



The Economic Imperative of Cyber Security

NATO C4ISR Industry Conference & TechNet International 2014

Daniel Turner

Vice President HP Security

March 28th, 2014

HP Security – Scale now Important

Revenue

- HP Security Revenue of ~ **\$1.5bn** with the intention to grow 3x faster than market
- **5,000** security industry specialists
- **+657 million** hours of security experience
- **#1** in identifying security vulnerabilities and threats

Infrastructure

- **8** Security Operations Centers
- **+500,000** monitored and managed devices, globally

Volumes

- **2.3bn** security events monthly
- Manage **47 million** user names & passwords
- Detect and quarantine **3.1 million** viruses annually
- Manage **1 million+** applications and **2.6 billion** lines of code
- **92%** of major incidents resolved within 2 hours of identification
- **100 petabytes** of online primary data in 60 countries, **700 p** in backup

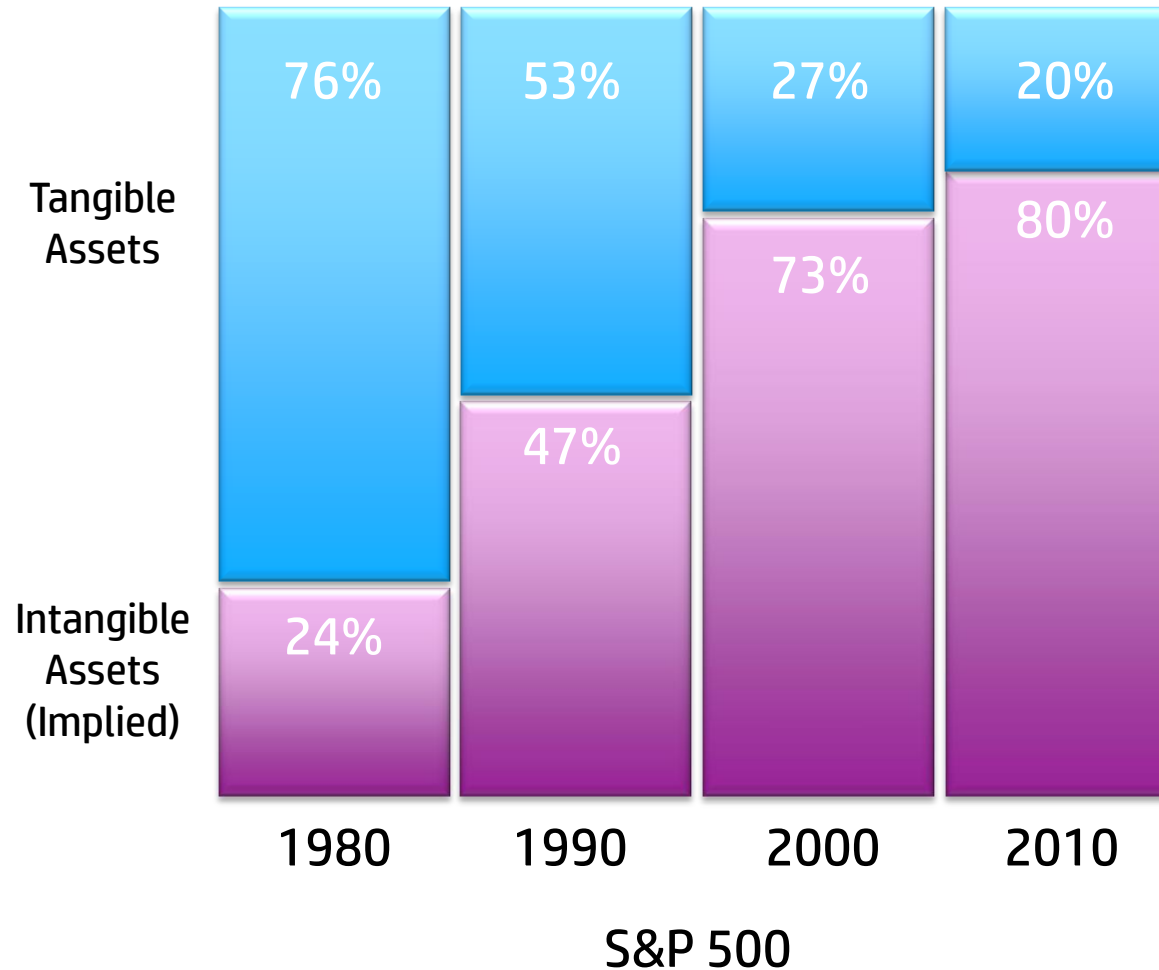
HP Security Customers



ES manages the world's largest purpose built intranet for the US Navy, **blocking more than 78 million intrusions monthly**

