

# Why Breach Detection is Your New Must-Have, Cyber Security Tool



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Regional Vice President



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## Why Breach Detection Is Your New Must-Have, Cyber Security Tool

Posted Sep 6, 2014 by [Paz Eshel](#), [Bucky Moore](#), [Shiran Shalev](#)

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**Editor's note:** [Paz Eshel](#) is a vice president, and [Bucky Moore](#) and [Shiran Shalev](#) are associates, at [Battery Ventures](#). Eshel and Shalev are based in Battery's Israel office, while Moore works from Menlo Park. For a full list of Battery's portfolio investments, please click [here](#).

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# Biggest Breaches 2014

## Retail

*Michaels* THE ARTS AND CRAFTS STORE<sup>®</sup> P.F. CHANG'S<sup>®</sup>



SPEC'S<sup>®</sup>

Neiman Marcus



## Finance

JPMorganChase 

Paytime<sup>®</sup>  
Integrated Payroll Solutions

## Other



Deltek 

## Government



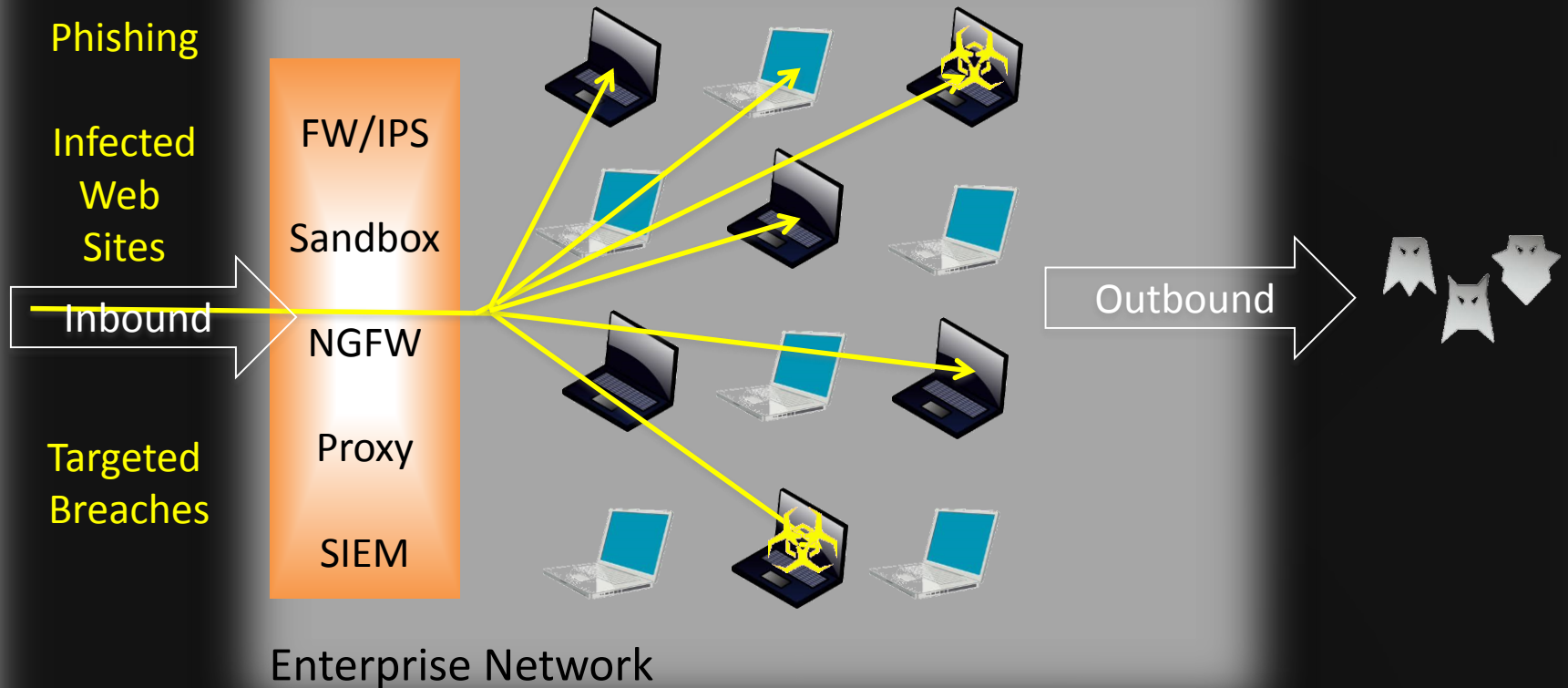
## Healthcare

SUTHERLAND  
HEALTHCARE SOLUTIONS<sup>®</sup>

CHS Community  
Health Systems

# The Inevitable Breach

Greater Internet



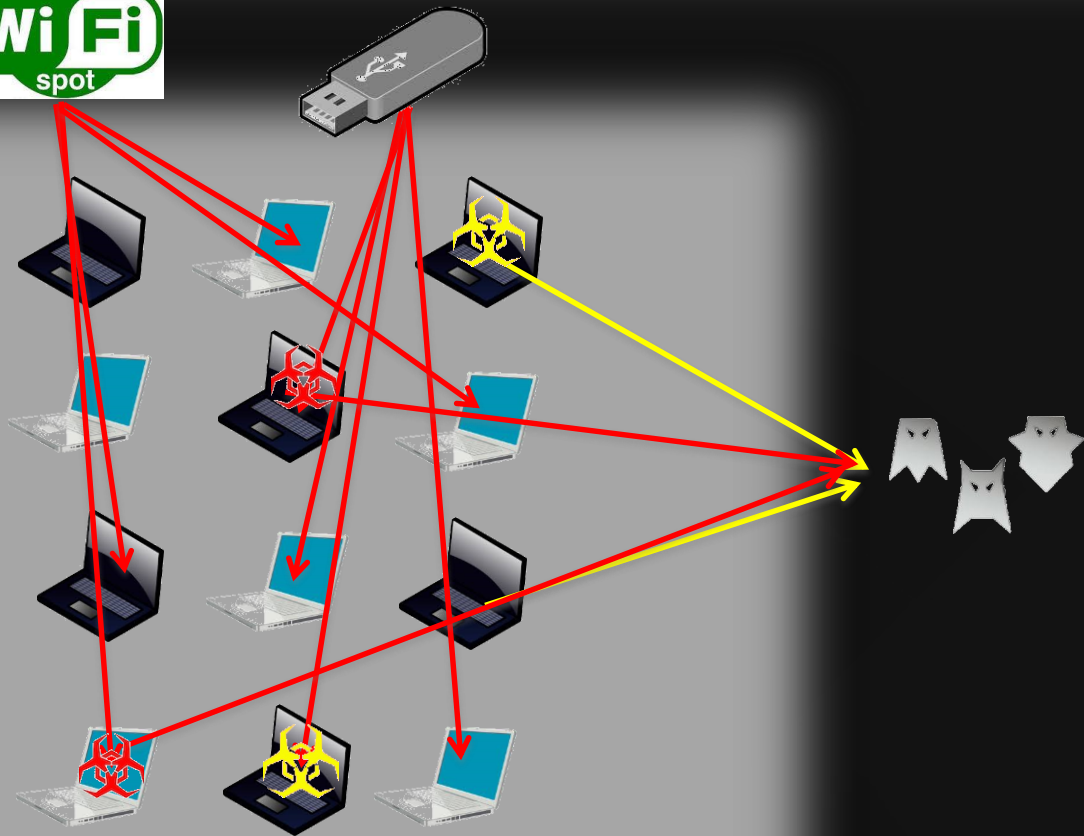
# The Inevitable Breach

Greater Internet



FW/IPS  
Sandbox  
NGFW  
Proxy  
SIEM

Enterprise Network





# Current Challenges

- Starting point: “We are already infected with undetected persistent malware”
- Prevention solutions provide real-time coverage on the way in, with black lists blocking on the way out. 85-95% effective\*
- Everyone one has network blind spots through which malware passes unexamined
- Large volume of alerts into the SIEM
- SIEM/Threat Intelligence correlation process is too manual, too many false positives
- Huge pressure on limited SOC resources
- Detection of new attack types still a challenge



