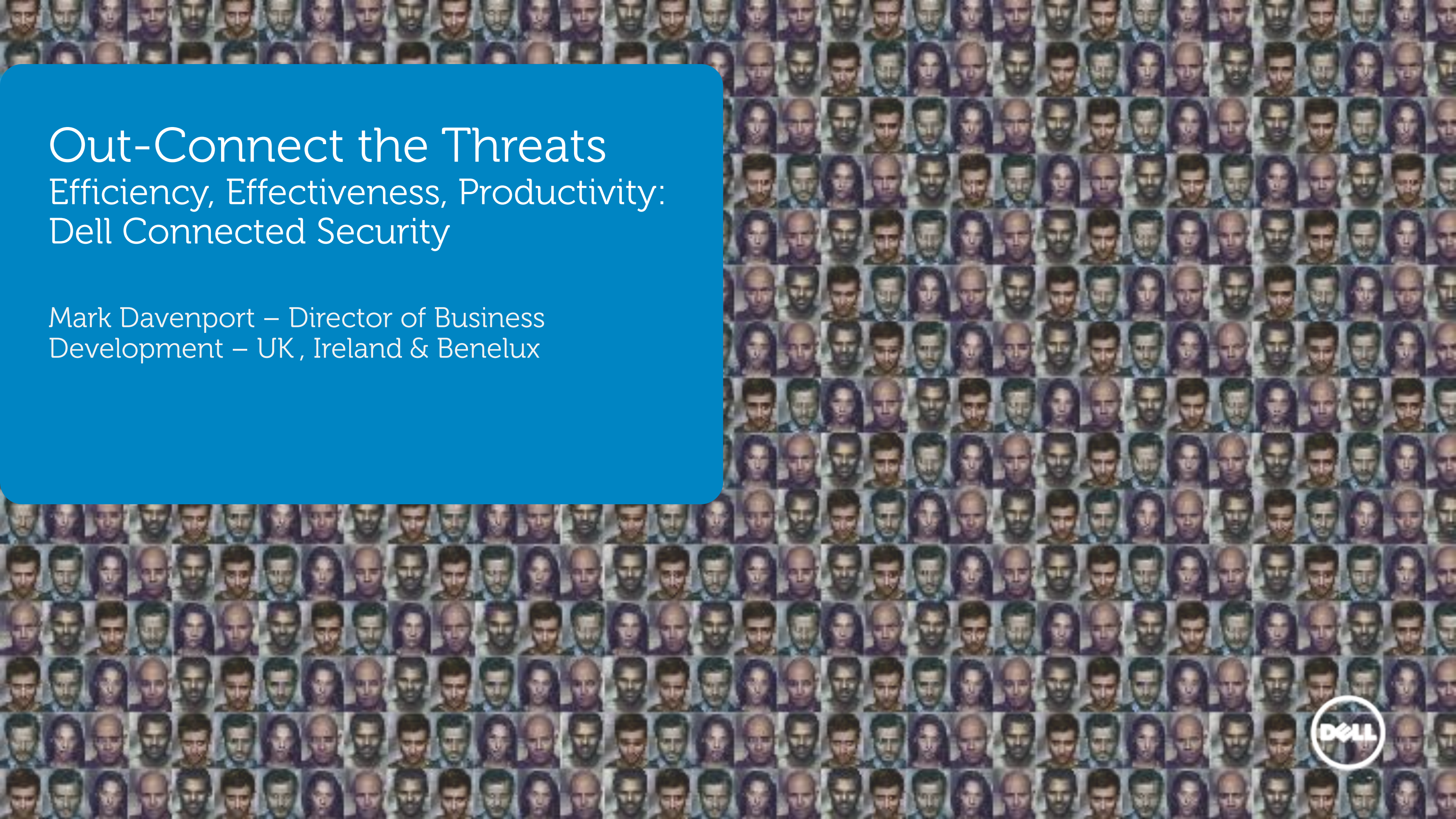


Out-Connect the Threats

Efficiency, Effectiveness, Productivity: Dell Connected Security

Mark Davenport – Director of Business
Development – UK , Ireland & Benelux

Agenda

- Why is Security so important?
- Dell Security Solutions
  - Embed
  - Protect
  - Respond
- Dell Connected Security Proof Points
- Q&A

Why is Security so important?

Powerful disrupters… the world is more connected than ever.

Cloud	85%	of businesses said their organizations will use cloud tools moderately to extensively in the next 3 years.
Big Data	35	By 2020 volume of data stored will reach 35 Zettabytes
Mobility	5X	Mobility source shifts from 62%/38% corporate/personal owned to 37% corporate owned and 63% personal owned
Security and risk	79%	of surveyed companies experienced some type of significant security incident within the past year that resulted in financial and/or reputational impact

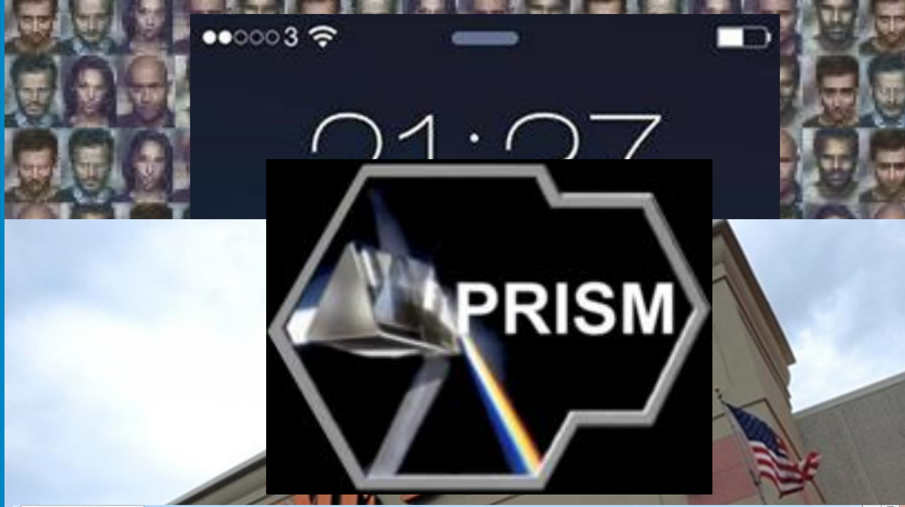
Unfortunately, the bad guys are more connected too.

They have many names

Spear-Phishers, BOTnets, DDoS, Zero-Day Threats, Insider threats & former employees

They're determined to exploit "disconnected security"

Security tools, processes, user profiles and information, separated in siloes that leave dangerous gaps in-between



2 September 2014 Last updated at 01:38 GMT

FBI investigates 'Cloud' celebrity picture leaks

COMMENTS (1)

Tim Allman reports on the hacking allegations surrounding private photos of

Top Stories

IS accused of Iraq ethnic cleansing

Iraq grannies 'take on IS in Amerli'

Russia 'to alter military doctrine' NEW

Boris Island airport plan rejected

Falcao caps record summer spending

Features & Analysis

Abandoned hero

Why Paris is forgetting Ernest Hemingway

Chill factor

How much has the Ice Bucket Challenge achieved?

UK minus Scotland

Does the rest of the UK care if the Scots become independent?

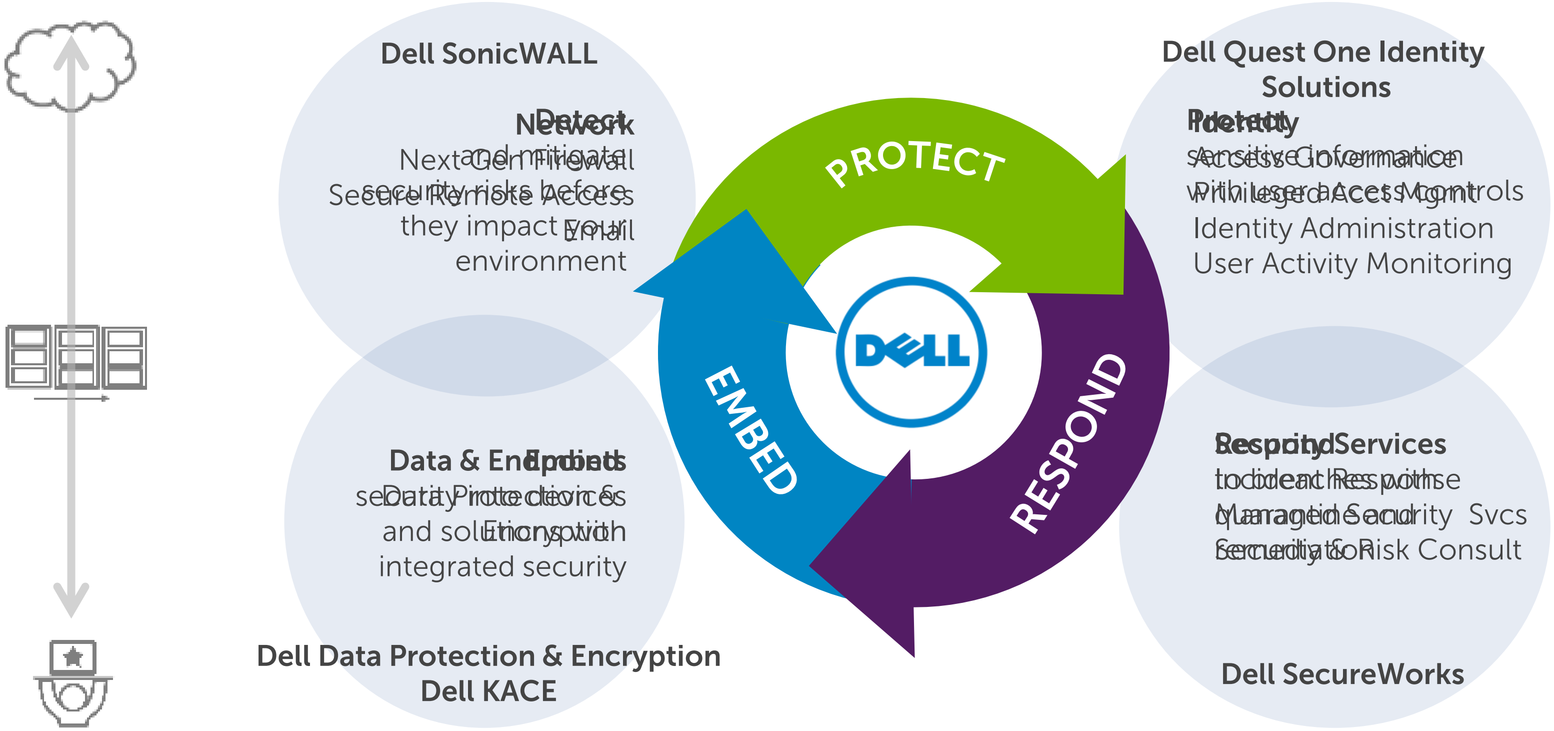
What are customers asking us for?

