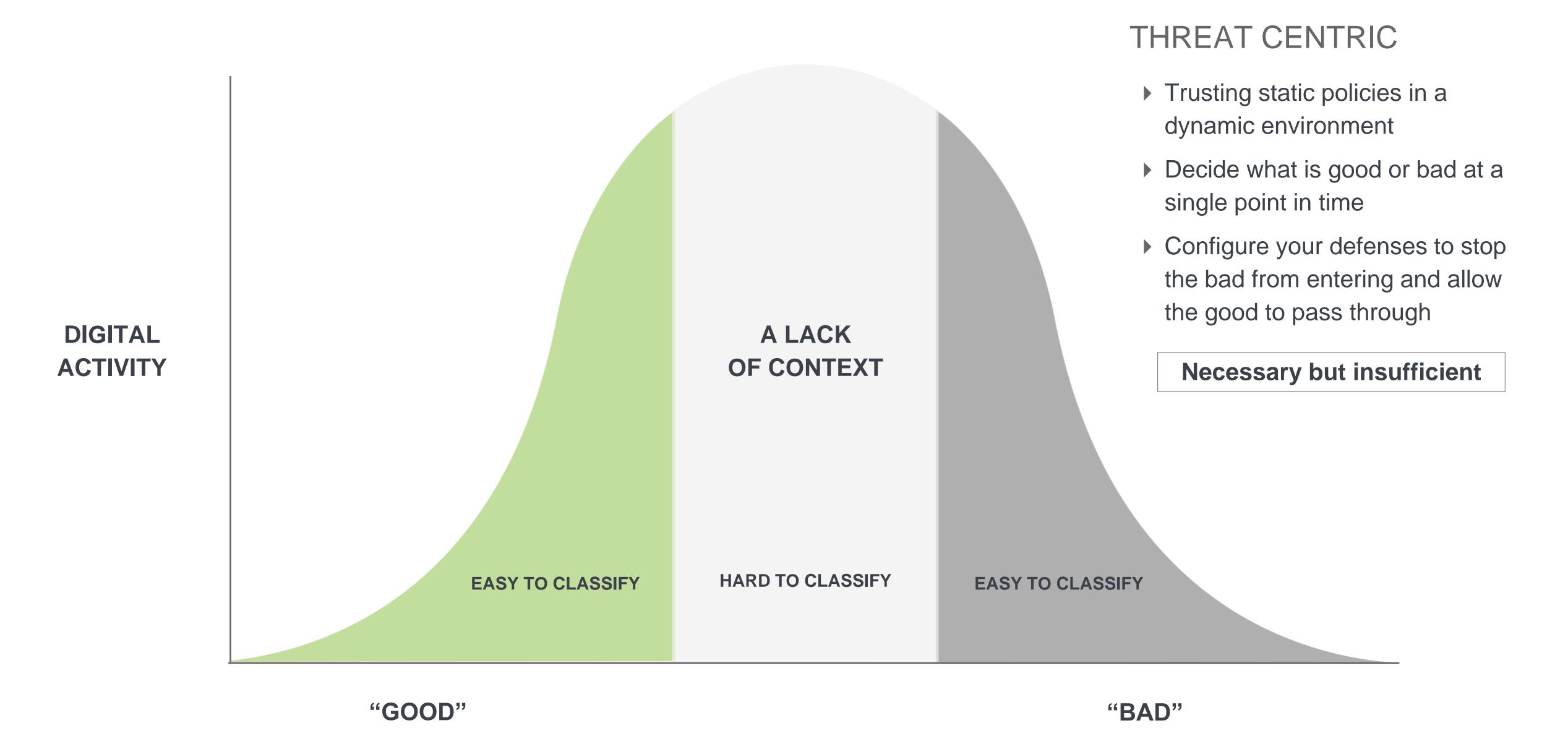
PARTNERS

Companies have
30-75
disparate security solutions

Half of SecOps mgrs.
report seeing
>5000 alerts/day

