



Dell Security

Better security, better business!

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 #DellST14



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

Enter new markets

Drive efficiency

Create new products

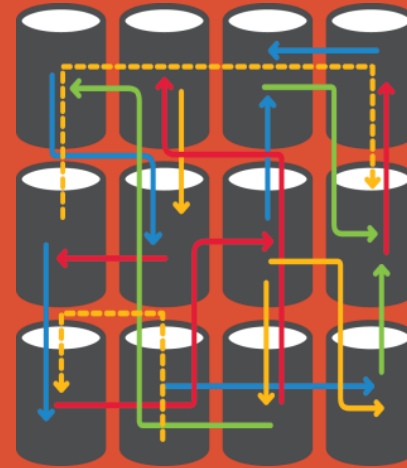
Use new technologies



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

Fragmented

Reactive



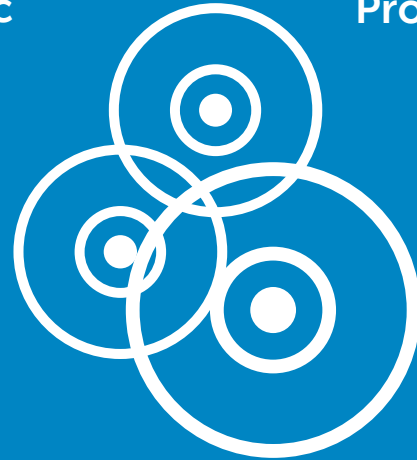
Intrusive



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 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



Identity and access management



Protect

Govern access to data, applications, and privileged accounts

Identity Governance



Comply

Control and monitor admin accounts

Privileged Management



Enable

Enable the right people the right access

Access Management

Ensure integrity, confidentiality and availability with audit-worthy proof in day-to-day operations

Compliance & IT Governance



Network security

Network Security

Detect threats & **protect** the network with next-gen firewalls & unified threat management



Protect

Secure Mobile Access

Enable secure access from virtually any endpoint



Comply

Email Security

Protect against viruses, zombies, spam, phishing & other attacks with multiple threat detection techniques



Enable

Data / Endpoint security



Protect

Protect critical data and workspaces from spyware, spam and viruses

Endpoint Security



Comply

Centralize control of endpoints

Endpoint Management & Compliance



Enable

Protect data wherever it goes with encryption

Endpoint Encryption & Data Protection



Security services

Managed Security Services

Protect the network, safeguarding the perimeter, critical internal assets, data, remote users, customers and partners

Security & Risk Consulting

Enhance security posture, reduce risk, facilitate **compliance** and improve operational efficiency

Incident Response

Provide rapid containment and eradication of threats, minimizing the duration and impact of a security breach

Threat Intelligence

Identify emerging threats, develop countermeasures against new malware and exploits, and **protect** customers



Protect



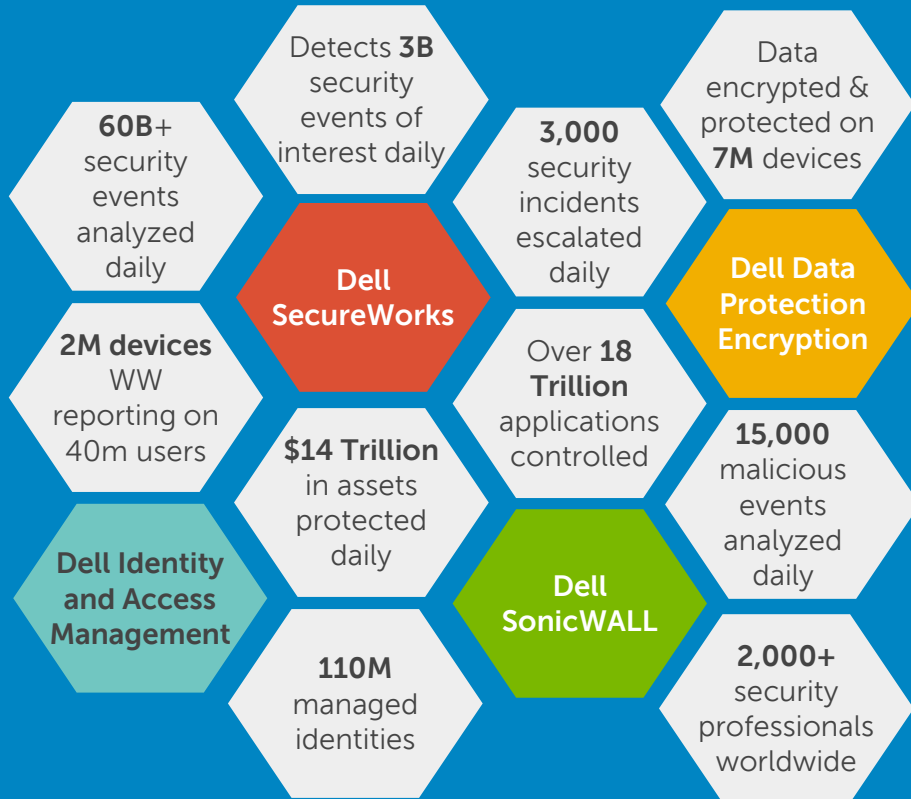
Comply



Enable



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



Dell on Dell example

SecureWorks

- Managed Security Services offering – All Dell firewalls & IPS
- Monthly average of 22 billion events – 148 escalations back to Dell IT Security team for investigation (top 10% of SecureWorks customer base)

SONICWALL

- Deployed Secure Mobile Access solution to replace incumbent
- Started joint development with firewall business unit

KACE
Systems Management. Done.