Intangibles Assets increasingly important to Valuation

The importance of Information Capital



Competitive Advantage



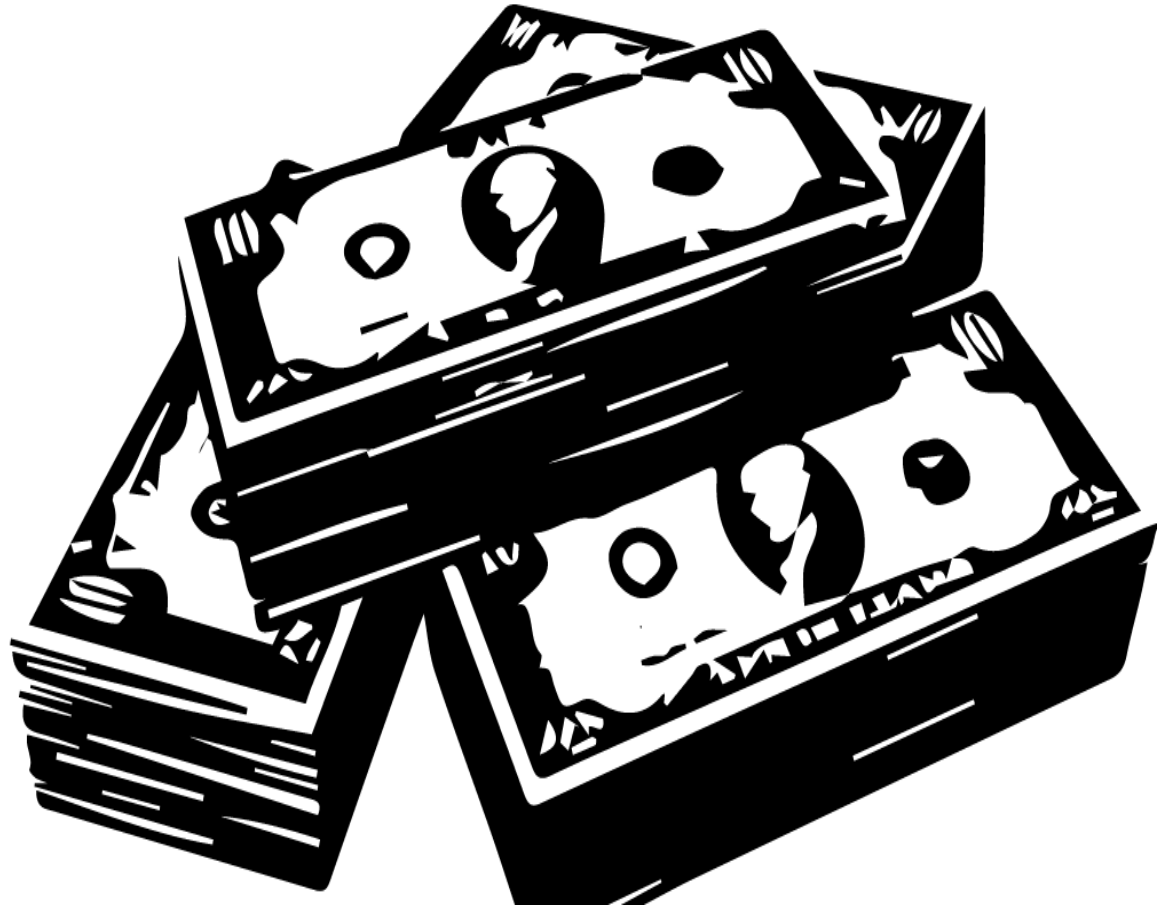
Information Capital

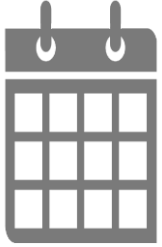
Organizational Capital

Human Capital

**"In the place of guns and masks, this
cybercrime organization used laptops
and the Internet,"**

U.S. Attorney Loretta Lynch





243

days

average time to detect breach

