Protect Breakout: Connected Security for a Connected World

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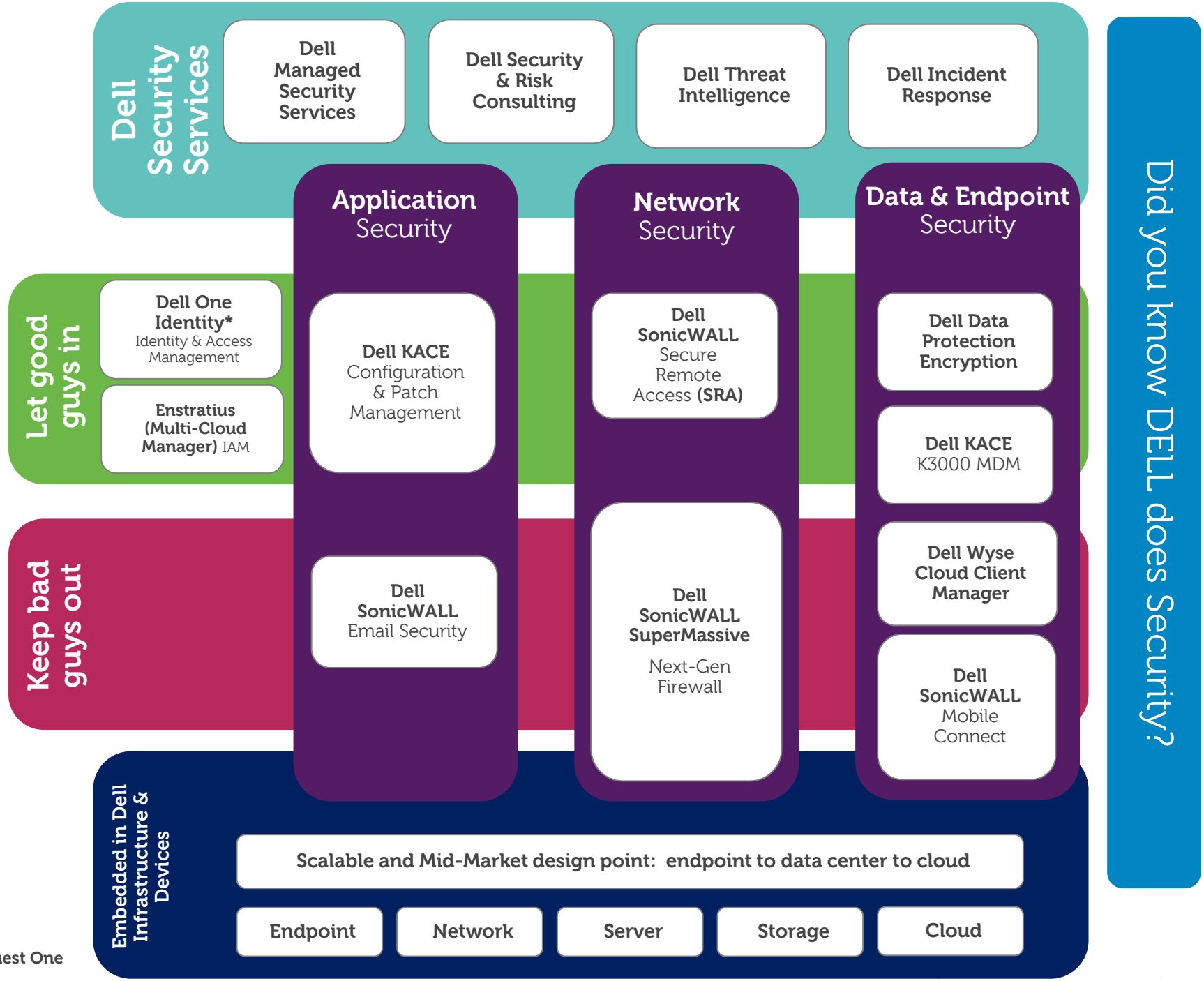


