

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

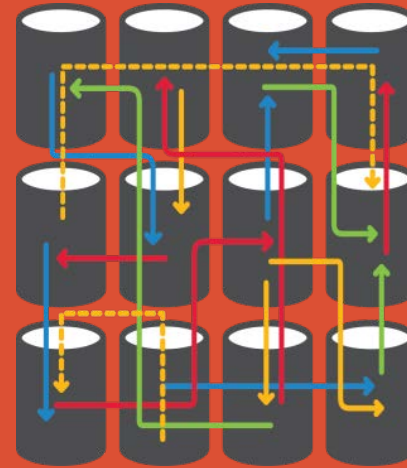
Use new technologies



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"

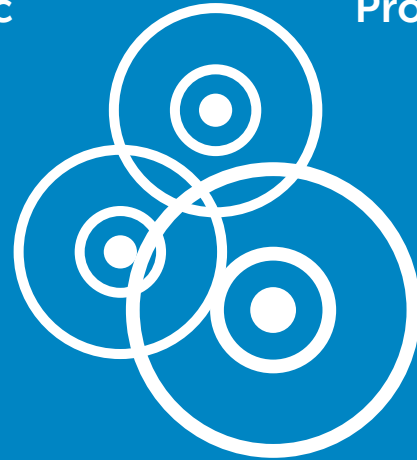
Security tools, processes, user profiles and information, separated in siloes that leave dangerous gaps in-between



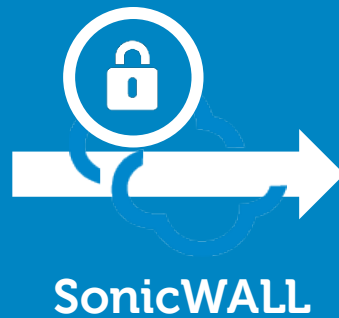
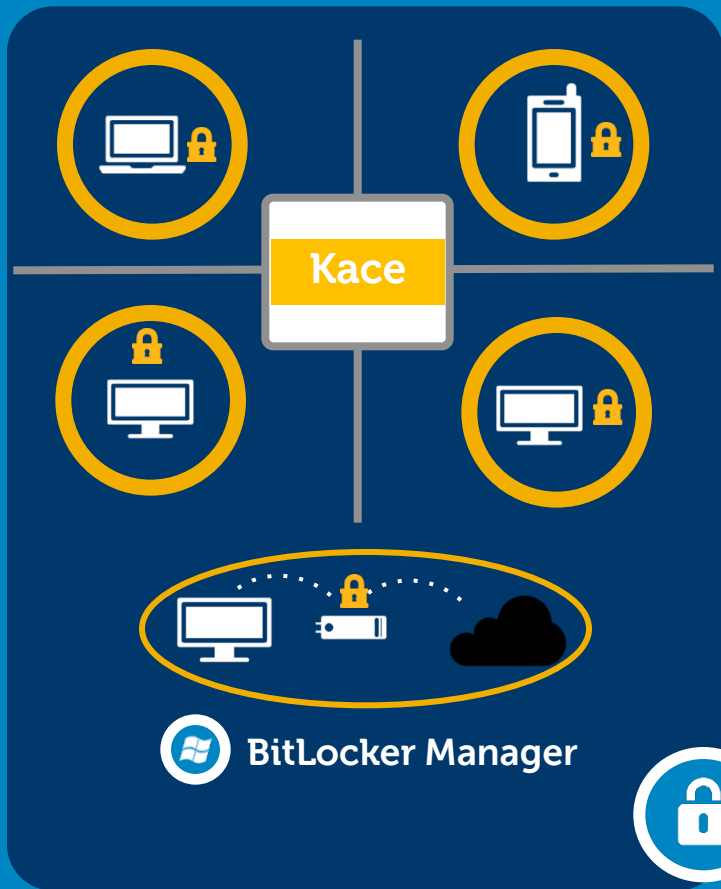
Dell delivers
a better way,
with security
that works together
across your whole
business.

