



The Radicati Group, Inc.
www.radicati.com

Cloud Security Services

A Radicati Group Webconference

9:30 am, PT
July 28, 2011

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Speakers & Agenda



The Radicati Group, Inc.
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Speakers:

- ▶ Andrew Jaquith, *CTO*, Perimeter E-Security
- ▶ Stephen Brunetto, *Product Manager*, Websense
- ▶ Amit Sinha, *CTO*, Zscaler

Agenda:

- ▶ *Presentations from Perimeter E-Security, Websense, Zscaler*
- ▶ *Speaker Panel Discussion (all) – moderated by Sara Radicati*
- ▶ *Audience Q & A session*



Introduction to Perimeter's Cloud Security Services

Andrew Jaquith

Chief Technology Officer

Perimeter's mission, vision and portfolio

Mission and vision

Give all customers the same level of security as a Fortune 500 firm, by providing solutions that allow them to easily assess, monitor and reduce their messaging, security and compliance risks.

We achieve this by:

- **Using our private cloud** to manage the critical resources we protect — email, logs and archived data.
- **Leveraging the best technology** and the best people, on behalf of our customers.
- **Leveraging our scale**, visibility and analytical insights to bring enhanced solutions to customers.

Perimeter E-Security Product Portfolio

SaaS Secure Messaging

- Hosted Email
- Email Encryption
- Business Continuity
- Archiving and Compliance
- Secure Collaboration
- Mobile management

SaaS Managed Security

- Intrusion Prevention
- Firewall
- Web Content Filtering
- Log management (Q3 2011)
- User VPN

SaaS Vulnerability Management

- Vulnerability Assessment
- Device Discovery & Management
- Threat Intelligence Service
- Rogue WiFi Detection

24x7 Global Customer Support

Global Management Platform

Consulting Services

Migration

Assessment

Integration

Value proposition: Security as a Service



SaaS infrastructure

- Email, messaging, collaboration
- Speed, usability, and broad features
- Security: ~~bolted on~~ built-in
- Compliance: ~~extra~~ built-in

Security services

- Servers, borders, email, messaging, collaboration
- Depth and expertise
- Security: core
- Compliance: core

Infrastructure with built-in security · security for your infrastructure

Key facts about Perimeter E-Security

- 6,000 customers
(1,800 in financial services)
- \$525 billion in assets protected
- 1 million secure messaging users
- 50m e-mails filtered per day
- 200 terabytes of managed archives
- 5,700 managed CPE devices
- 240m managed security events daily
- 300 employees



Perimeter Security Operations Center

Four trends driving customers to cloud security

- **IT moving to cloud services. Security is following**, driven by need to reduce costs and complexity, and increase scale and reliability.
- **Mobile security concerns.** With the iPad, consumerized devices flood into the enterprise. What do firms do? Most want a managed solution.
- **Need to cope with more dangerous threat environment**, driven by designer malware (1 signature/1 victim) and web super-distribution.¹
- **Rising interest in third-party risk and vulnerability management**, particularly in financial vertical. Also: many clients are experiencing a rising number of due diligence requests.
- **Desire for deeper/smarter reporting.** Leveraging “wisdom of the crowd” for better security, benchmarking and more flexible data mining.

¹ Just don't call it “APT”

Andrew Jaquith

Chief Technology Officer, Perimeter E-Security

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Read my monthly SecurityWeek column