2013 January February March April May June July August September October

84%

of breaches occur at the application layer

Since 2010, time to resolve an attack **has grown**

 71%

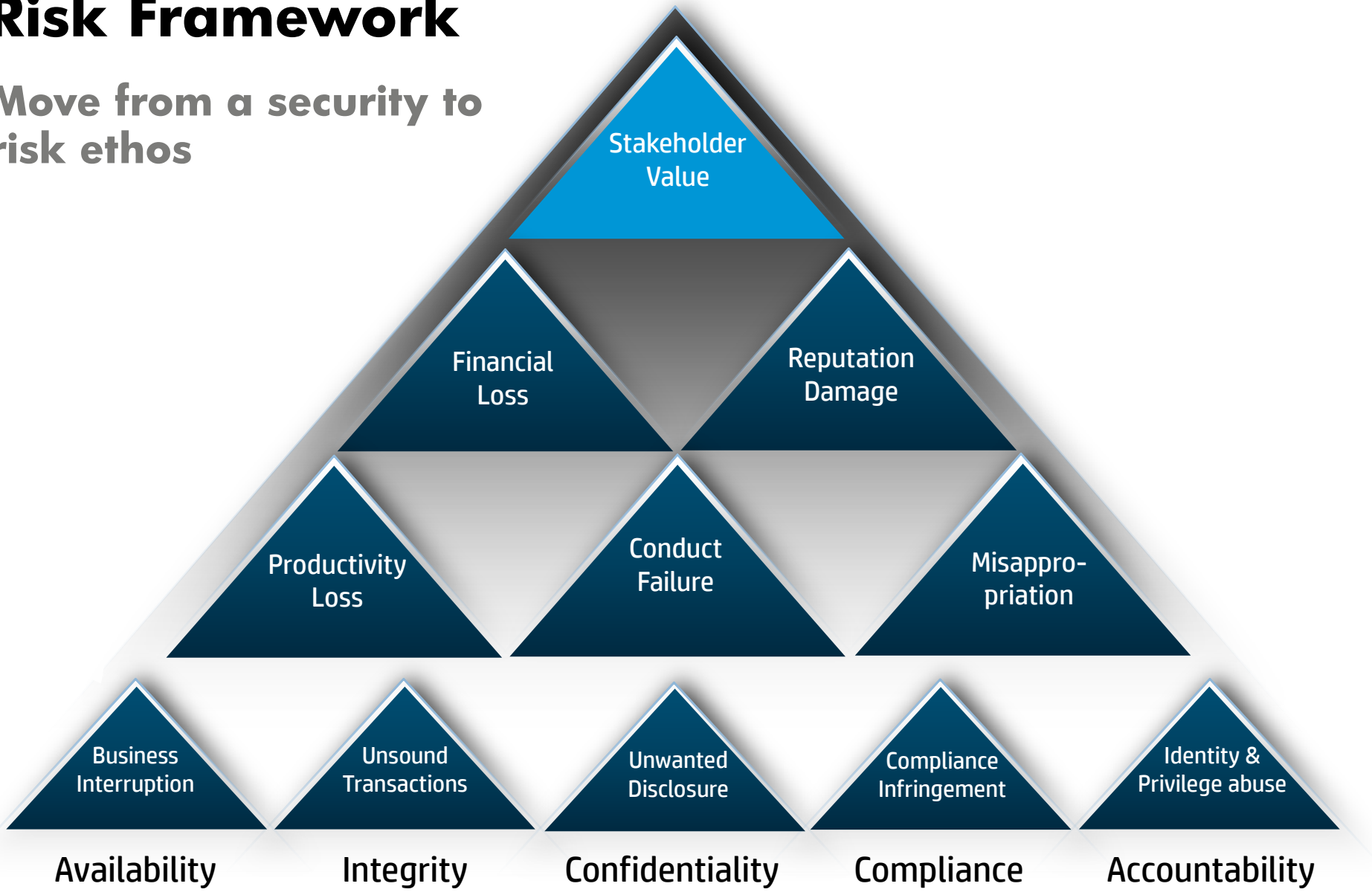
94%

of breaches are reported by a 3rd party



Risk Framework

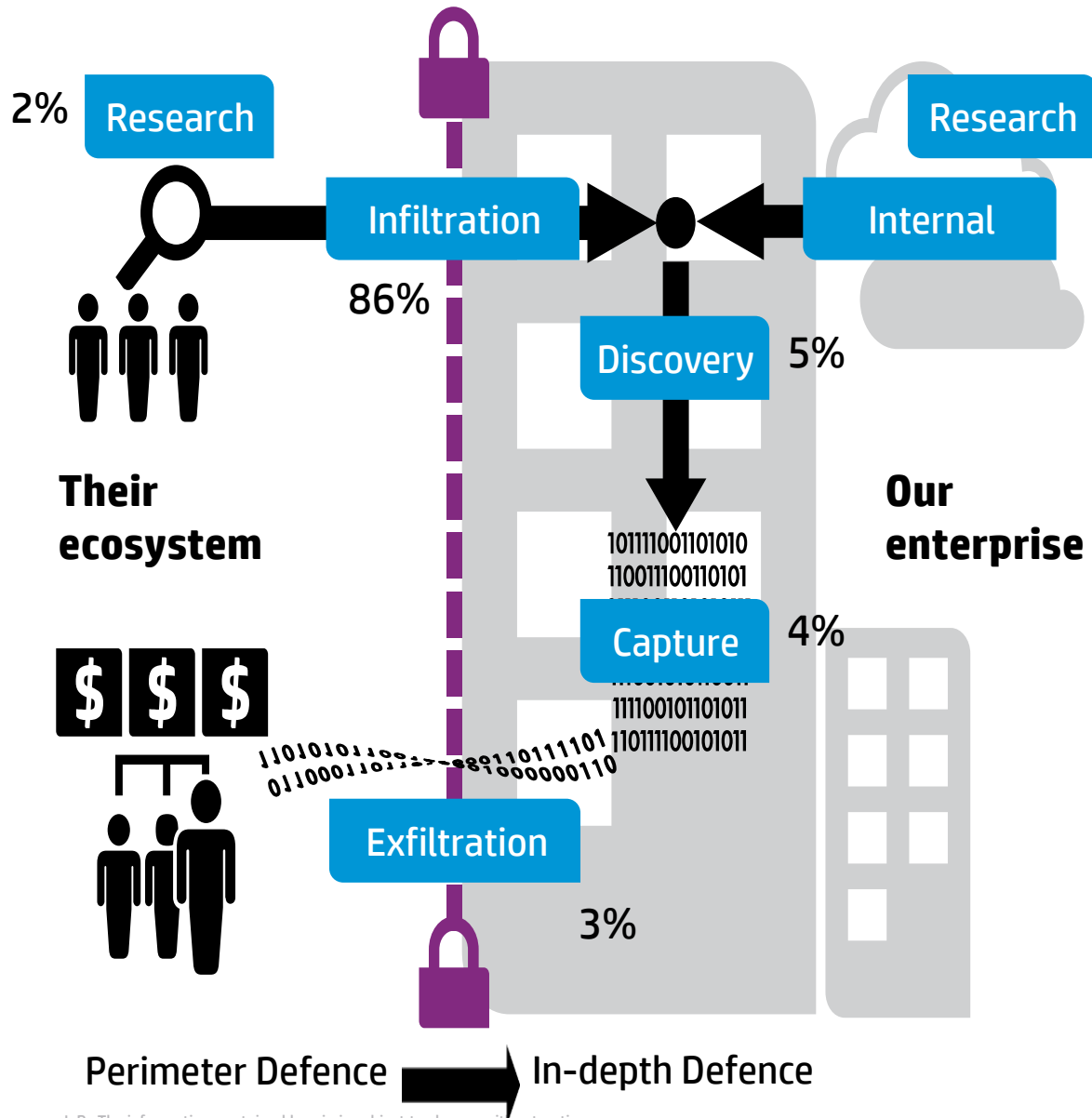
Move from a security to risk ethos



Maturity & Chief Information Security Officer Challenges