The ability to….

- Respond quickly to security threats and problems before they negatively impact the business?
- Protect every part of the infrastructure – inside and outside the network –reducing the number of vendors and disparate solutions and gaining efficiencies by reducing costs?
- Provide common-sense reporting that spans across areas of the network and infrastructure, helping to reduce the risk of errors from missed problems or threats, and saving time?
- Unify the patchwork of processes, reducing the complexity of meeting security and compliance objectives?

Dell Security Solutions

Connected Security: Outside-in and inside-out protection, from device to datacenter to cloud



Dell SonicWALL

Network
Next Gen Firewall
Secure Remote Access
Email

Detect
and mitigate
security risks before
they impact your
environment

Dell Quest One Identity Solutions

Identity
Access Governance
Privileged Access Mgmt
Identity Administration
User Activity Monitoring

Protect
sensitive information
with user access controls

Data & Endpoint
Data Protection &
Encryption

Embed
security into devices
and solutions with
integrated security

Dell Data Protection & Encryption
Dell KACE

Security Services
Incident Response
Managed Security Svcs
Security & Risk Consult

Respond
to incidents with
quarantine and
remediation

Dell SecureWorks

Dell Security: Embed Dell Data Protection and Encryption & KACE

Dell Data Protection | Encryption

Comprehensive lineup of endpoint protection solutions

Enterprise Edition
Centrally managed data-centric encryption software

(Includes External Media Edition)

Personal Edition
Locally managed data-centric encryption software

(Includes External Media Edition)

External Media Edition
Encrypts external media device data; set policies for encryption or disable ports all together

BitLocker Manager
Easily manages Microsoft BitLocker™ for comprehensive protection, auditing and compliance

Self Encrypting Drive (SED) Support
Fully integrated support and centralized management of SEDs …

Hardware Crypto Accelerator
FIPS 140-2, Level 3 Certified Full Volume Encryption Solution

Mobile Edition
Encrypts mobile devices (Android, iOS) with management capabilities

Cloud Edition
Encrypts end user files in public clouds where user keeps the keys & controls who has access