<http://www.securityweek.com/authors/andrew-jaquith>

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Websense Hosted Security

Stephen Brunetto

Product Manager

TRITON™

Web security

Email security

Data security

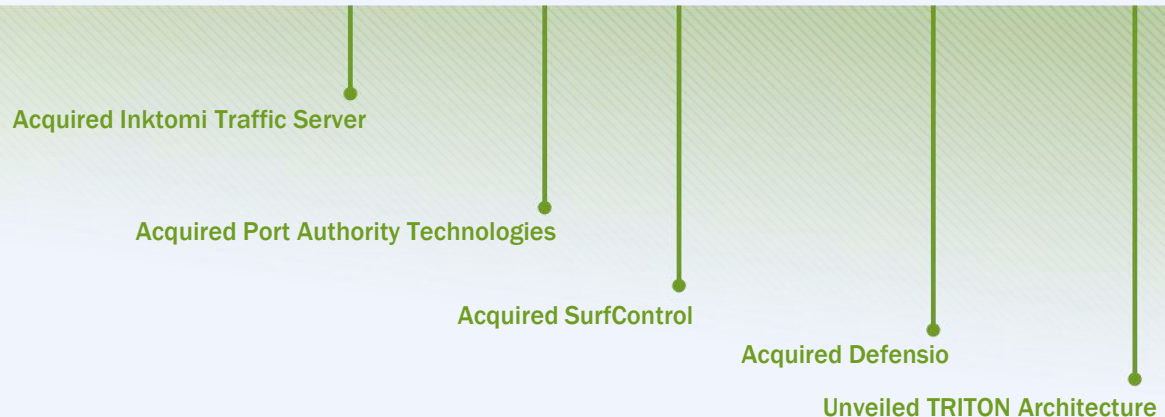


Websense Evolution

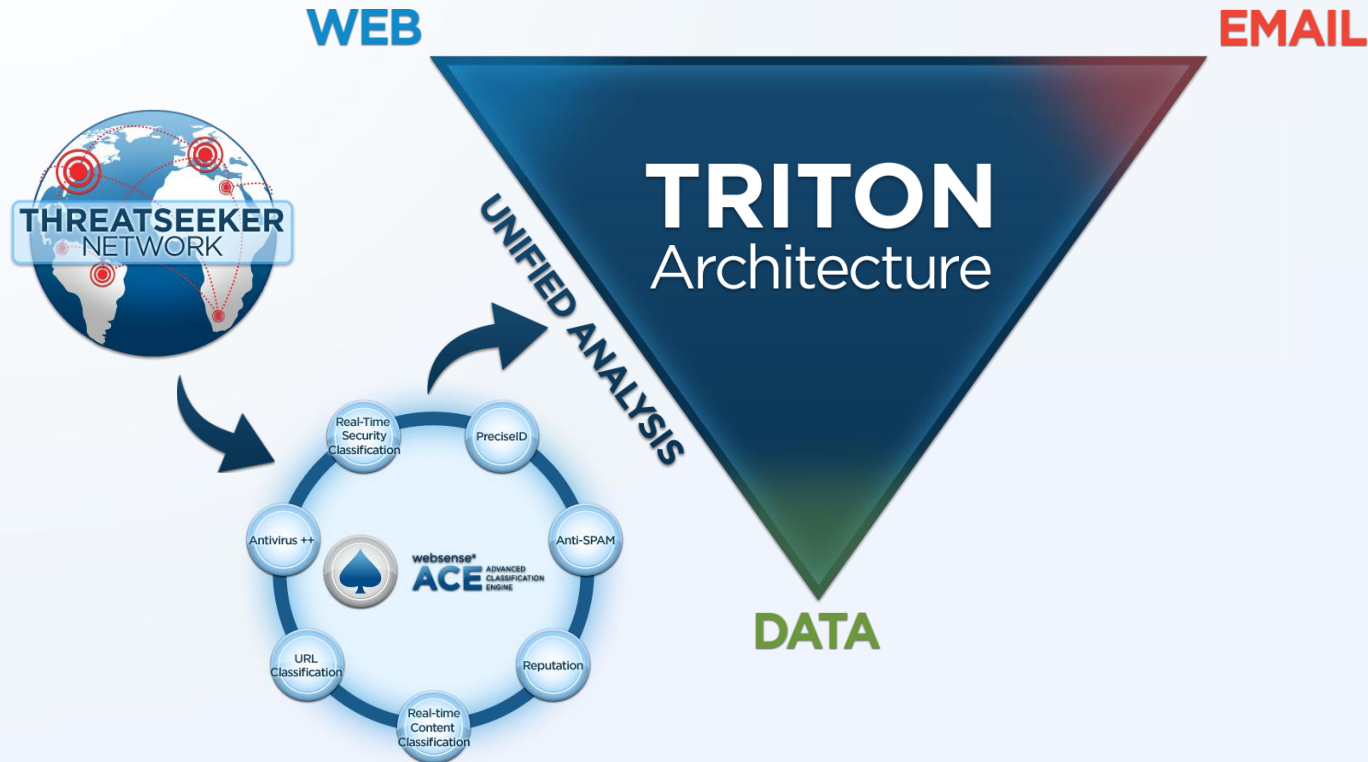


Investment in R&D more than doubled over last three years

Investment & Innovation







Shared threat intelligence