Takes **46 days**on average to contain an attack after detection

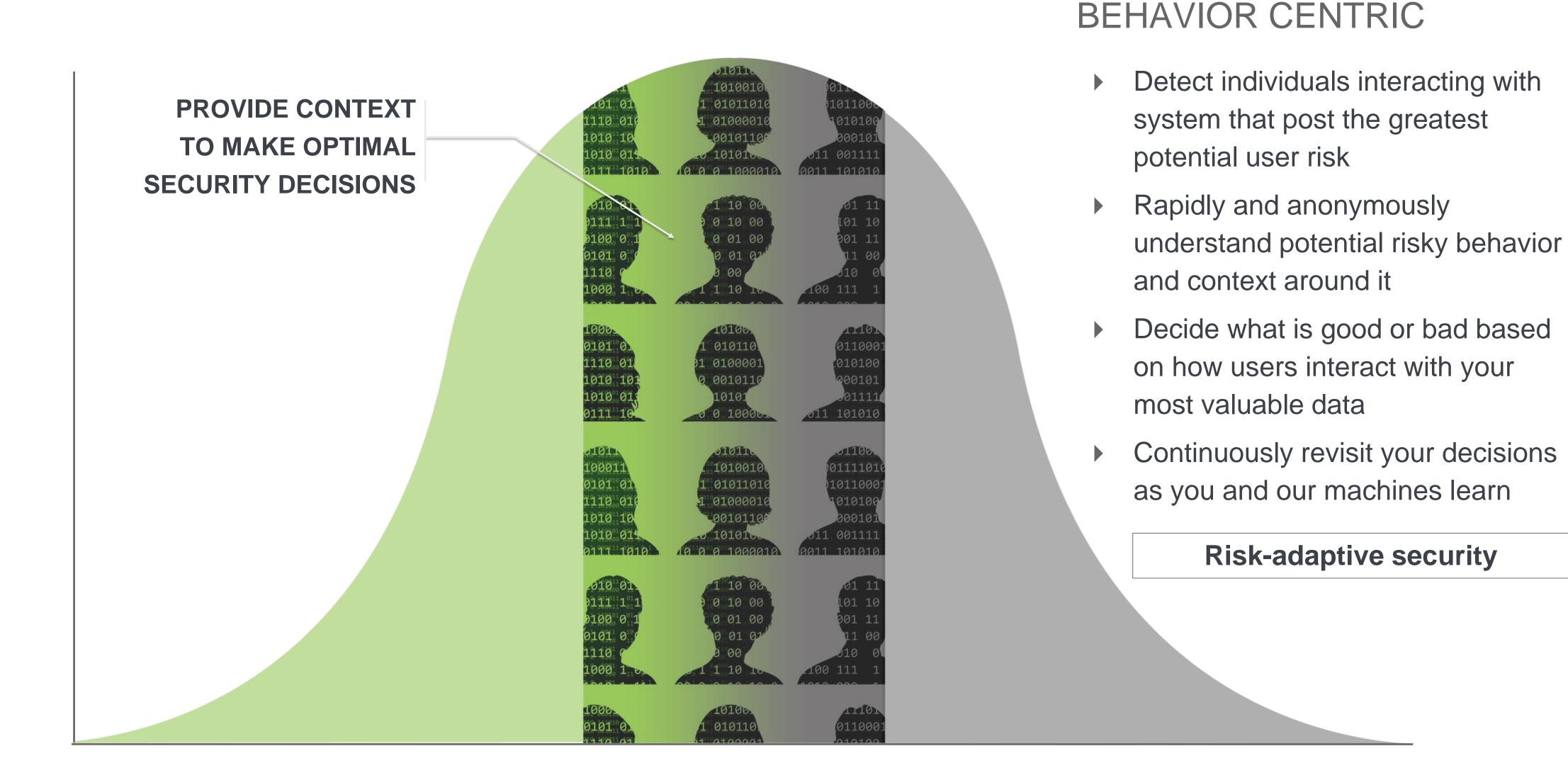
THE TRADITIONAL APPROACH TO CYBERSECURITY