Endpoint systems management

Desktops

Servers

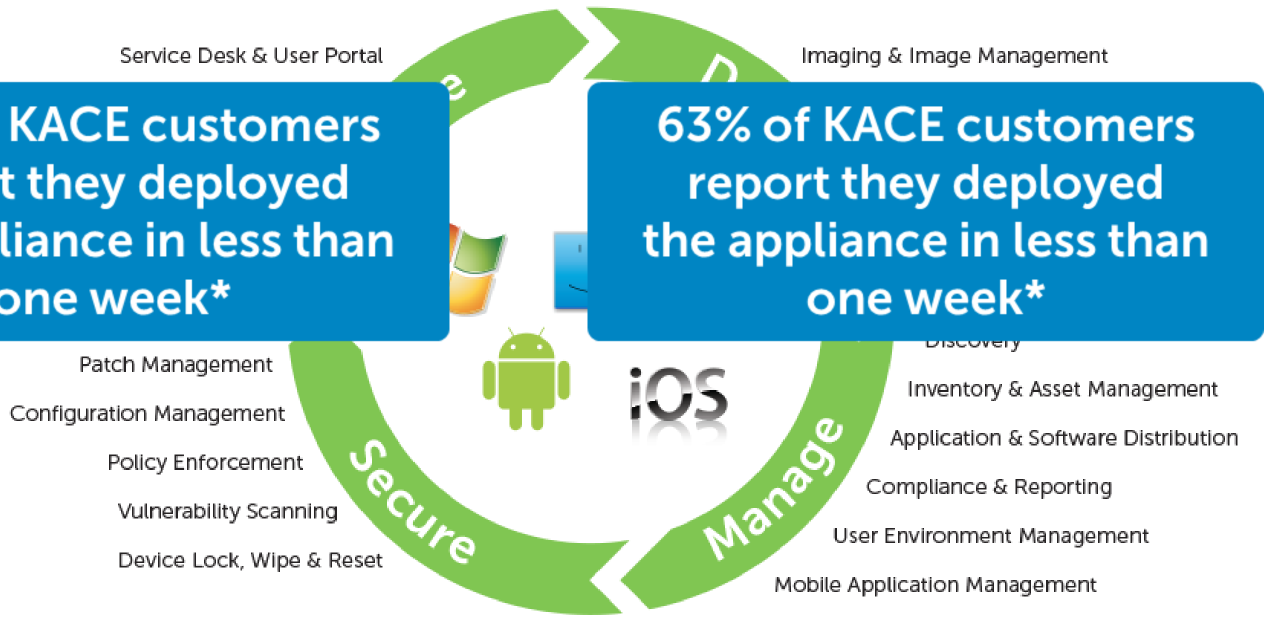
Smartphones

Virtual Machines

63% of KACE customers report they deployed the appliance in less than one week*

63% of KACE customers report they deployed the appliance in less than one week*

System Lifecycle Management



Service Desk & User Portal

Patch Management

Configuration Management

Policy Enforcement

Vulnerability Scanning

Device Lock, Wipe & Reset

Imaging & Image Management

Discovery

Inventory & Asset Management

Application & Software Distribution

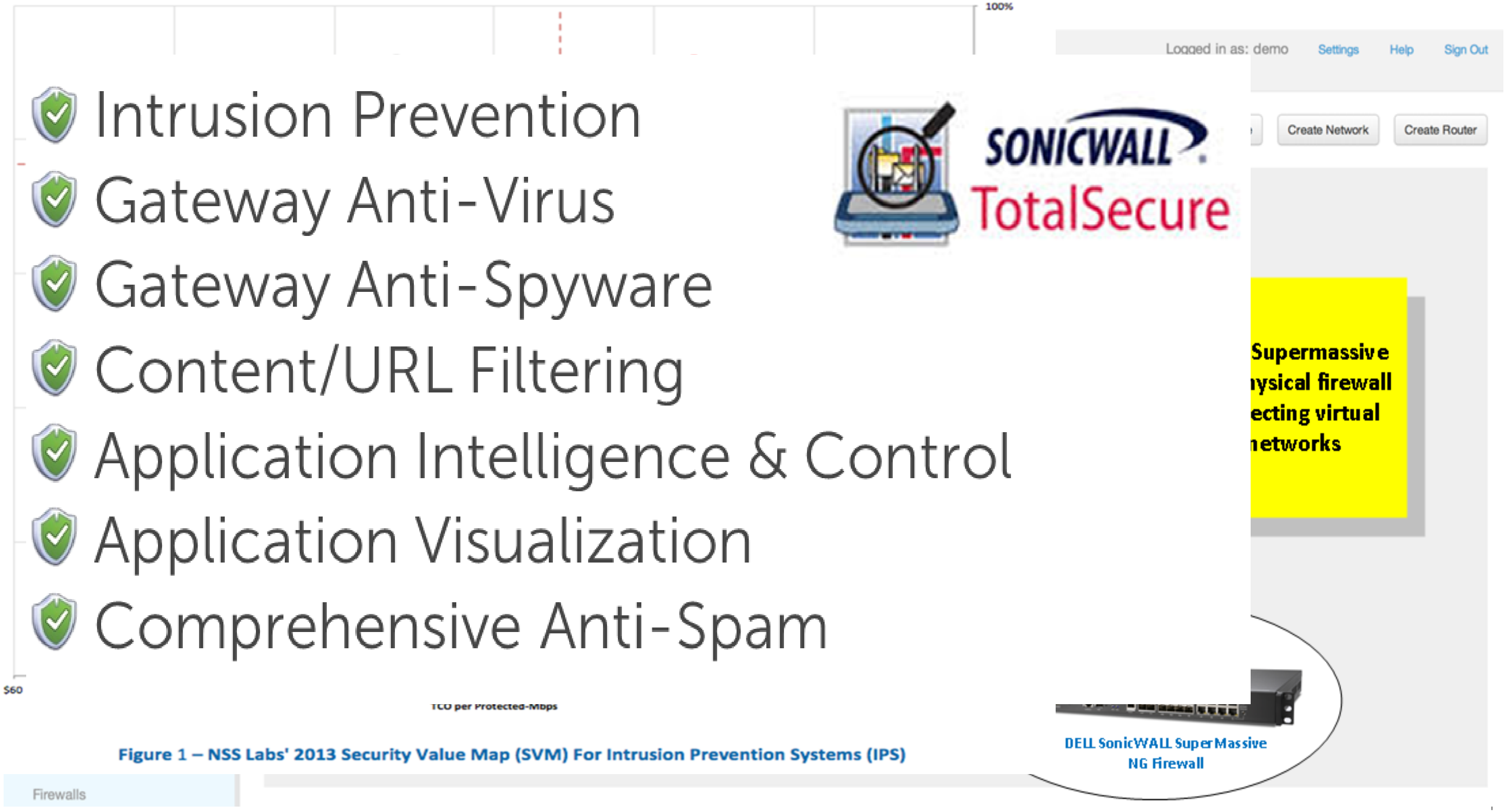
Compliance & Reporting

User Environment Management

Mobile Application Management

Dell Security: Protect Next Generation Firewall

Next Gen Security– What are customers looking for?



- ✓ Intrusion Prevention
- ✓ Gateway Anti-Virus
- ✓ Gateway Anti-Spyware
- ✓ Content/URL Filtering
- ✓ Application Intelligence & Control
- ✓ Application Visualization
- ✓ Comprehensive Anti-Spam

Figure 1 – NSS Labs' 2013 Security Value Map (SVM) For Intrusion Prevention Systems (IPS)

DELL SonicWALL SuperMassive NG Firewall

Dell SonicWALL firewall portfolio

SuperMassive Series
Large enterprises,
data centers, ISPs, carriers

E10800

9600

E10400

9400

E10200

9200

NSA Series
Branch offices and
medium sized organizations

NSA 6600

NSA 5600

NSA 4600

NSA 3600

NSA2600
NSA 250M/220

TZ Series
Small and remote
offices

TZ 215 Series

TZ 205 Series

TZ 105 Series

NSS Labs RECOMMEND

IPv6 READY

IPv6 READY

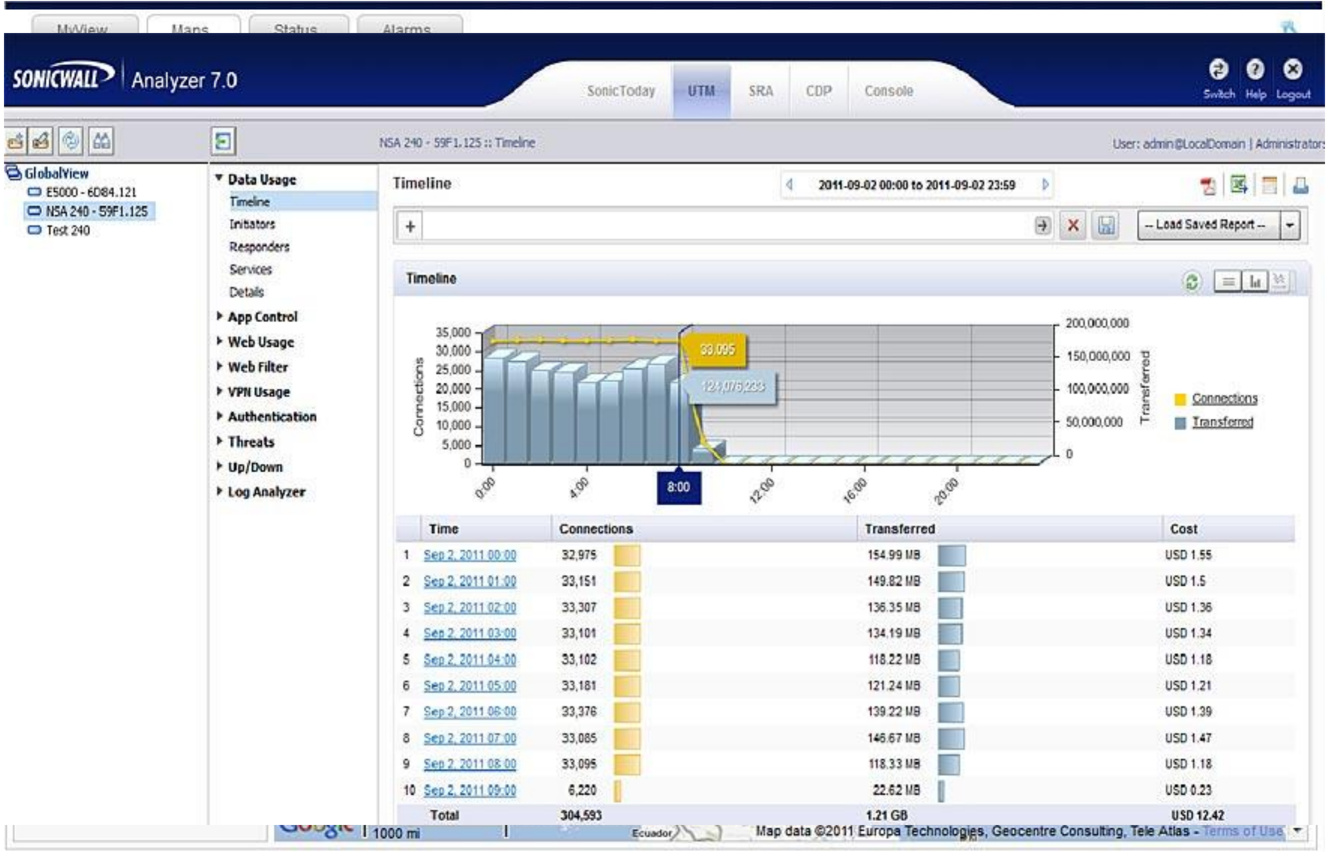
ICSA labs CERTIFIED FIREWALL - CORPORATE

ICSA labs CERTIFIED FIREWALL - ENTERPRISE

FIPS VALIDATED 140-2

Common Criteria Arrangement for components up to EAL4

Management and Reporting



	Time	Connections	Transferred	Cost
1	Sep 2, 2011 00:00	32,975	154.99 MB	USD 1.55
2	Sep 2, 2011 01:00	33,151	149.82 MB	USD 1.5
3	Sep 2, 2011 02:00	33,307	136.35 MB	USD 1.36
4	Sep 2, 2011 03:00	33,101	134.19 MB	USD 1.34
5	Sep 2, 2011 04:00	33,102	118.22 MB	USD 1.18
6	Sep 2, 2011 05:00	33,181	121.24 MB	USD 1.21
7	Sep 2, 2011 06:00	33,376	139.22 MB	USD 1.39
8	Sep 2, 2011 07:00	33,085	146.67 MB	USD 1.47
9	Sep 2, 2011 08:00	33,095	118.33 MB	USD 1.18
10	Sep 2, 2011 09:00	6,220	22.62 MB	USD 0.23
	Total	304,593	1.21 GB	USD 12.42

Dell Security: Protect Secure Mobile Access

The Dell approach to secure mobile access

Detect

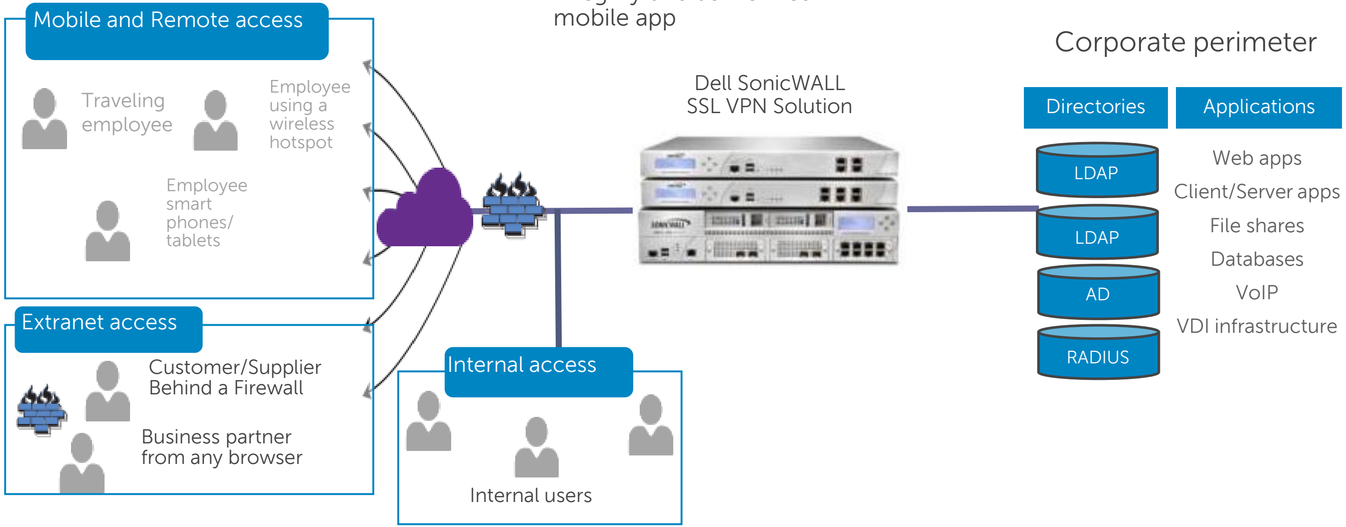
What's running on end point?