# Automate or Die



1910 1915 1920 1925 1930 1935 1940 1945 1940 1950

AT&T Operators 1943

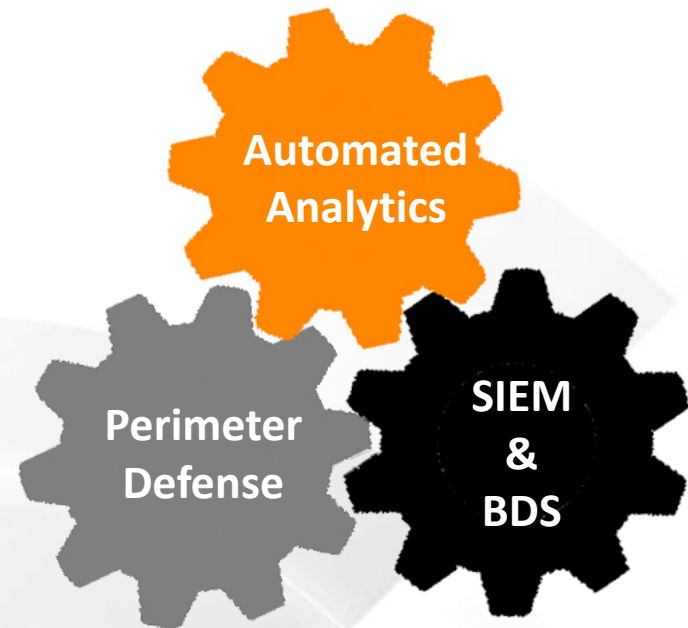


# Automate or Die

## Current Issues

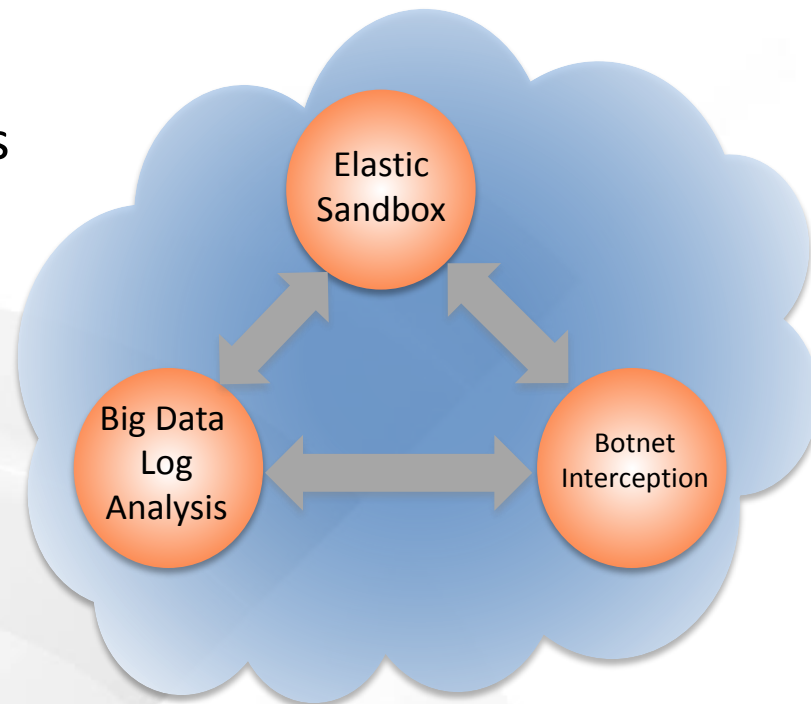
- Threats growing unabated
- Newest threats evade most perimeter defenses
- Not enough qualified security analysts
- Prevention technologies are necessary but insufficient to provide protection

## Integrated Detection



# Seculert Platform

- Identifies infections found in your network's **blind spots** or that have successfully evaded your prevention solutions
- Only alerts on beaconing communications that are **100% validated**. IR-ready information
- Automates the SIEM/Threat intelligence correlation analytics. P1 Alert helps SOC team **prioritize**
- **Works WITH** existing on premise prevention products
- **All As a Service** – No Hardware, No Software





# Automated Breach Detection

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