A NEW PARADIGM: HUMAN-CENTRIC CYBERSECURITY

DIGITAL

ACTIVITY

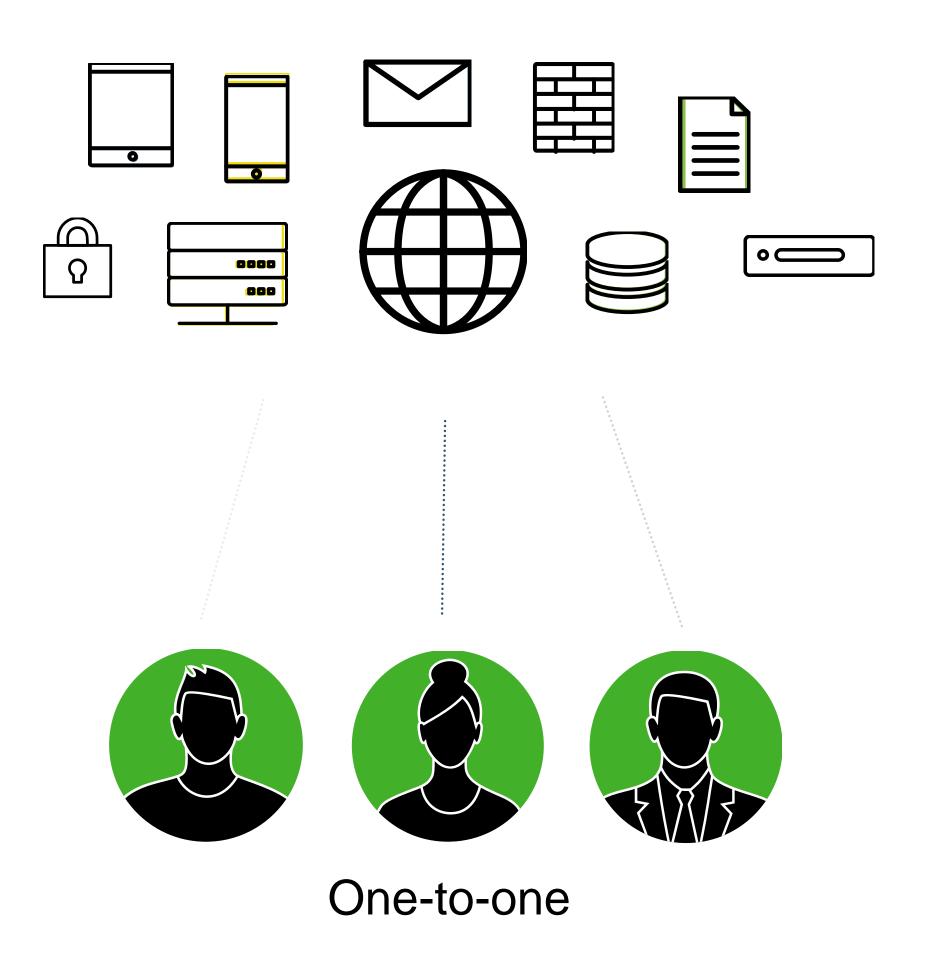


"GOOD" "BAD"