Protect

Protect corporate resources with granular access control based on user identity, device integrity and authorized mobile app

Connect

Connect users securely and easily to resources from any device



SonicWALL **secure mobile access** solution

Introducing Secure Mobile Access OS 11.0 and Mobile Connect 3.1

- Provide simple, policy-enforced, per app VPN access to permitted mission-critical data and resources
- Enforce and manage mobile device policy terms
- Authenticate user and validate app and device integrity
- Centralize access policy management

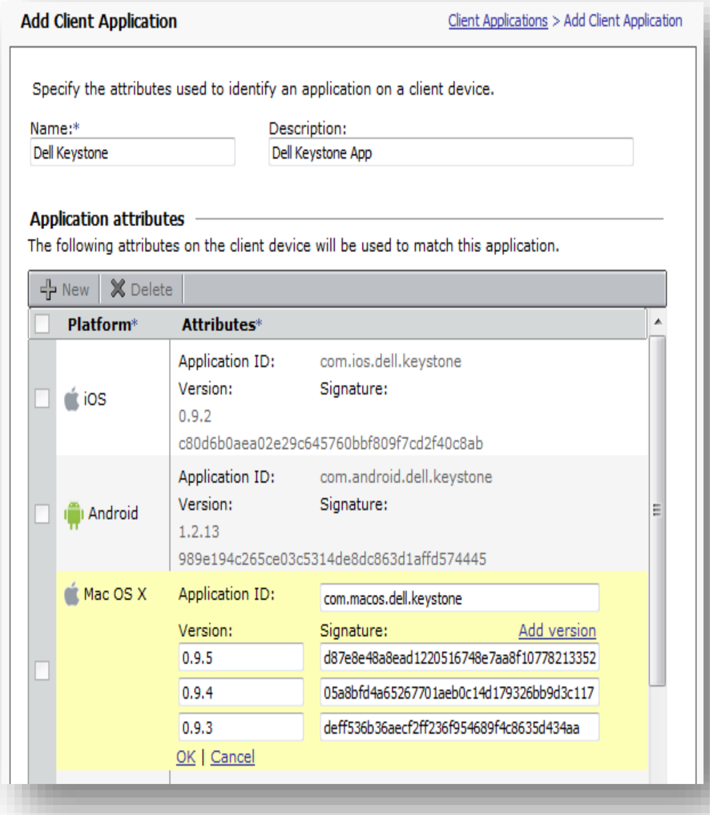
iOS

Mac OS X

kindle fire

Simplifies **per app VPN** access control

- Restrict VPN access to mobile apps authorized by IT
- Supports any mobile app, secure container or MDM solution without modification or SDK
- App signature validates mobile app integrity
- Provides scalable, network-level SSL VPN access to web, client/server, virtual desktop and back connect apps such as VOIP for up to 20,000 users per appliance



Add Client Application

Client Applications > Add Client Application

Specify the attributes used to identify an application on a client device.

Name:* Dell Keystone

Description: Dell Keystone App

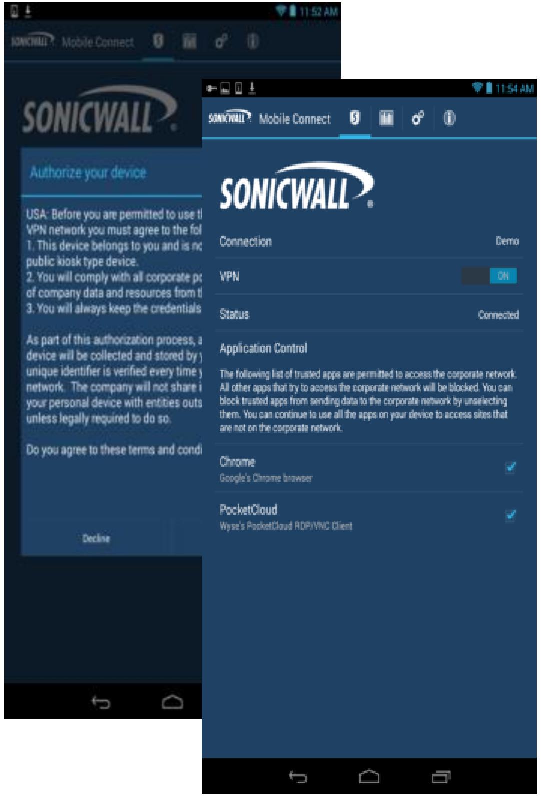
Application attributes

The following attributes on the client device will be used to match this application.

□	Platform*	Attributes*
□	iOS	Application ID: com.ios.dell.keystone Version: 0.9.2 Signature: c80d6b0aea02e29c645760bbf809f7cd2f40c8ab
□	Android	Application ID: com.android.dell.keystone Version: 1.2.13 Signature: 989e194c265ce03c5314de8dc863d1affd574445
□	Mac OS X	Application ID: com.macos.dell.keystone Version: 0.9.5 Signature: d87e8e48a8ead1220516748e7aa8f10778213352 Version: 0.9.4 Signature: 05a8bfd4a65267701aeb0c14d179326bb9d3c117 Version: 0.9.3 Signature: deff536b36aecf2ff236f954689f4c8635d434aa

Mobile device policy enforcement protects from **BYOD** business risk

- End-user required to accept policy terms to gain access
- Administrator can customize policy
- Support for per group policy
- Policy acceptance reporting



Authorize your device

USA: Before you are permitted to use t
VPN network you must agree to the fol
1. This device belongs to you and is nc
public kiosk type device.
2. You will comply with all corporate pc
of company data and resources from t
3. You will always keep the credentials

As part of this authorization process, a
device will be collected and stored by y
unique identifier is verified every time y
network. The company will not share i
your personal device with entities outs
unless legally required to do so.

Do you agree to these terms and condi

Decline

Connection	Demo
VPN	ON
Status	Connected

Application Control

The following list of trusted apps are permitted to access the corporate network. All other apps that try to access the corporate network will be blocked. You can block trusted apps from sending data to the corporate network by unselecting them. You can continue to use all the apps on your device to access sites that are not on the corporate network.

Chrome ✓
Google's Chrome browser

PocketCloud ✓
Wyse's PocketCloud RDP/VNC Client

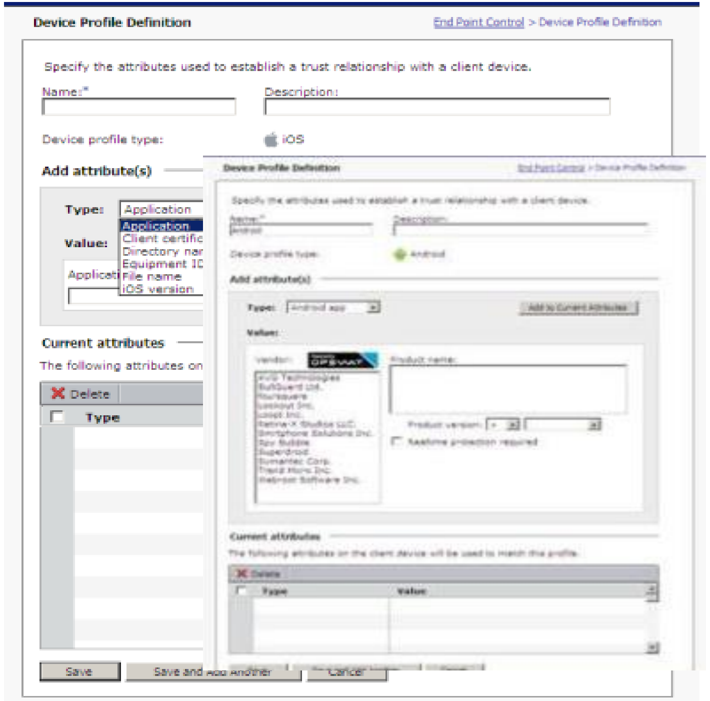
Protect from unauthorized access and malware with **context-aware authentication**

User authentication:

- Basic and two factor
- Protects corporate data and resources from unauthorized access

Device interrogation:

- Validates security state, including jailbreak and root status, device ID, certificate status and OS version
- Allows only trusted devices to access resources



Device Profile Definition

End Point Control > Device Profile Definition

Specify the attributes used to establish a trust relationship with a client device.

Name:*

Description:

Device profile type: iOS

Add attribute(s)

Type: Application

Value:

Applicati

Current attributes

The following attributes on

Device Profile Definition

End Point Control > Device Profile Definition

Specify the attributes used to establish a trust relationship with a client device.