*formerly Quest One

Powerful disruptors

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

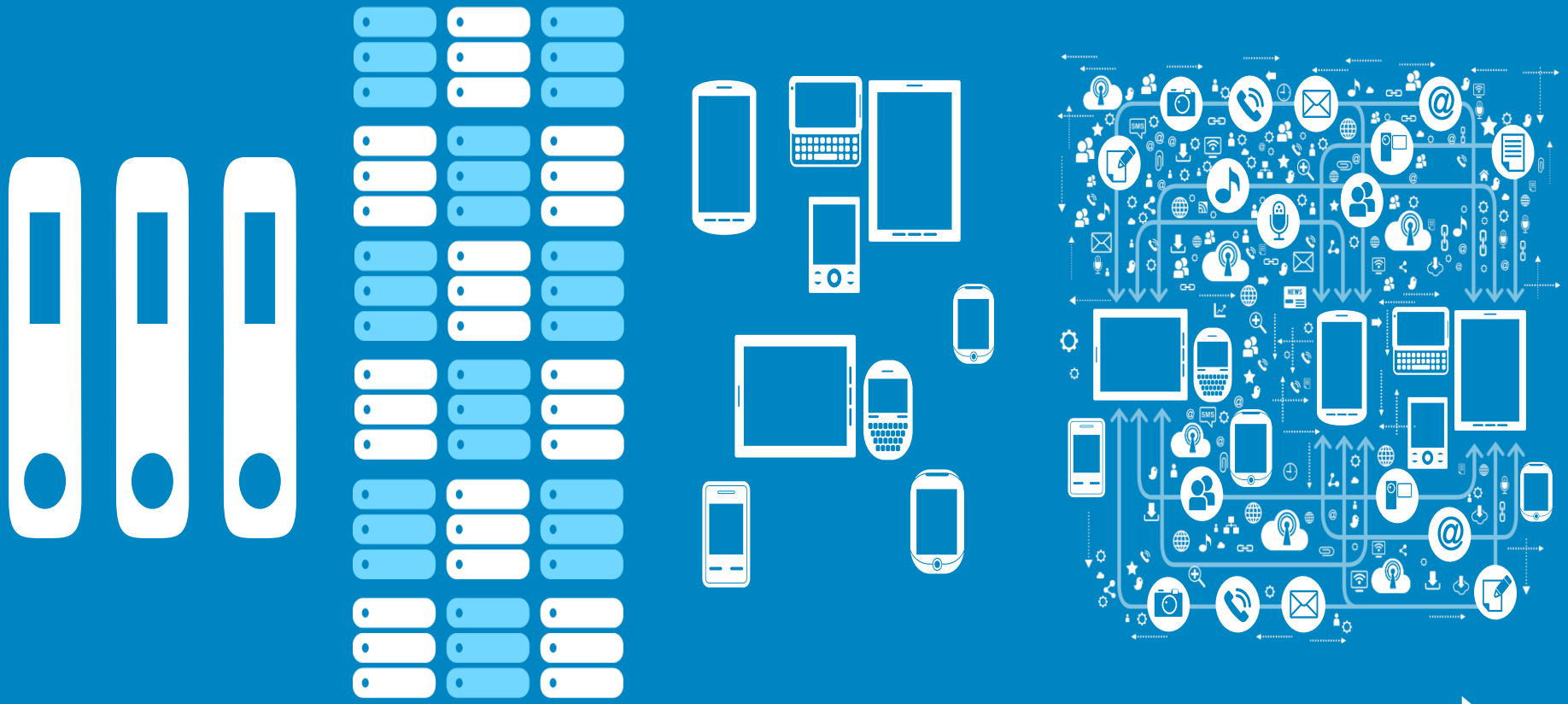
Mobility source shifts from 62%/38% corporate/personal owned to 37% corporate owned and 63% personal owned

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

The IT journey…



From mainframe to client server to distributed to ***risk everywhere***

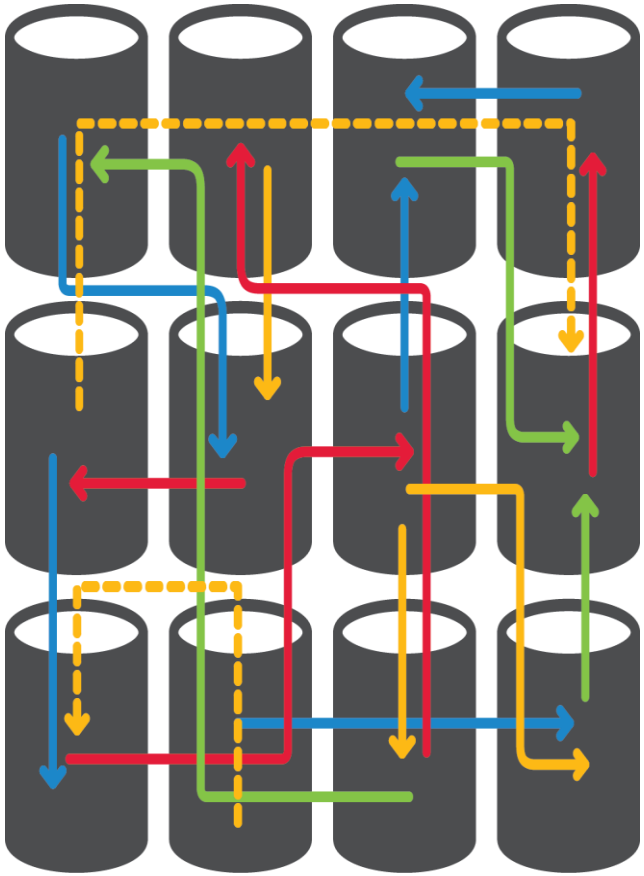
The problem: Layers and silos get the security job done but often have gaps = **business risk**