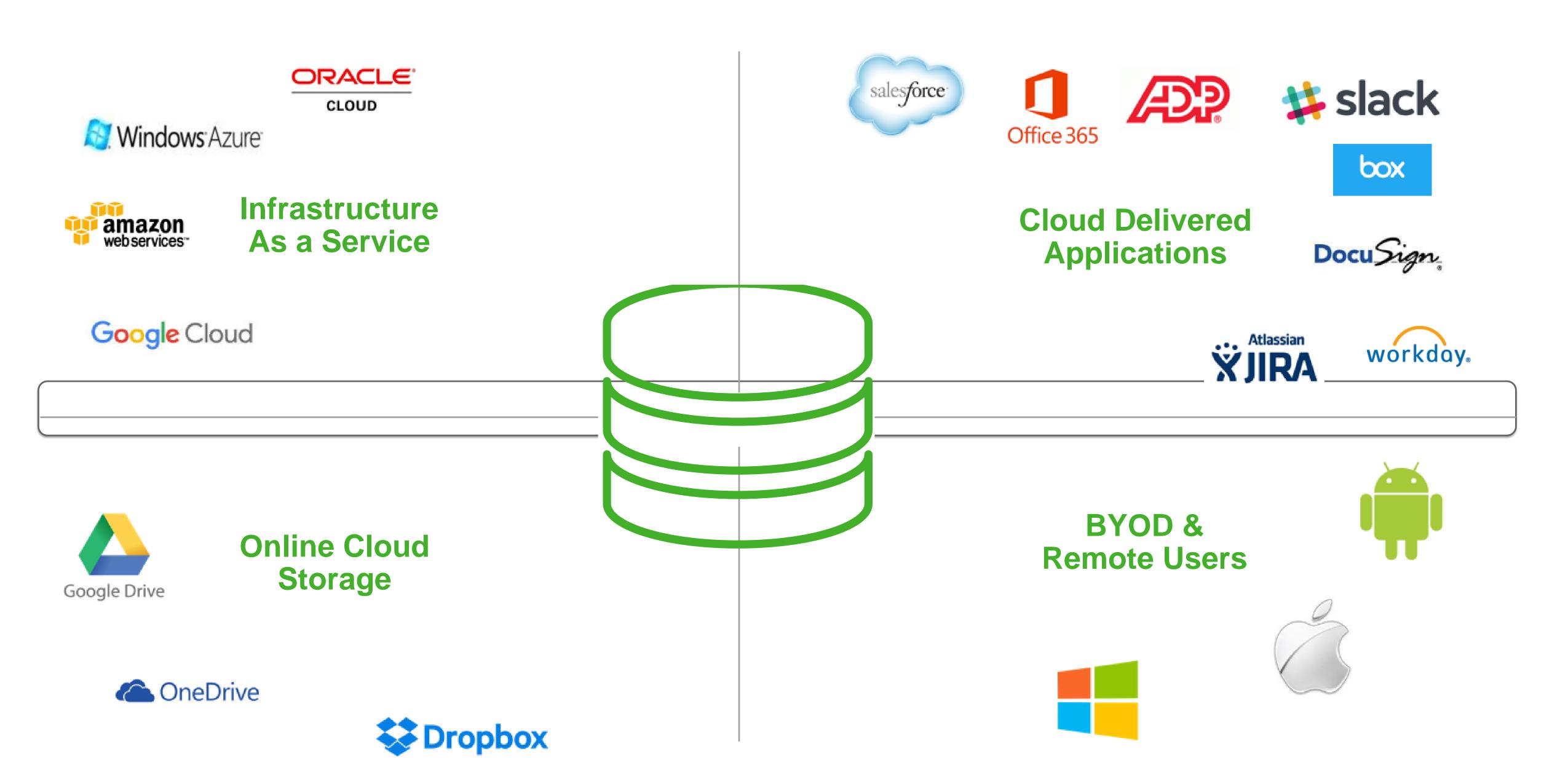
NEXT GENERATION CYBERSECURITY

TRADITIONAL SECURITY One-to-many

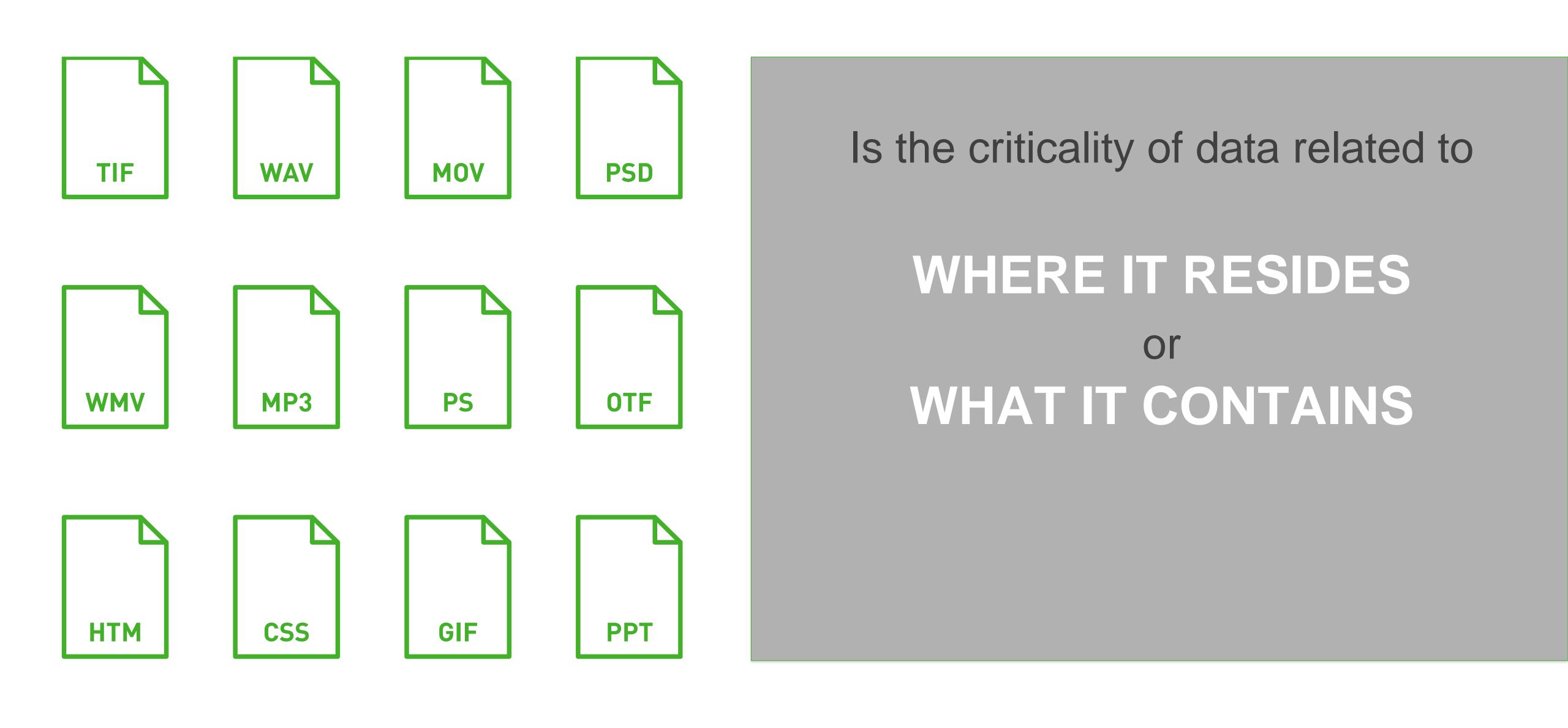
RISK ADAPTIVE SECURITY



WHERE CAN AN ORGANIZATION'S DATA RESIDE?



DETERMINING WHAT IS REALLY IMPORTANT



WHAT ARE WE TRYING TO SOLVE?