Name:* Android

Description:

Device profile type: Android

Add attribute(s)

Type: Android app

Value:

Vendor:

Product name:

Product version:

□ Realtime protection required

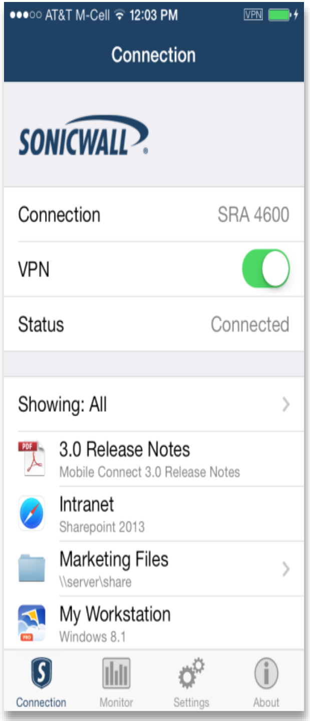
Current attributes

The following attributes on the client device will be used to match this profile.

Simple, policy-enforced mobile access to mission-critical data and applications

Mobile Connect App

- Intuitive app for iOS, Mac OSX, Android, Kindle Fire and Windows 8.1
- Download for free from the Apple app store and Google play, embedded with Windows 8.1 devices
- Easy, network level SSL VPN access to allowed web, client/server, and virtual desktop resources via one-click bookmarks



●●●○○ AT&T M-Cell 12:03 PM VPN

Connection

SONICWALL

Connection SRA 4600

VPN

Status Connected

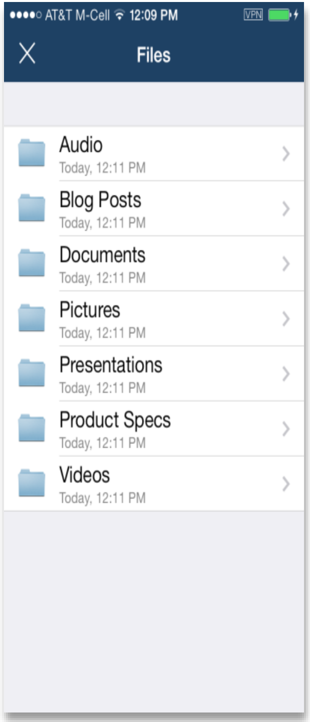
Showing: All

3.0 Release Notes
Mobile Connect 3.0 Release Notes

Intranet
Sharepoint 2013

Marketing Files
\\server\share

My Workstation
Windows 8.1



●●●●○ AT&T M-Cell 12:09 PM VPN

Files

Audio
Today, 12:11 PM

Blog Posts
Today, 12:11 PM

Documents
Today, 12:11 PM

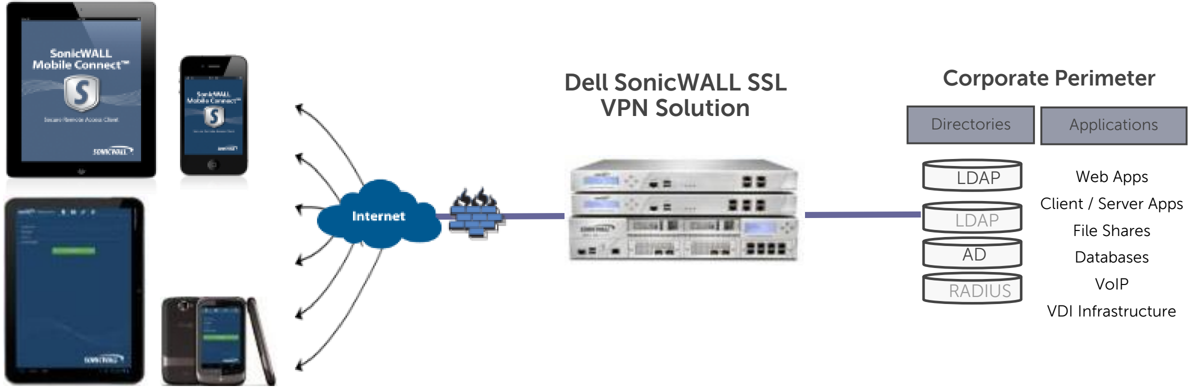
Pictures
Today, 12:11 PM

Presentations
Today, 12:11 PM

Product Specs
Today, 12:11 PM

Videos
Today, 12:11 PM

Protect from **mobile threats**



- Protects in-flight data from interception with encrypted per app SSL VPN connections
- Allow access by only authenticated users and authorized mobile apps and devices and only to permitted resources with granular network access control policies
- Block malware and threats from entering your network when deployed with a Dell next-gen firewall to scan mobile traffic

Enable efficient administration with **centralized access policy management**

Admission control

Create allow, deny and quarantine rules easily that govern access for all users and devices based on device identity and device integrity.

- Define trust level for users

Employee community
Groups: Sales, marketing, executive

Partner community
Groups: Partners

- Define trust level for devices

🔴 Deny 🟢 Allow 🟡 Quarantine 🟢 Allow

Access control

Just one rule set enforces access to all resources across all access methods based on who the user is and the trust level for the device.

- Define what applications users/devices can access

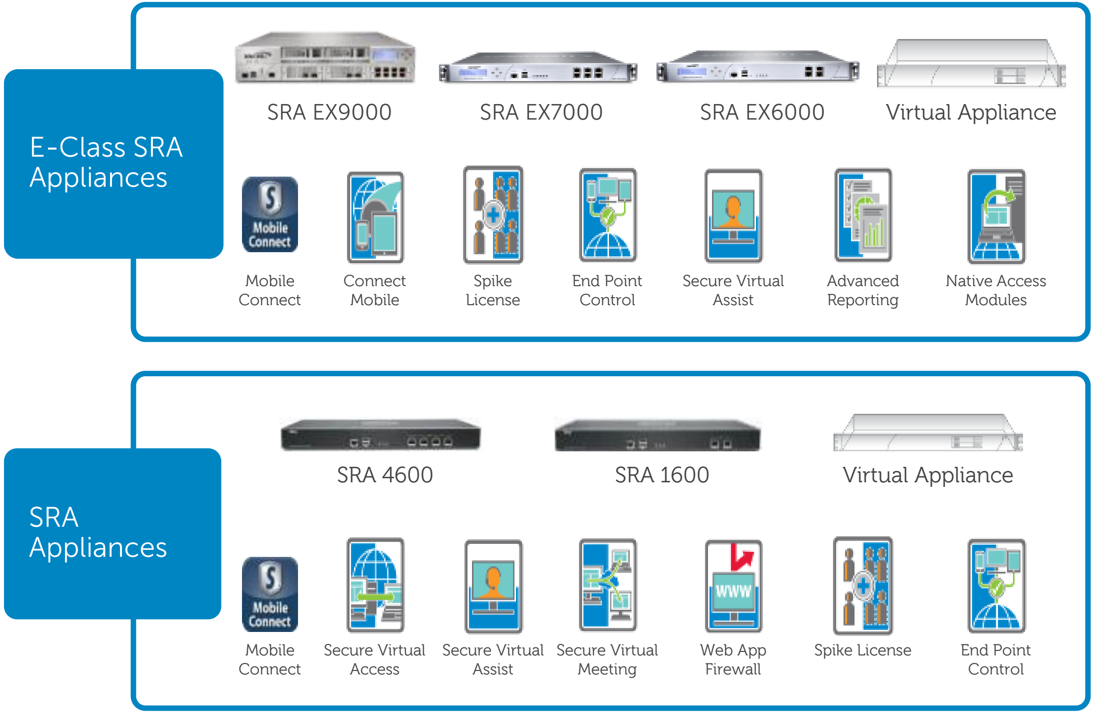
CRM app.
Allowed groups:
Sales, marketing