Individual job done well in silos

- Solutions often don't work together
- Solutions don't work across the business

Silos and layers add stress to your resources

- Difficult to get to work together
- Limited security resources



Dell belief: there is a better way

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Our point of view: **Connected Security** for a connected world

Security shouldn't slow business down, or lock out productivity …only bad guys.

Connected Security is security that…

- Shares context & applies intelligence
- Supports the business
- Maintains flexibility and open architecture
- Strikes a balance between performance & protection

Effective

Protect information everywhere

Efficient

Work with the business

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Dell Connected Security for a connected world

Mitigate risks to enable the business, from endpoint to datacenter to cloud

Connect security to infrastructure

Embed: Security embedded natively into infrastructure

Connect security to information

Detect & Protect, Respond: Security solutions that gather, analyze, report and act together

Connect security to other security solutions

Embed, Detect & Protect, Predict, Respond : Security that is no longer siloed…Data, User, Network, Application, Services

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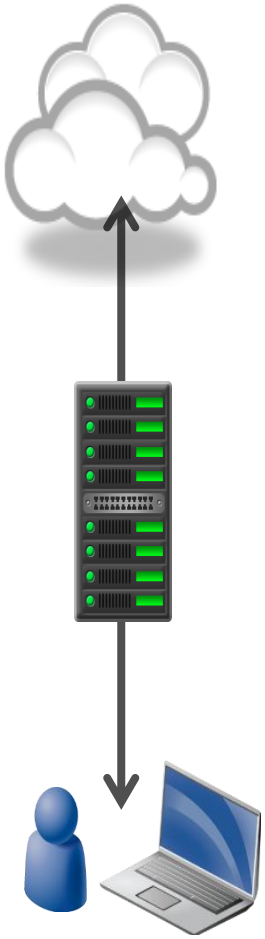
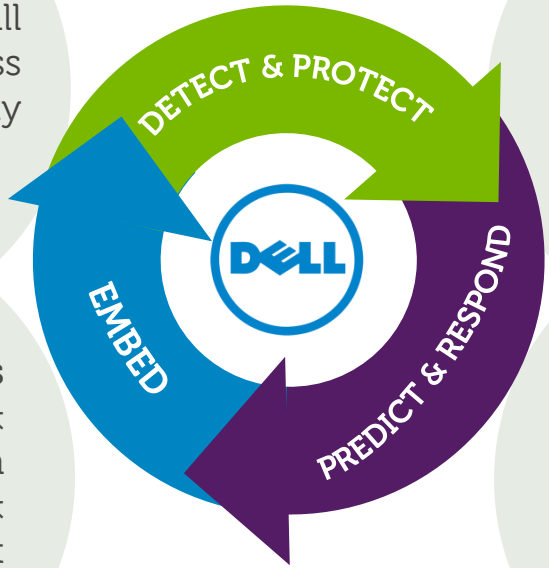
Dell's approach to Connected Security is comprehensive



Network
Next Gen Firewall
Secure Remote Access
Email Security

Data & Endpoints
Data Protection &
Encryption
Configuration &
Patch Management



Identity
Access Governance
Privileged Acct Mgmt
Identity Administration
User Activity Monitoring

Security Services
Incident Response
Managed Security Svcs
Security & Risk Consult

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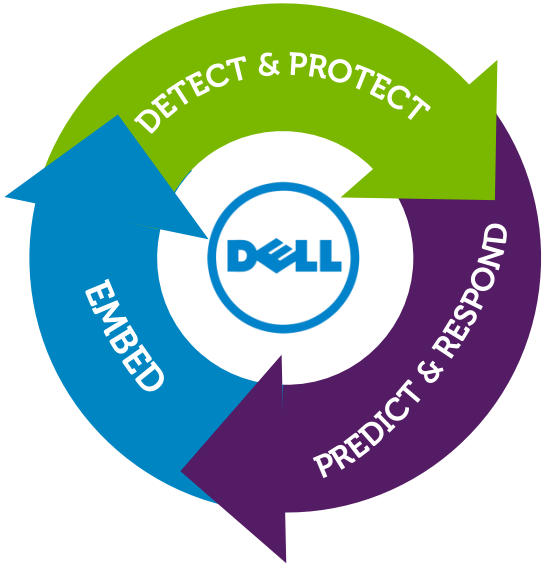
Identity and access management for the real world