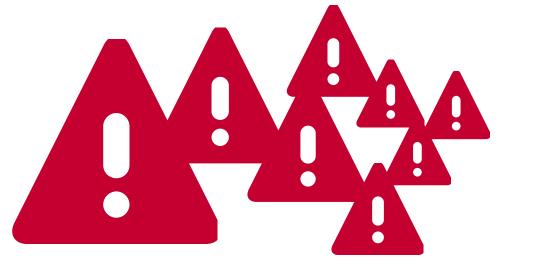




Frustrating Users

without

Overwhelming Administrators



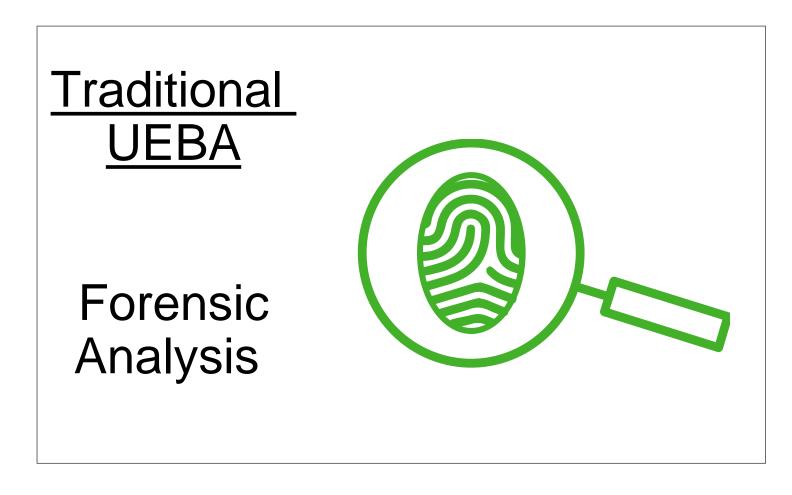
Mistaking



for



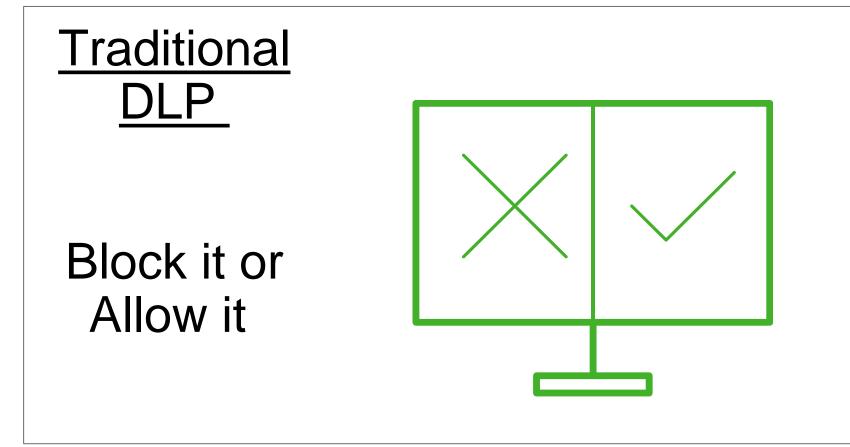
TODAY'S DATA PROTECTION OPTIONS ARE LIMITED



Learning why something happened yesterday does not stop the problem.



Balancing workforce privacy and IP protection is critical.



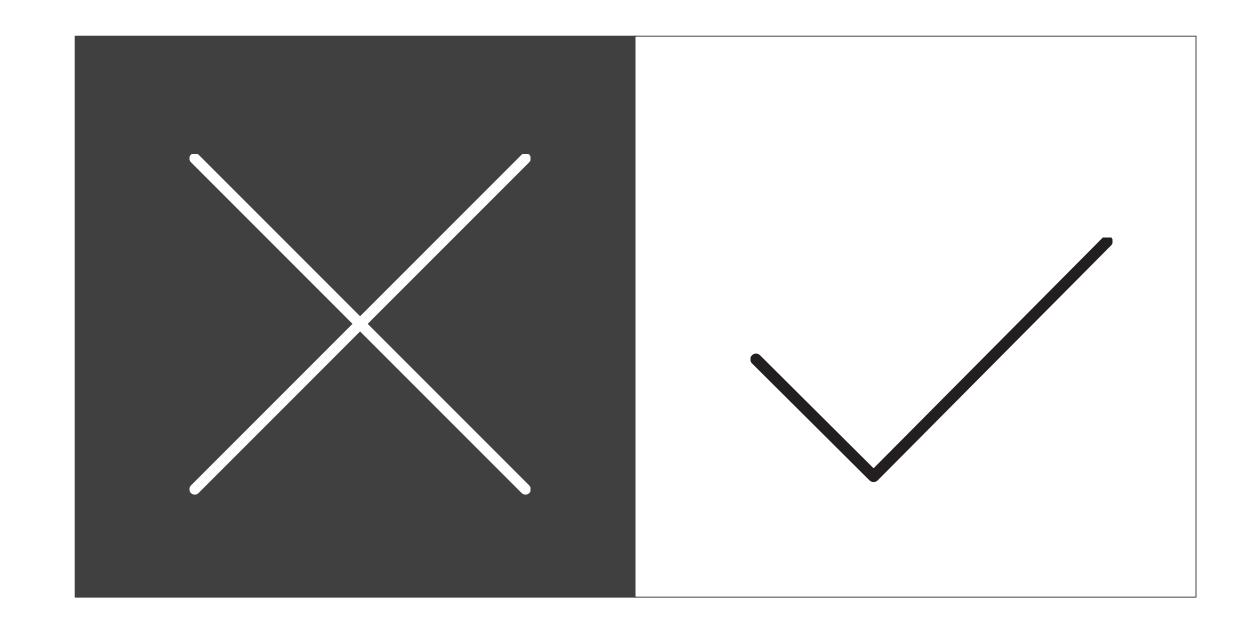
Current policies are far too rigid to be effective.