🔴 🟢 🟡 🟢

Order entry
Allowed groups:
Sales, partners

🟢 🔴 🔴 🟡

Dell SonicWALL Secure Remote Access



E-Class SRA Appliances

SRA EX9000

SRA EX7000

SRA EX6000

Virtual Appliance

Mobile Connect

Connect Mobile

Spike License

End Point Control

Secure Virtual Assist

Advanced Reporting

Native Access Modules

SRA Appliances

SRA 4600

SRA 1600

Virtual Appliance

Mobile Connect

Secure Virtual Access

Secure Virtual Assist

Secure Virtual Meeting

Web App Firewall

Spike License

End Point Control

Detect – granular end-point control detects identity and security state

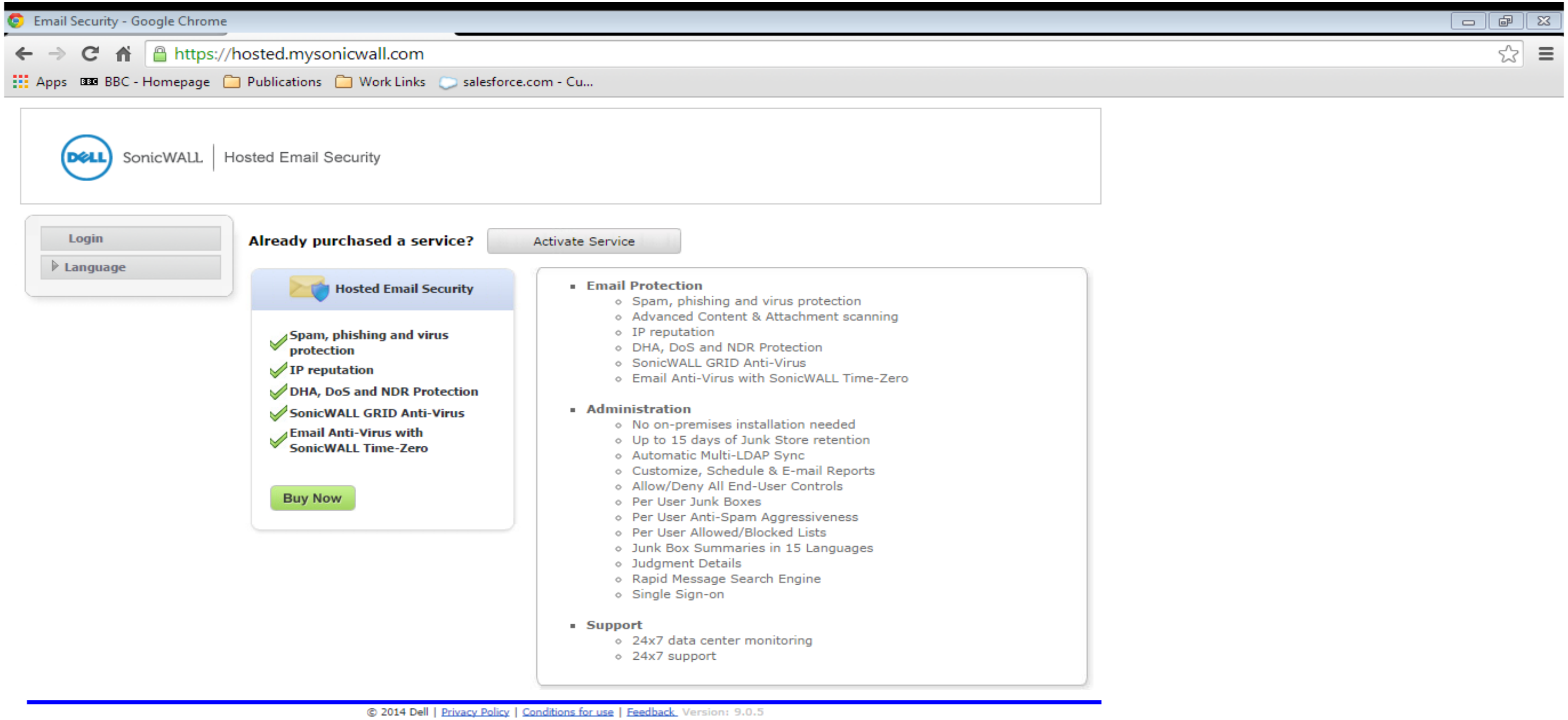
Protect – unified policy limits user access to permitted corporate resources from authorized mobile apps

Connect – smart access and tunneling ensure easy, secure access to all network resources

Secure remote access for all users, devices and applications

Dell Security: Detect Secure E-mail

Dell SonicWALL Email Security Solutions


Email Security - Google Chrome
https://hosted.mysonicwall.com
Apps
BBC - Homepage
Publications
Work Links
salesforce.com - Cu...
DELL SonicWALL | Hosted Email Security
Login
Language
Activate Service
Buy Now

Already purchased a service?

Hosted Email Security

- ✓ **Spam, phishing and virus protection**
- ✓ **IP reputation**
- ✓ **DHA, DoS and NDR Protection**
- ✓ **SonicWALL GRID Anti-Virus**
- ✓ **Email Anti-Virus with SonicWALL Time-Zero**

- **Email Protection**
  - Spam, phishing and virus protection
  - Advanced Content & Attachment scanning
  - IP reputation
  - DHA, DoS and NDR Protection
  - SonicWALL GRID Anti-Virus
  - Email Anti-Virus with SonicWALL Time-Zero
- **Administration**
  - No on-premises installation needed
  - Up to 15 days of Junk Store retention
  - Automatic Multi-LDAP Sync
  - Customize, Schedule & E-mail Reports
  - Allow/Deny All End-User Controls
  - Per User Junk Boxes
  - Per User Anti-Spam Aggressiveness
  - Per User Allowed/Blocked Lists
  - Junk Box Summaries in 15 Languages
  - Judgment Details
  - Rapid Message Search Engine
  - Single Sign-on
- **Support**
  - 24x7 data center monitoring
  - 24x7 support

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Dell Security: Protect
Dell One Identity

What Dell One Identity delivers

Identity Governance

Achieve complete, business-driven governance for identities, data and privileged access by marrying **visibility and control** with administration.

Access Management

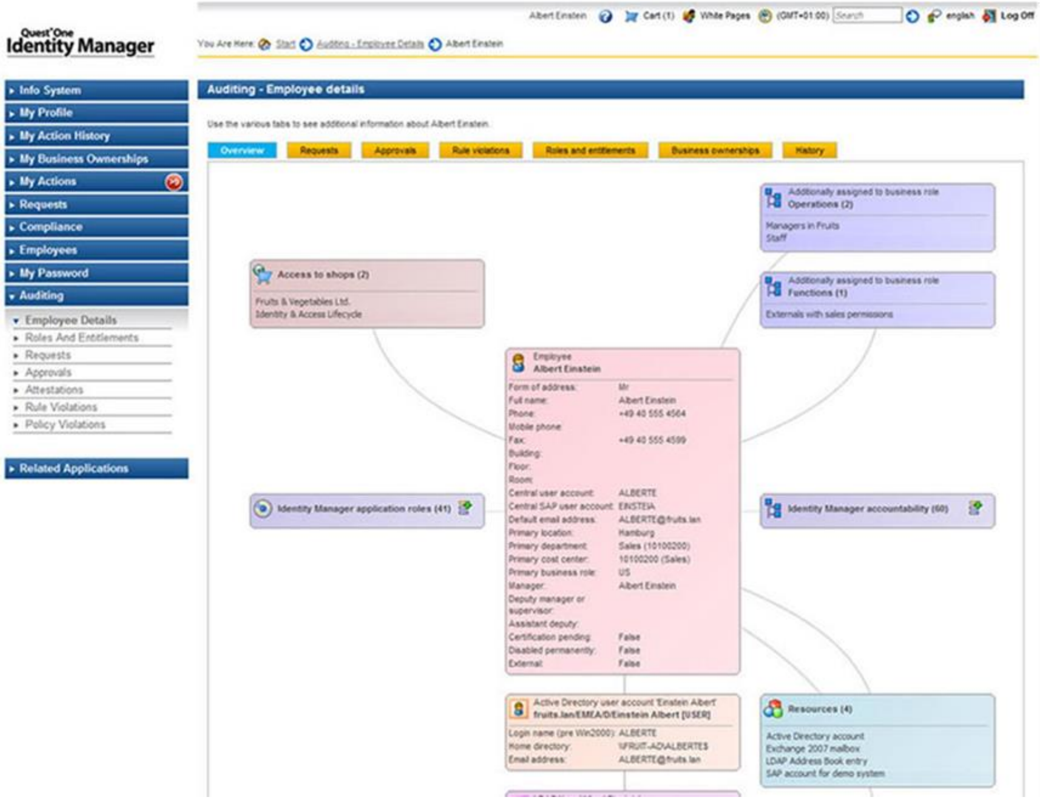
Ensure that all users can get to the resources they need to do their jobs from any location and any device in a **convenient, secure and compliant** manner.

Privileged Management

Centrally manage privileged accounts with individual accountability through granular **control and monitoring** of administrator access.

Identity Governance

Identity Manager



You Are Here: Start > Auditing - Employee Details > Albert Einstein

Auditing - Employee details

Use the various tabs to see additional information about Albert Einstein.

Additionally assigned to business role
Operations (2)
Managers in Fruits
Staff

Additionally assigned to business role
Functions (1)
Externals with sales permissions

Access to shops (2)
Fruits & Vegetables Ltd.
Identity & Access Lifecycle

Employee
Albert Einstein

Form of address:	Mr
Full name:	Albert Einstein
Phone:	+49 40 555 4564
Mobile phone:	
Fax:	+49 40 555 4599
Building:	
Floor:	
Room:	
Central user account:	ALBERTE
Central SAP user account:	EINSTEIA
Default email address:	ALBERTE@fruits.lan
Primary location:	Hamburg
Primary department:	Sales (10100200)
Primary cost center:	10100200 (Sales)
Primary business role:	US
Manager:	Albert Einstein
Deputy manager or supervisor:	
Assistant deputy:	
Certification pending:	False
Disabled permanently:	False
External:	False

Identity Manager application roles (41)

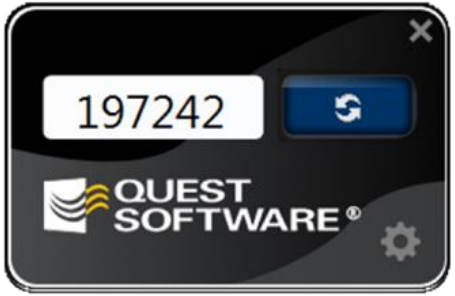
Identity Manager accountability (60)

Active Directory user account 'Einstein Albert'
fruits.lan/EMEA/D/Einstein Albert [USER]

Login name (pre Win2000):	ALBERTE
Home directory:	\\FRUIT-AD\ALBERTE$
Email address:	ALBERTE@fruits.lan

Resources (4)
Active Directory account
Exchange 2007 mailbox
LDAP Address Book entry
SAP account for demo system

