

# Dell Security

Better security, better business

Customer Presentation

Global Messaging & Content

June 2014



The connected world  
creates massive  
opportunity.  
And IT needs to  
be the enabler.

Enter new markets

Drive efficiency

Create new products

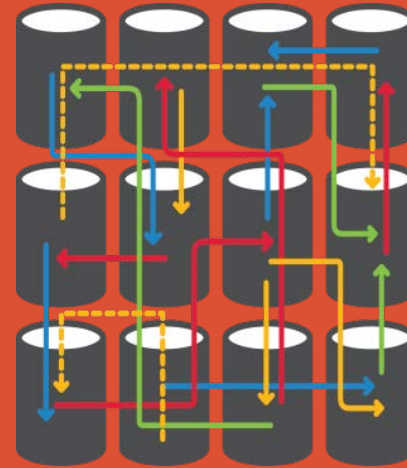
Use new technologies



But current approaches to security are siloed, creating risk and impeding innovation.

Fragmented

Reactive



Intrusive



# Unfortunately, the bad guys are more connected

## **They have many names**

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

## **They're determined to exploit "disconnected security"**

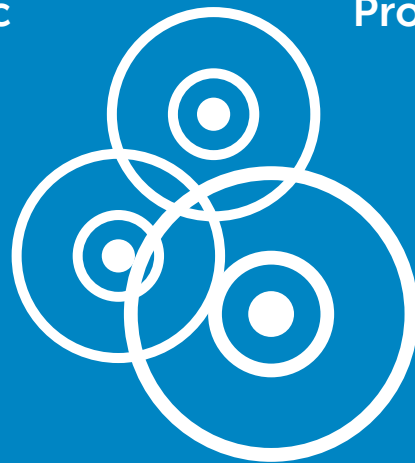
Security tools, processes, user profiles and information, separated in siloes that leave dangerous gaps in-between



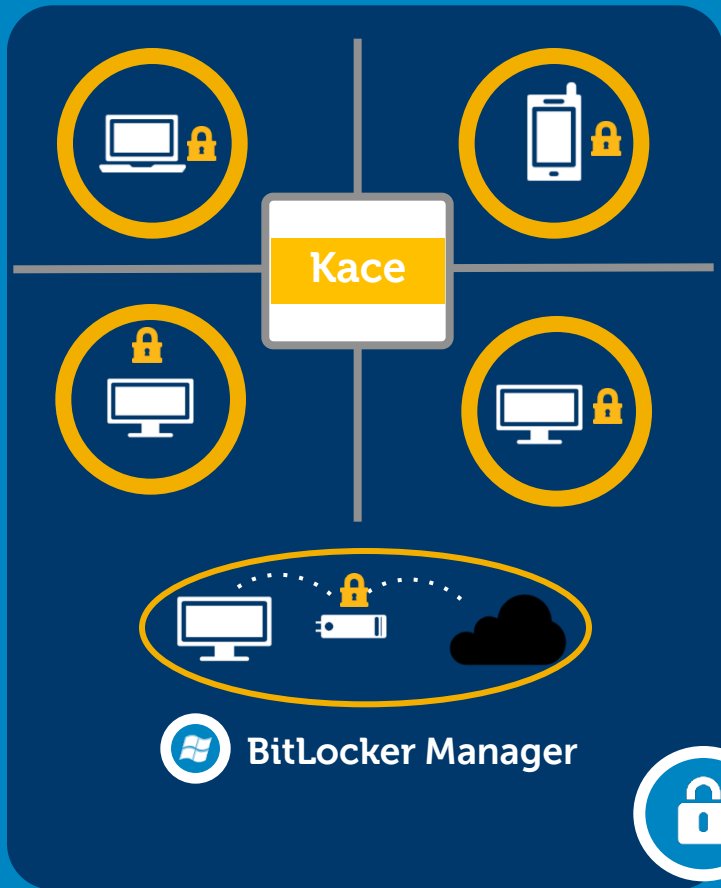
Dell delivers  
a better way,  
with security  
that works together  
across your whole  
business.