An effective solution should cut through the noise of alerts, highlight early warning signals to **prevent** the loss of important data.

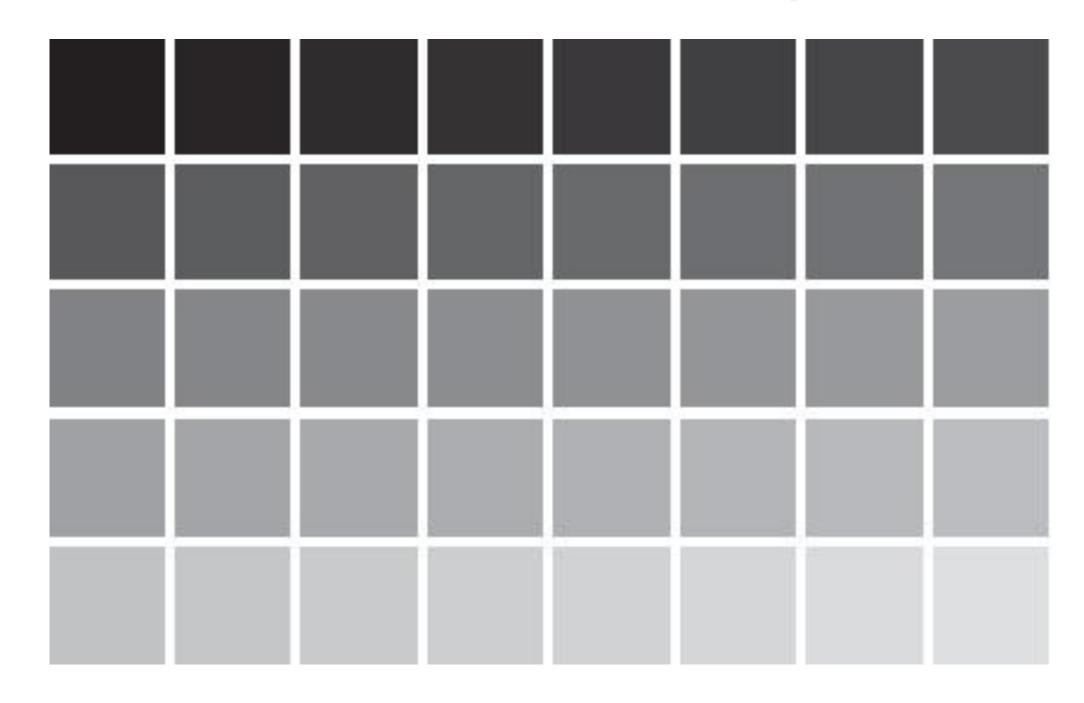
A NEW APPROACH IS NEEDED

Today's Data Protection Competitors



Machines are binary





Human Behavior is not black and white

TODAY'S DATA PROTECTION APPROACHES

Fixed policies based on pre-defined rules



Kate is giving a presentation to senior leadership and tries to copy her slides to a USB stick



Policy: block files from being copied to USB drives, alert gets sent to IT

User Impacts

Kate is frustrated because simple tasks are blocked

Kate will find another way to solve her problem

The data protection system becomes ineffective

Administrator Impacts

The admin needs to track down the alert

Thousands of alerts come in overwhelming the security admin team

The security team turns off the DLP policy because there are too many false positives