Protect critical data with user access controls	Access Governance
Control & audit superuser access	Privileged Account Management
Manage the entire lifecycle of identities	Identity Administration
Monitor user activity & system access; **respond** to internal threats	User Activity Monitoring

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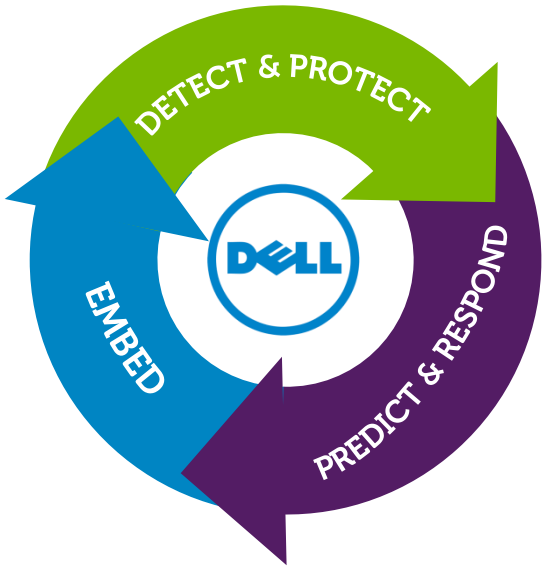
Network security without sacrificing performance or productivity

Network Security	**Detect** threats & **protect** the network with next-gen firewalls & unified threat management
Secure Remote Access	Enable SSL VPN access from virtually any endpoint
Email & Web Security	**Protect** against viruses, zombies, spam, phishing & other attacks with multiple threat detection techniques



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Making Connected Security tangible

This week's news

- New releases collectively gather, analyze, report and act in a proactive way while effectively tackling BYOD, cloud, network security and compliance
  - **Dell One Identity Cloud Access Manager** new solution that delivers browser-based access through a unified and secure single sign-on, with just-in-time cloud provisioning, federation, authorization and audit capabilities
  - **SonicWALL Network Security Appliance (NSA) 2600** leverages the power of more than one million connected sensors around the world so organizations can block the newest threats as they emerge
  - **ChangeAuditor 6.0** detects threats and patterns, enabling a rapid response from any device in real time
  - **InTrust 10.7** feeds log data into SecureWorks
- Integrations on display at Dell World

Snapshot - Germany
The blue Ravensburger triangle is one of Germany's best-known trademarks. Based in Ravensburg, near Lake Constance in southern Germany, this 1,600 employees company is a leader in the European puzzles and games market. It sells over 8,000 different products internationally,

Challenge
Company wanted a secure, flexible and scalable solution to make its IT security functionality future-proofed

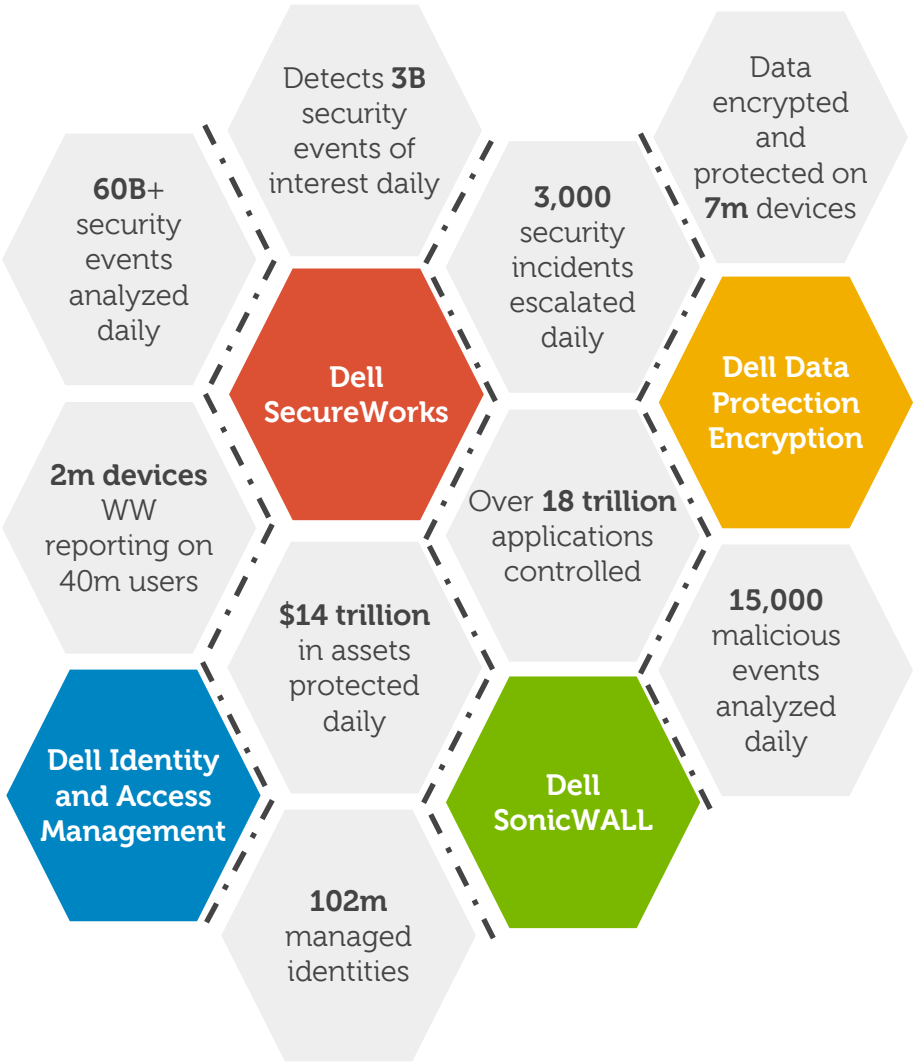
Results
- Speedy roll-out of the Dell SonicWALL E-Class NSA 5500, NSA series and TZ series at the international locations
- Flexible, scalable deployment with Dell SonicWALL GMS centralized management
- Deep Packet Inspection for expanding SSL-encrypted data traffic