Holistic

Proactive



Transparent



SonicWALL



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

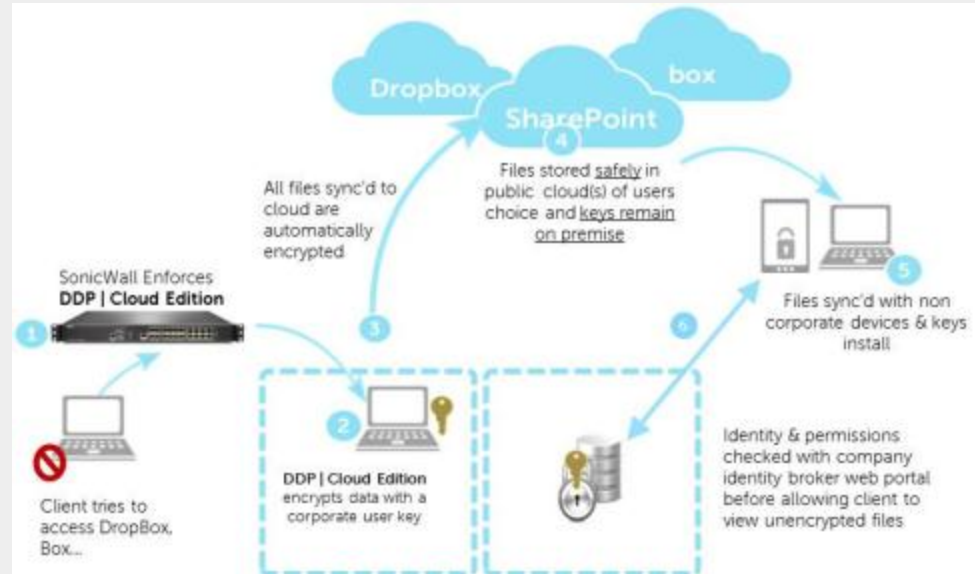
Use case: data security in the cloud

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.

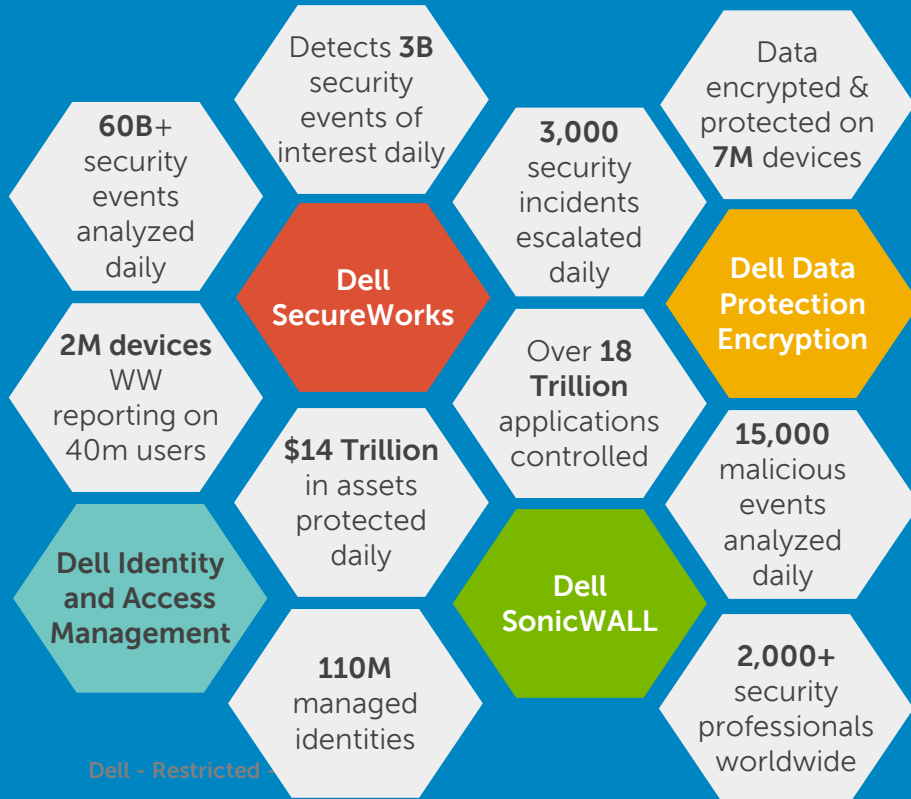
Company :Massage Envy Spa
Industry :Retail
Employees:30,000
Country: USA
Solution: Dell SonicWALL

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

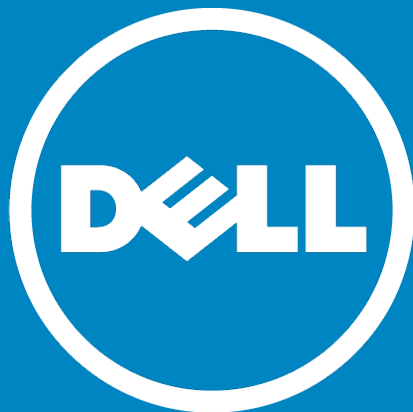
Learn more by attending future events and workshops. Search www.dell.com/events for upcoming events in your area.

Attend other security sessions

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

Dell Connected Security

Better connected means better protected



The power to do more