Holistic

Proactive



Transparent



# The Dell Security difference

**Connected  
end-to-end**

**Closes gaps,  
reduces  
complexity and  
mitigates risk**

Secure your business  
from device to  
datacenter to cloud

**Shared, context-  
aware intelligence**

**Enables proactive  
protection  
everywhere**

Share real-time  
threat information  
system-wide

**Built for humans**

**Makes it easy for  
people to do the  
right thing**

Stands in the way of  
threats, not people and  
productivity

# The result: better security, better business



## Protect

the whole enterprise –  
outside in and inside out –  
efficiently and proactively



## Comply

with regulations and  
achieve consistent,  
reliable governance



## Enable

the enterprise to embrace  
new technologies faster  
than the competition





# Delivering best-in-class security solutions



**Network**  
Next Gen Firewall  
Secure Mobile Access  
Email Security

**Data/Endpoint**  
Encryption  
Protected Workspace  
Configuration &  
Patch Management  
Secure Cloud Client



**Identity & Access Mgmt**  
Identity Governance  
Privileged Mgmt  
Access Mgmt  
Compliance & IT Gov

**Security Services**  
Incident Response  
Managed Security Svcs  
Security & Risk Consult  
Threat Intelligence



# Dell Security

## Dell Security Services

Managed Security Services

Security & Risk Consulting

Threat Intelligence

Incident Response

Keep the good guys good

Let good guys in

Identity & Access Management

Multi-Cloud Management

Keep bad guys out

### Application Security

Configuration & Patch Management

Email Security

### Network Security

Secure Remote Access

Next-Gen Firewall

### Data Security

Encryption, Protected Workspace, Security Tools

Mobile Connect

Cloud Client Management

Embedded in Dell Infrastructure & Devices

Scalable and Mid-Market design point: endpoint to data center to cloud

Endpoint

Network

Server

Storage

Cloud



## Making Dell Connected Security tangible

- Encryption enforcement for Cloud Services

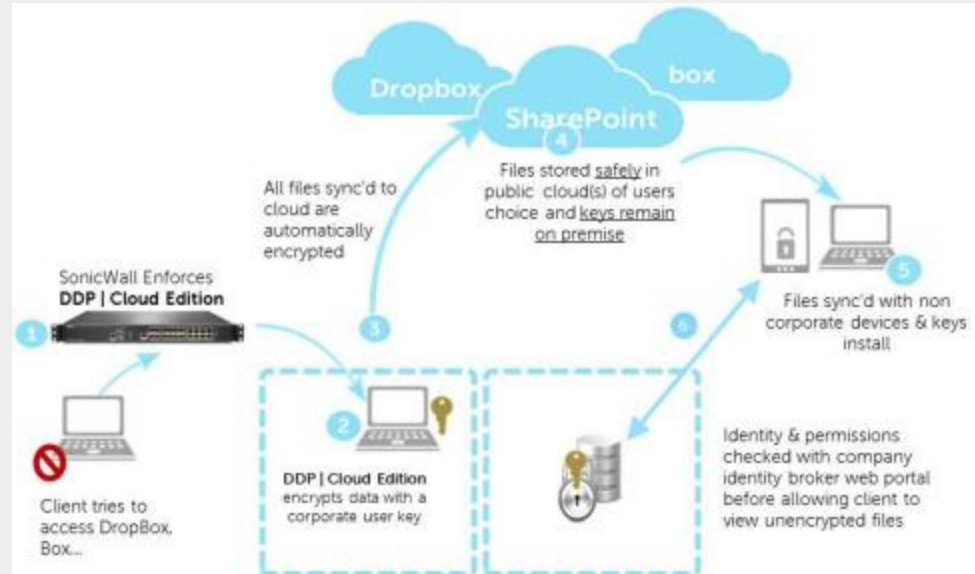
# Use case: data security in the cloud

## Market trend

- Growing usage of public cloud storage – users need to share potentially sensitive data
- Compliance requirements demand that data is encrypted before being sent and stored in the cloud
- Lack of enforcement options to protect the organization and the user

## Customer challenges

- Ensure data is encrypted using authorized keys before it leaves the network to be stored or shared in cloud
- Ensure sharing or opening of content is not done by unauthorized users
- Centralize network policy enforcement/ controls
- Report on authorized and unauthorized files being uploaded to cloud



Dell Next-Generation Firewalls  
+ Dell Data Protection (Cloud Edition)  
= Network-enforced encryption

# Dell Security in action

**Williams Energy** deploys Identity Manager and streamlines the process of managing user identities and privileges. The company reports that 50 percent of the resources that were previously administered manually are now being provisioned automatically, saving significant time and reducing frustration.