- KACE K1000 Management Appliance deployed in Dell's highly secure, segmented PKI environment for full patch management

CREDANT
Trusted Experts in Data Protection

- Deploying on Dell internal notebooks

QUEST SOFTWARE

- Authentication Services & Recovery Manager
- Account provisioning through Dell One Identity Manager



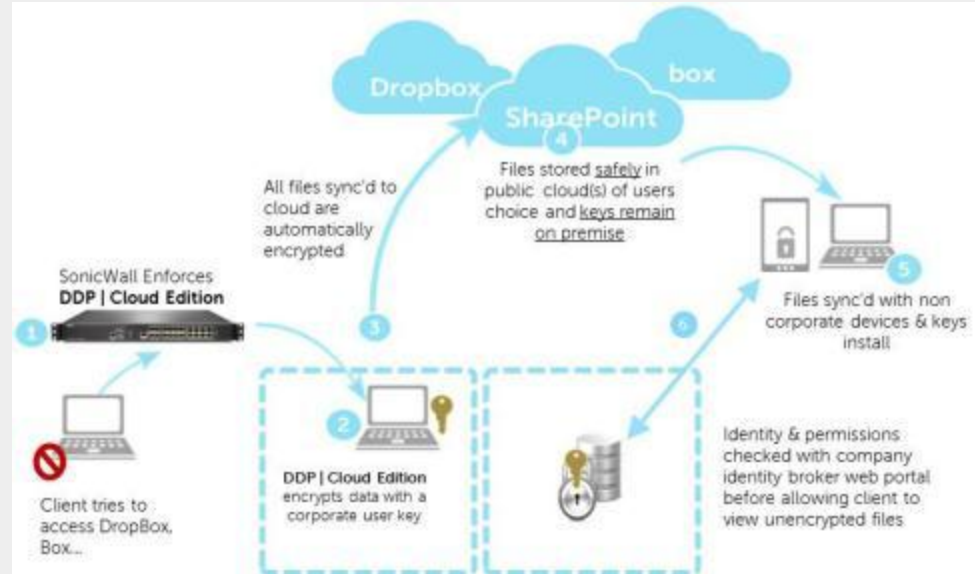
Use case: data security in the cloud

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

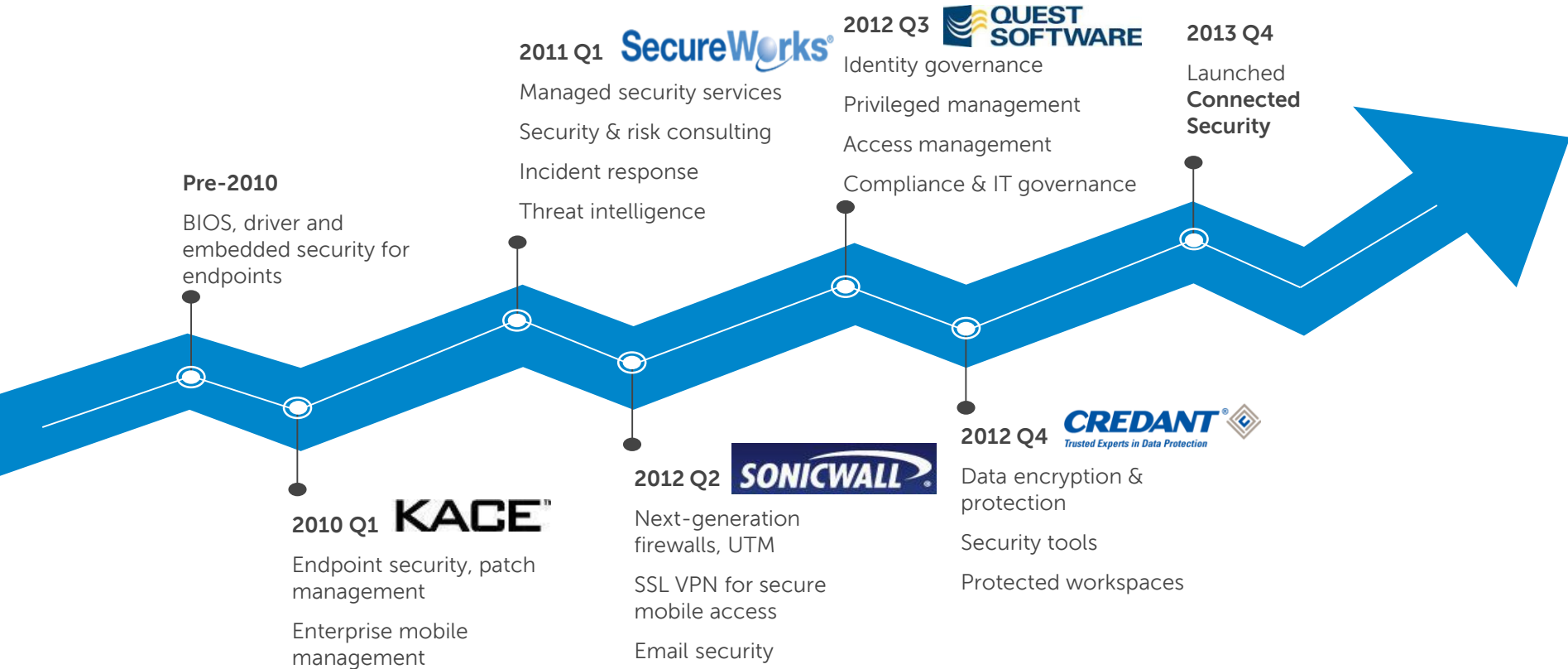
- Ensure data is encrypted using authorized keys before it leaves the network to be stored or shared in cloud
- Ensure sharing or opening of content is not done by unauthorized users
- Centralize network policy enforcement/ controls
- Report on authorized and unauthorized files being uploaded to cloud



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



Dell security evolution





The power to do more