Defender


197242
QUEST SOFTWARE®

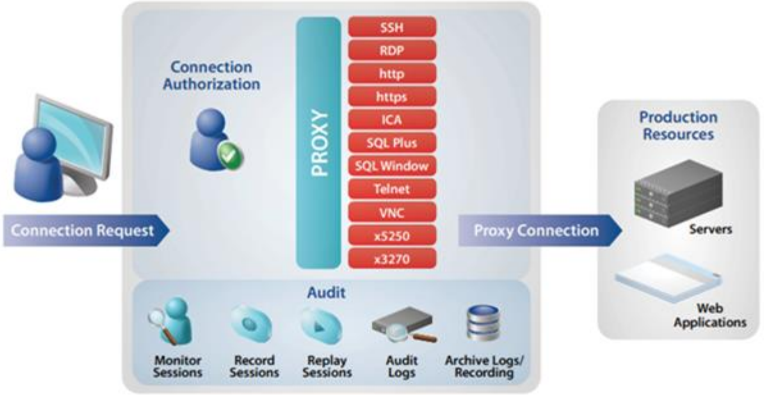
Quest Software
802542

QUEST SOFTWARE

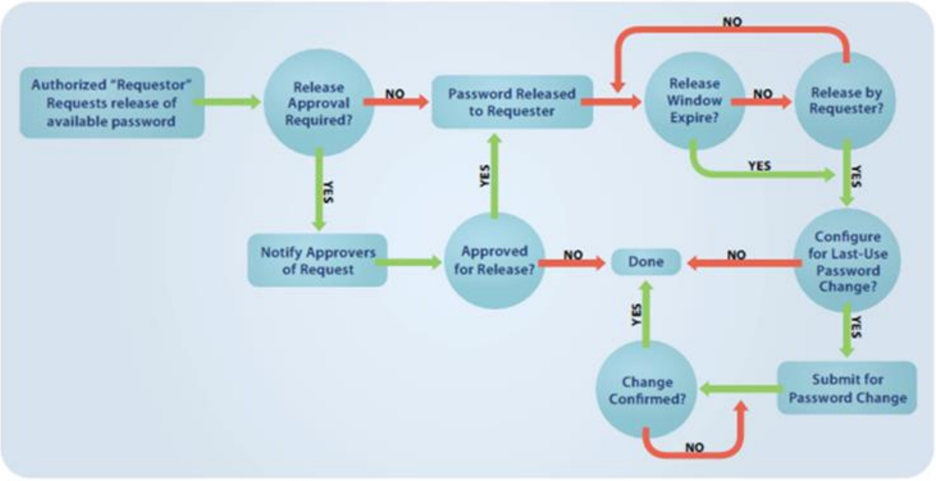
9:35 AM
555476
QUEST SOFTWARE®

Privileged Management

Privileged Session Manager

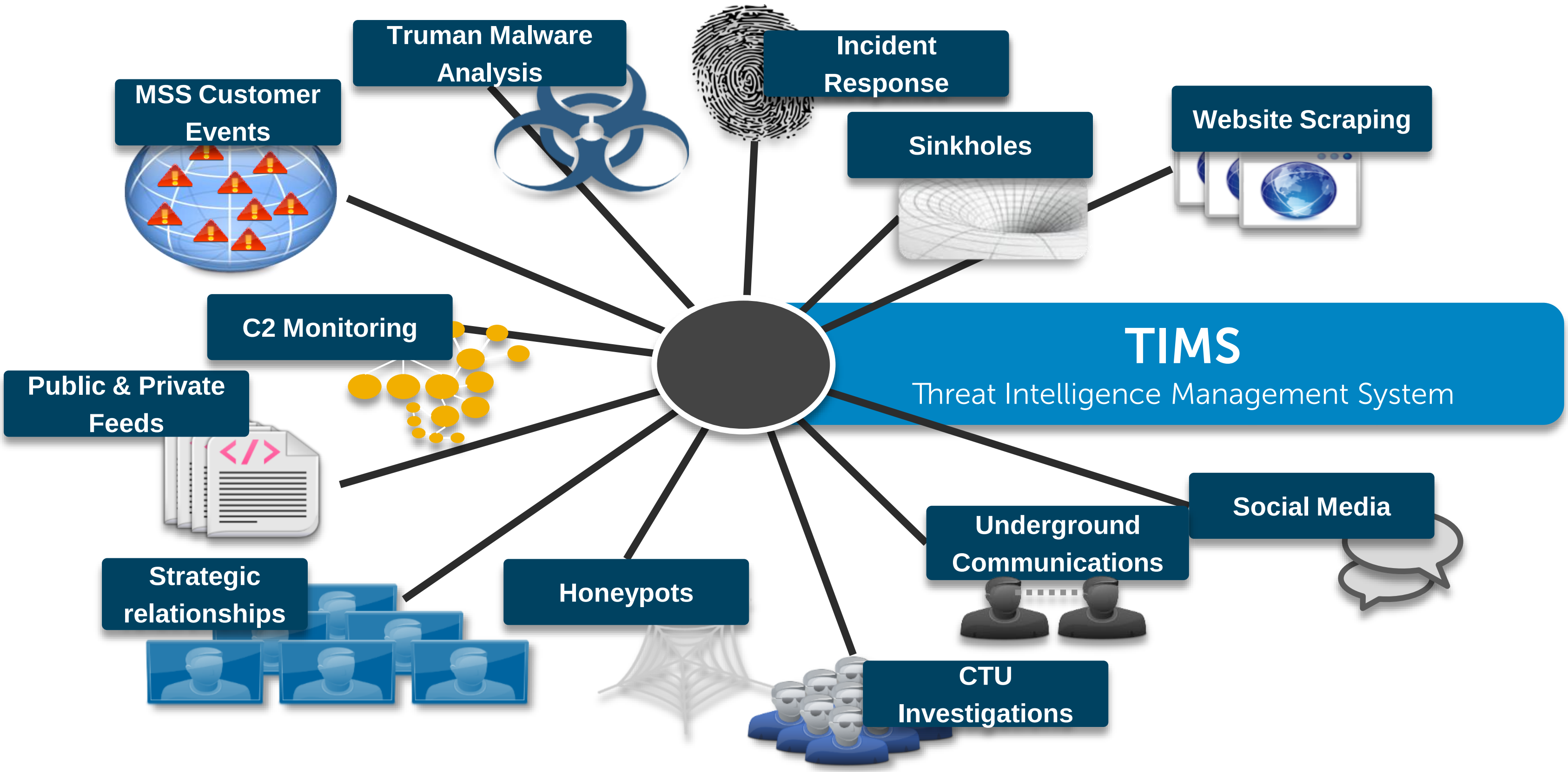


Privileged Password Management

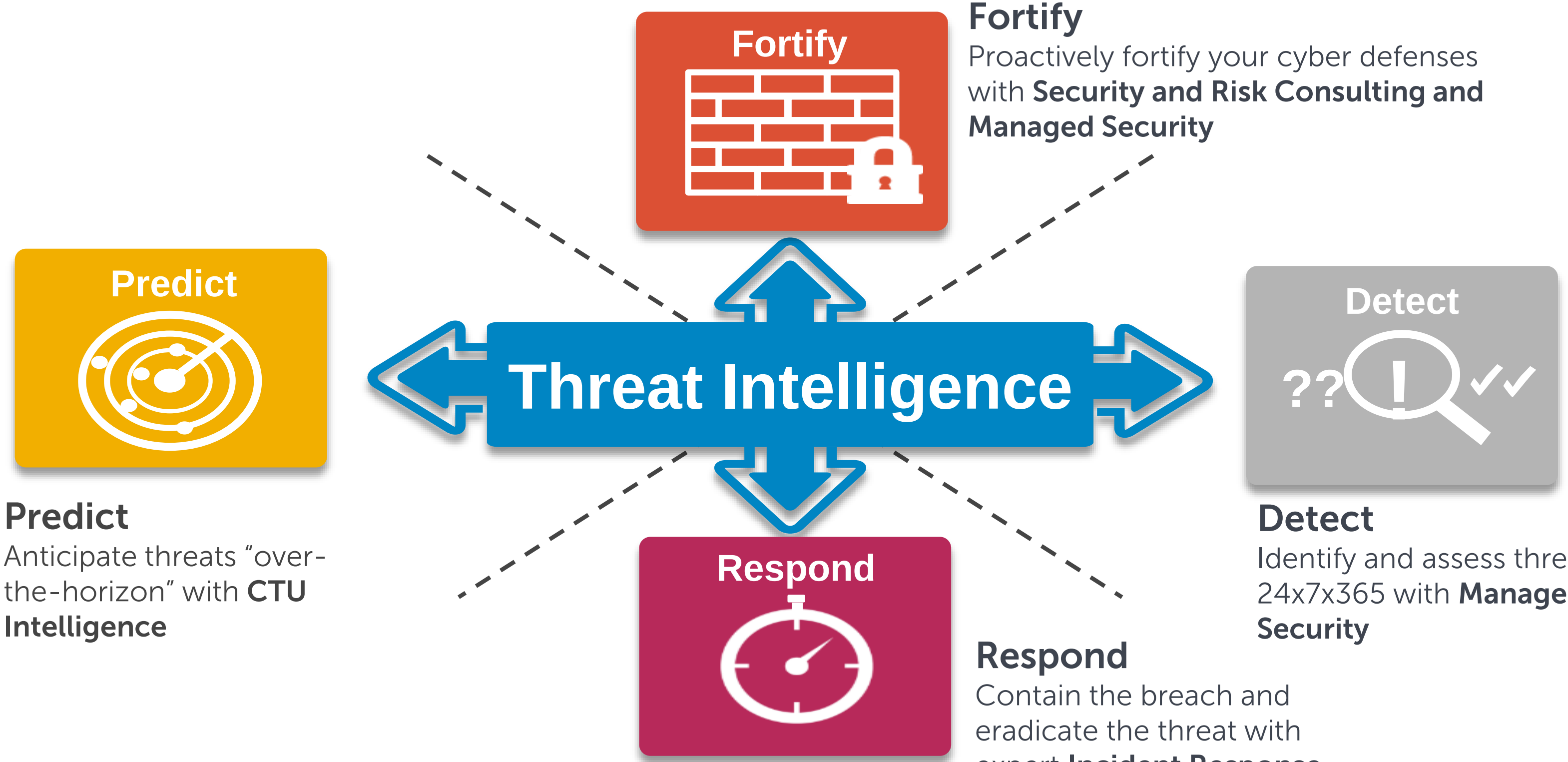

Authorized "Requestor" Requests release of available password
Release Approval Required?
NO
YES
Password Released to Requester
Release Window Expire?
NO
YES
NO
Release by Requester?
YES
Notify Approvers of Request
Approved for Release?
YES
NO
Done
NO
Configure for Last-Use Password Change?
YES
Submit for Password Change
Change Confirmed?
YES
NO

Dell Security: Respond
Dell Secureworks

Gather Intelligence to help you protect you.....



What we do with Threat Intelligence



Fortify
Proactively fortify your cyber defenses with **Security and Risk Consulting and Managed Security**

Predict
Anticipate threats “over-the-horizon” with **CTU Intelligence**

Detect
Identify and assess threats 24x7x365 with **Managed Security**

Respond
Contain the breach and eradicate the threat with expert **Incident Response**

SecureWorks Security Services

Managed Security

- 24/7 security monitoring
- Security device mgmt.
- Log Management
- SIM On-demand
- Vulnerability management
- Web application scanning
- Enterprise iSensor
- Managed SIEM
- Managed Advanced Malware Protection
- Managed Server Protection
- Advanced Endpoint Threat Detection

Security & Risk Consulting

- Network and Web Application Testing
- Cloud Security
- Mobile Security
- Compliance and certification
- Program development & governance
- Security Residency
- Security Awareness Training Solutions

Counter Threat Unit

- Global Threat Intelligence
- Targeted Threat Intelligence
- Threat, vulnerability & advisory feeds
- Microsoft update analysis
- Weekly intelligence summary
- Live intelligence briefings
- Malware analysis