RISK ADAPTIVE PROTECTION: A NEW APPROACH

Actions vary based on the risk level of people and the value of data

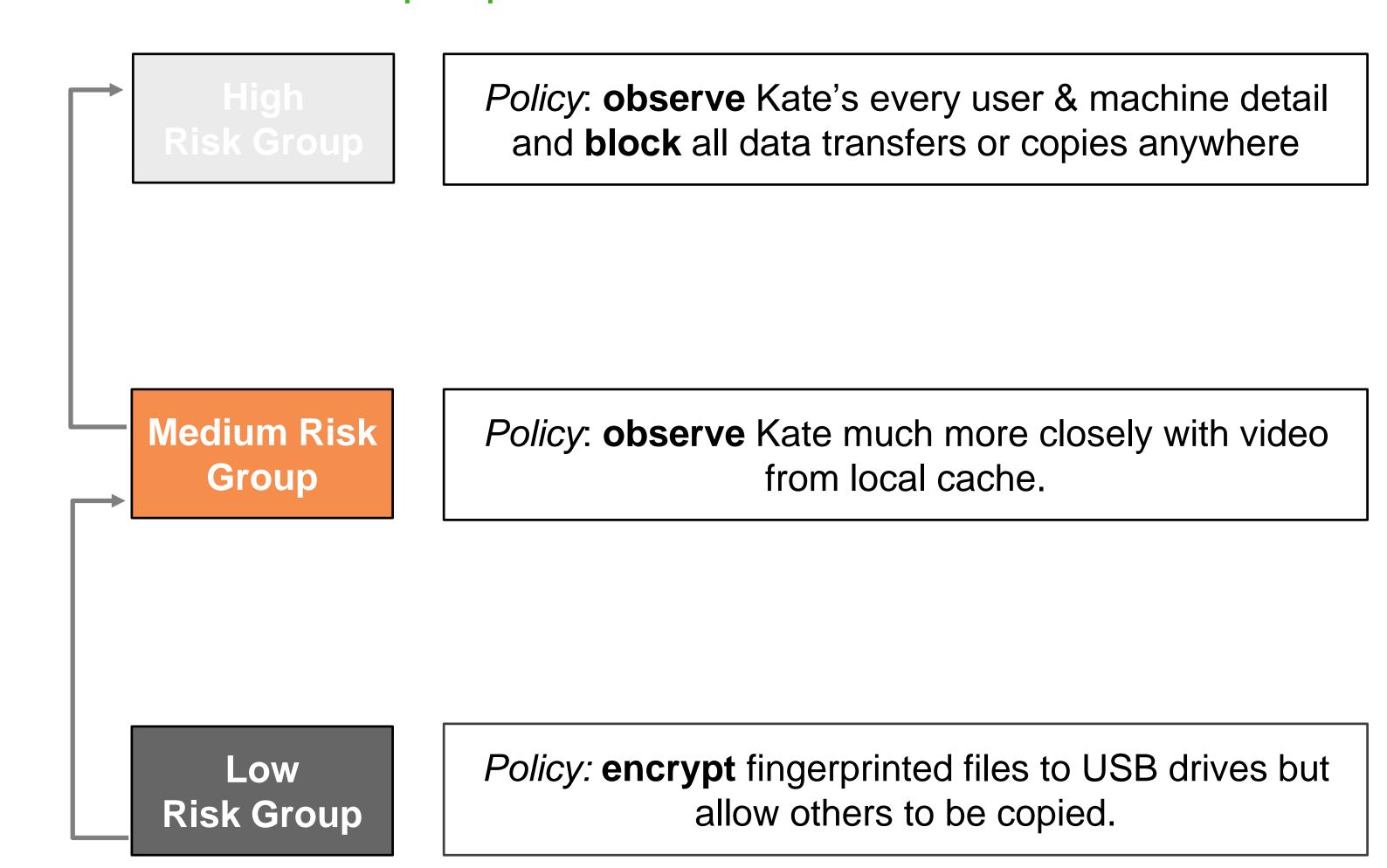


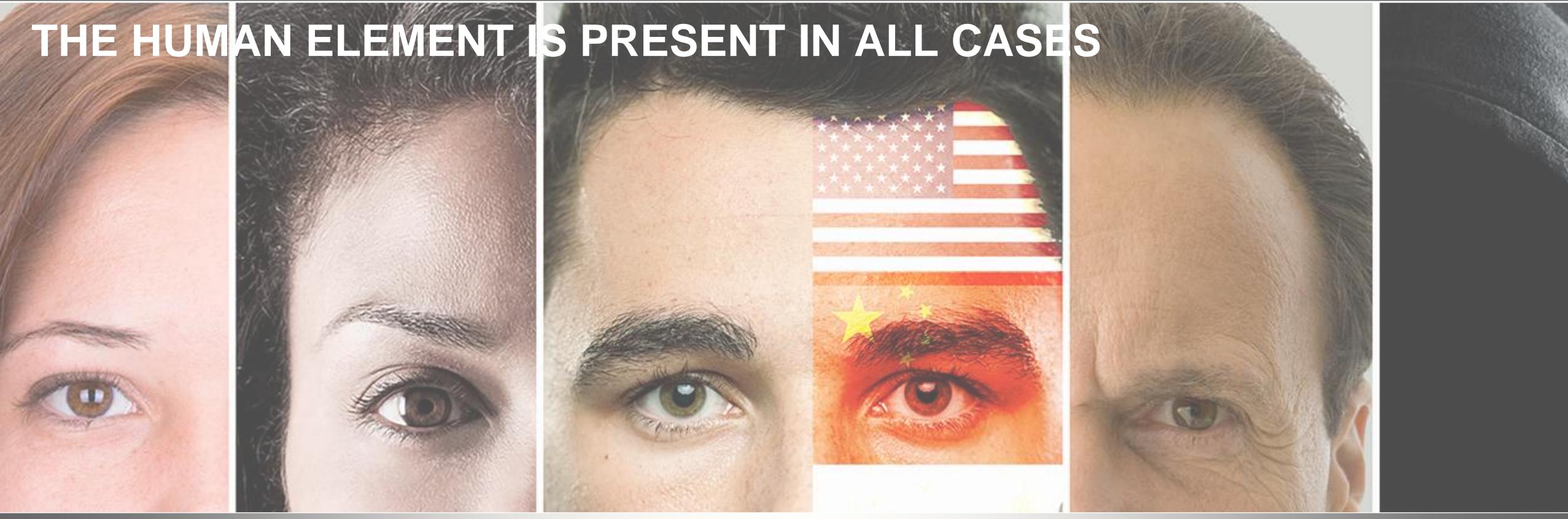
Kate is giving a presentation to senior leadership and tries to copy her slides to a USB stick.