**Company:** Williams Energy  
**Industry:** Energy  
**Employees:** 4,600  
**Country:** USA  
**Solution:** Dell Identity & Access Management

**Massage Envy Spa** deploys standardized network security solution nationwide, saving staff 20 hours of work per month and reducing malware by 30 percent.

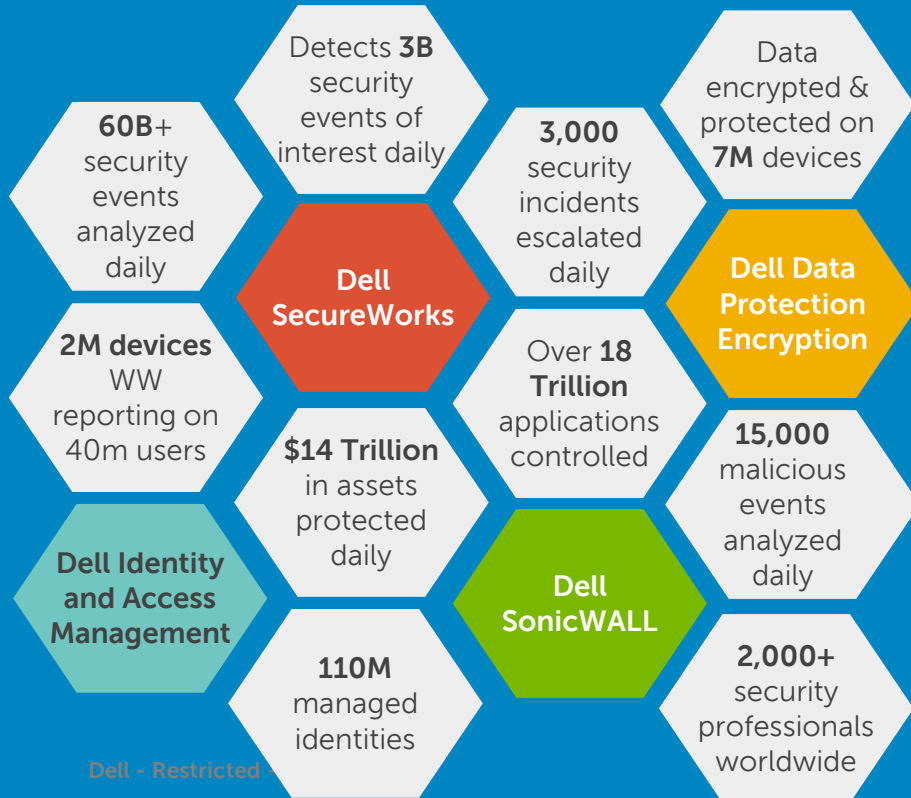
**Company :**Massage Envy Spa  
**Industry :**Retail  
**Employees:**30,000  
**Country:** USA  
**Solution:** Dell SonicWALL

**ProStrakan Pharmaceutical** expands business and meets complex international compliance regulations with 24/7 in-depth security.

**Company:** ProStrakan  
**Industry:** Pharmaceutical  
**Employees:**330  
**Country:** UK  
**Solution:** Dell SecureWorks



# Security leadership, scale and recognition



## Validated by the industry

- **#1** ranked company in *Security500*
- **"Recommended"** by NSS Labs for Firewall & IPS – 3 years in row
- **Overall Leader** in Access Governance, Kuppinger Cole
- **Best Security Service, Cloud Security, Compliance**, *Info Security Products Guide*
- **Recommended** by *SC Magazine*
- **Major Player, Email Security**, IDC
- **6** Gartner Magic Quadrants



Out-Connect the Threat.

# Next Steps

Today - meet with Dell mobility subject matter experts in the expo

Learn more by attending future events and workshops. Search [www.dell.com/events](http://www.dell.com/events) for upcoming events in your area.

**Attend** other security sessions

- Protecting the Perimeter from Reactive to Proactive to Predictive
- It's All About Protecting the Data

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**Dell Connected Security**

Better connected means better protected



The power to do more