- CTU support
- Attacker database feed
- Targeted Threat Hunting

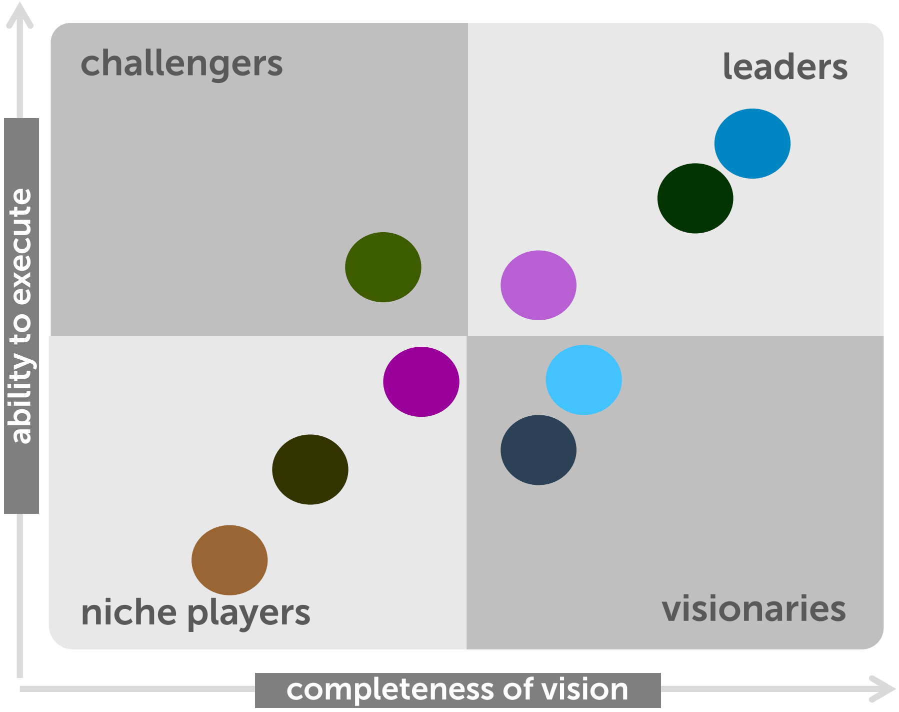
Incident Response

- Incident handling and management
- CSIRP Development
- CSIRP Gap Analysis
- Denial-of-Service Preparedness
- Advanced Threat Preparedness
- Tabletop exercises
- Digital forensics investigation
- Targeted Threat Response

Dell Connected Security Proof Points

End to End Pedigree….

Leadership: Dell security solutions in Gartner Magic Quadrants



LEADERS

Managed Security Service Providers (SecureWorks)

Unified Threat Management (SonicWALL)

User Administration & Provisioning (Quest One IAM)

CHALLENGERS, VISIONARIES, NICHE PLAYERS

Secure Sockets Layer (SSL) & VPN (SonicWALL)

Enterprise Network Firewalls (SonicWALL)

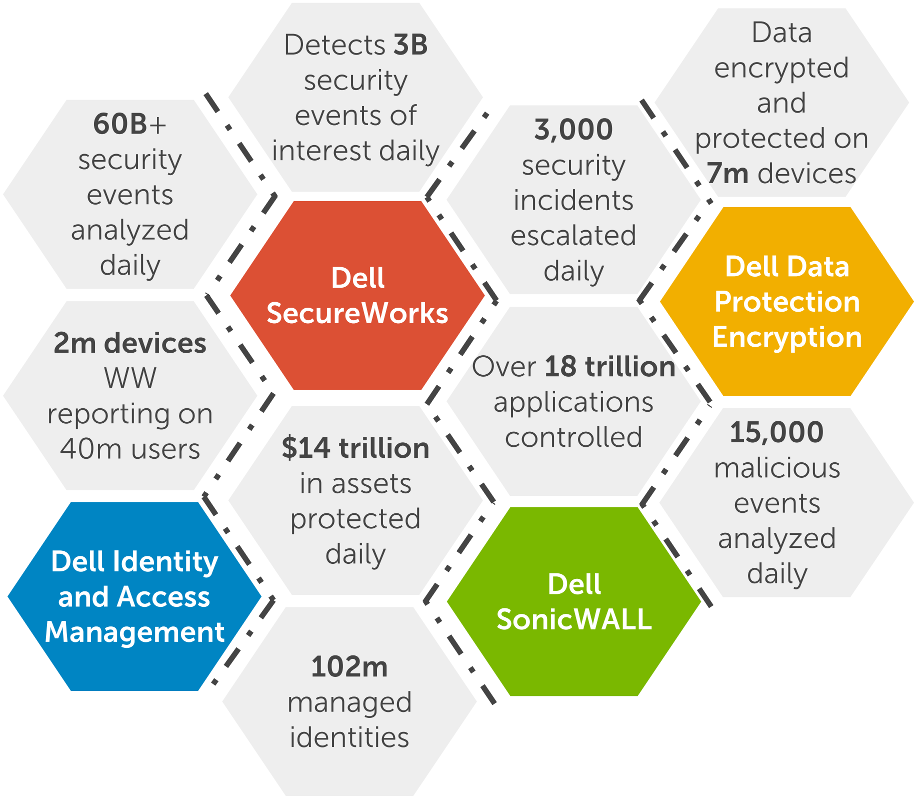
Secure Email Gateway (SonicWALL)

User Authentication (Quest One IAM)

Identity and Access Governance (Quest One IAM)

Mobile Data Protection (Dell)

Why Dell Connected Security?



60B+ security events analyzed daily

Detects **3B** security events of interest daily

Dell SecureWorks

3,000 security incidents escalated daily

Data encrypted and protected on **7m** devices

Dell Data Protection Encryption

2m devices WW reporting on 40m users

Over **18 trillion** applications controlled

$14 trillion in assets protected daily

15,000 malicious events analyzed daily

Dell Identity and Access Management

Dell SonicWALL

102m managed identities

Over **2,000** security professionals worldwide; elite security research teams

SuperMassive E10800 earned the coveted **'Recommend' rating in NSS Labs 2013 Next-Generation Firewall Security Value Map** for the Second Year in a Row

2M+ security appliances shipped… and growing daily!

Q&A

Next Steps

Come and talk to us….

Visit :

http://software.dell.com/solutions/security

http://livedemo.sonicwall.com

Dell Connected Security

Better connected means better protected

The power to do more