Kate begins to bulk copy files to her local machine at off hours.

She gets a supplier's query about an order she doesn't remember placing and then logs into the supplier's website to check on it.

Kate begins accessing highly sensitive drug formula data and attempts to copy it off the corporate network.





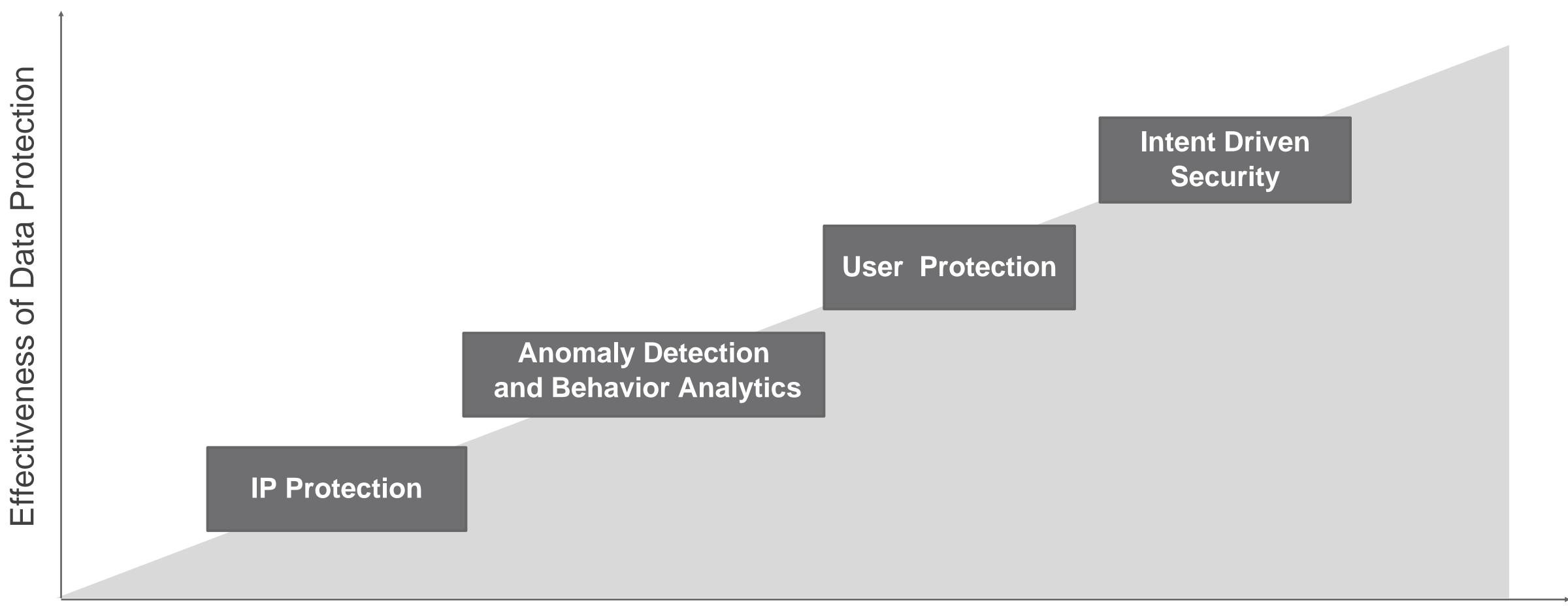
CYBER CONTINUUM OF INTENT

- 81% of hacking-related breaches exploited compromised credentials*
 - People make mistakes
- Malware executes through impersonation
 - People can be malicious

All of these behaviors are on your network at this very moment.

You need to understand them.

THE JOURNEY TO BETTER DATA PROTECTION AND COMPLIANCE



Level of User Focus



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