Snapshot - Switzerland
Founded in Switzerland in 1874, the Schindler Group is a leading global provider of elevators, escalators and related services. Behind the company's success are over 45,000 employees in more than 100 countries.

Challenge
Schindler Group relied on an infrastructure lacking a central IAM/IAG system that was based on a number of different HR systems and 72 different Active Directory Domains.

Results
- The company initiated the transition of existing HR systems into one global HR system as a premise. The Dell IAM processes rely on feeds from this system for both employees and external users
- Frictionless full visibility and control now in the hands of the right people.

Dell Connected Security proof points



- Over **2,000** security professionals worldwide; elite security research teams
- SC Magazine named IAM solution "SC Recommended" **3 years in a row**
- 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!

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Leadership: Dell security solutions in Gartner Magic Quadrants (2011-2012)

LEADERS

2: Managed Security Service Providers (SecureWorks)

12: Unified Threat Management (SonicWALL)

18: User Administration & Provisioning (Quest One IAM)

CHALLENGERS, VISIONARIES, NICHE PLAYERS

13: Secure Sockets Layer (SSL) & VPN (SonicWALL)

14: Enterprise Network Firewalls (SonicWALL)

15: Secure Email Gateway (SonicWALL)

19: User Authentication (Quest One IAM)

22: Identity and Access Governance (Quest One IAM)

23: Mobile Data Protection (Dell)

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Dell PartnerDirect – Software Specialization Tracks

Systems Management

- Client management
- Performance monitoring (ETA: 11/1)
- Virtualization & cloud (ETA: 11/1)
- Windows server management

Information Management

- Database management

Security

- Identity & access management
- Network security

Data Protection

To access on-line training:
Log-in to www.Dell.com/partner. Click "Competencies"

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Security – Available 9/1/13

Network Security

(SonicWALL)

Sales (2/4 individuals, ~2 hr)

- **Two Required Courses:**
  - Security Competency Overview - SECC0913WBTS
  - Dell SonicWALL Sales Training - DSW0512WBTS

Technical (2/4 individuals, ~2 hr)

- **Two Required Courses:**
  - Security Competency Overview - SECC0913WBTS
  - Dell SonicWALL Technical Training - DSWT0512WBTT

Cross-sell Optional Network Security Curriculum:

- KACE Sales/Technical Training
- Dell Data Protection and Encryption with Credent (Sales)

Identity and Access Management

Sales (2/4 individuals, ~2 hr)

- **Two Required Courses:**
  - Security Competency Overview - SECC0913WBTS
  - Identity and Access Management Sales Training - IAM0913WBTS

Technical - (2/4 individuals, ~7-8hr)

- **Three Required Courses:**
  - Security Competency Overview - SECC0913WBTS
  - Dell One Identity Manager (Quest One Identity Manager) Technical Training - IDMA0913WBTT
  - Total Privileged Access Management Value Proposition - TPAV0913WBTT

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Thank you