Anatomy of an attack

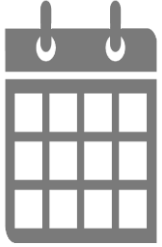


**The walls cannot be
built high enough**



**Cyber criminals
are already inside**





243

days

average time to detect breach

2013 January February March April May June July August September October

84%

of breaches occur at the application layer

Since 2010, time to resolve an attack **has grown**

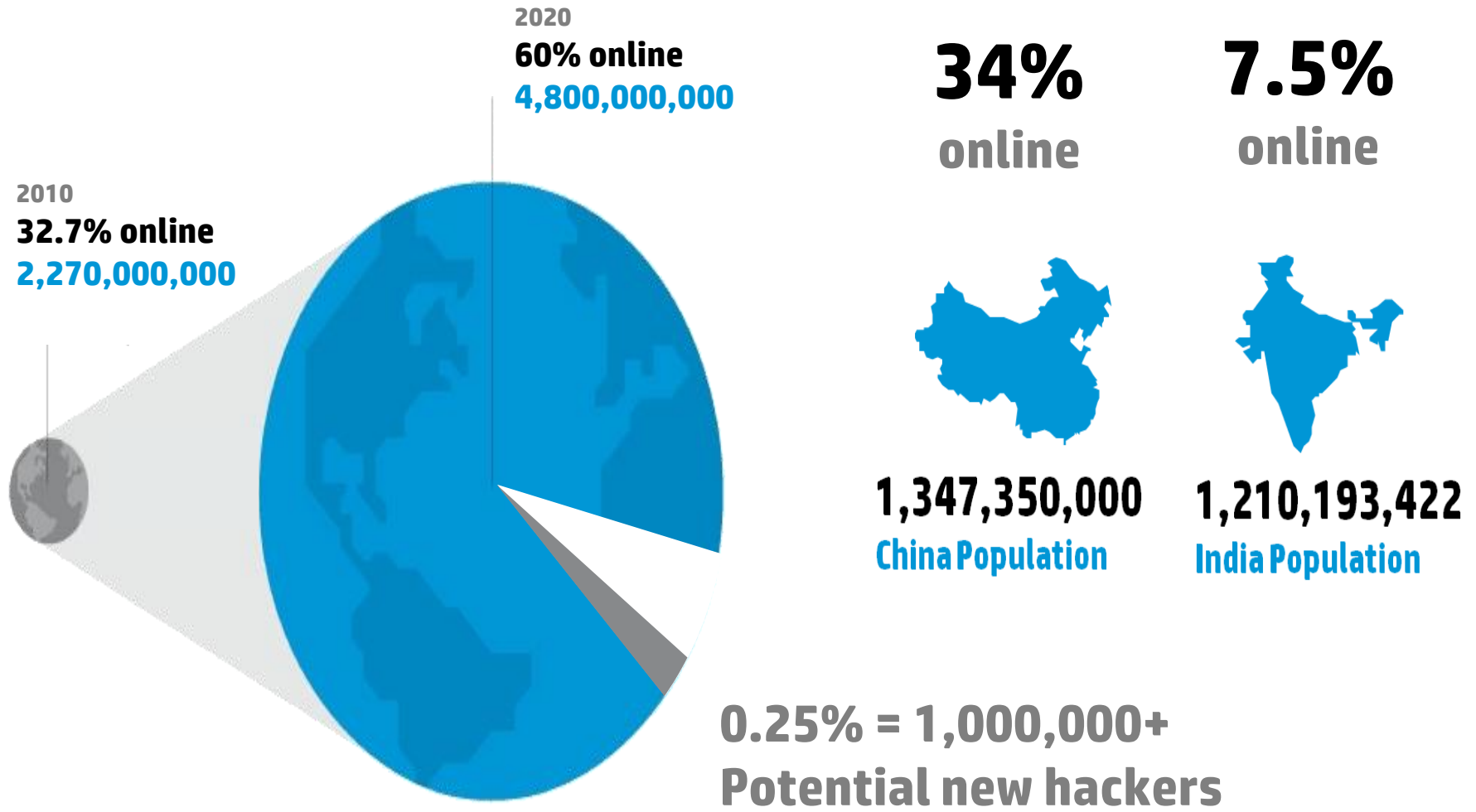
 71%

94%

of breaches are reported by a 3rd party



Online population growth = attack surface



Security Investment Crash

20%
Reactive



80%
Proactive



Member Nation Industry needs strong Cyber Support

- **To help our industry stay current, viable & competitive**
- **Intelligence aid to move from ‘Indicators of Compromise’ to ‘Indicators of Attack’**
- **To stop export of economic growth**





. We're starting to figure you out

Thank you