Adaptable to new threats

Owning the intellectual capital for content analysis leads to greater innovation

UNIFIED ANALYSIS



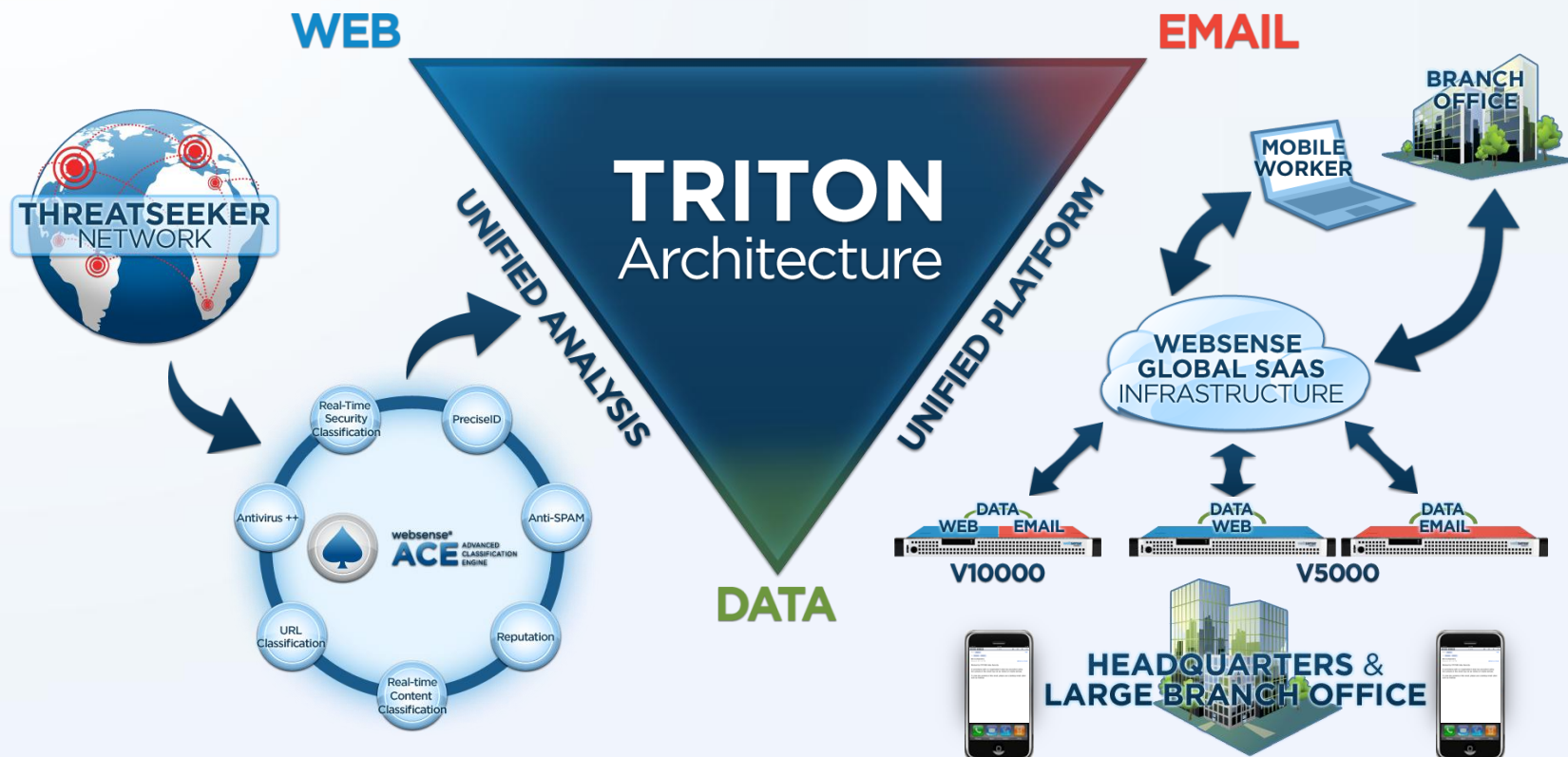
websense®

ACE

ADVANCED
CLASSIFICATION
ENGINE

WebSense owns the intellectual property for content analysis: proactive protection against modern threats.

Maintain innovation leadership
rather than 3rd party threat intelligence



Websense in the Cloud

websense®

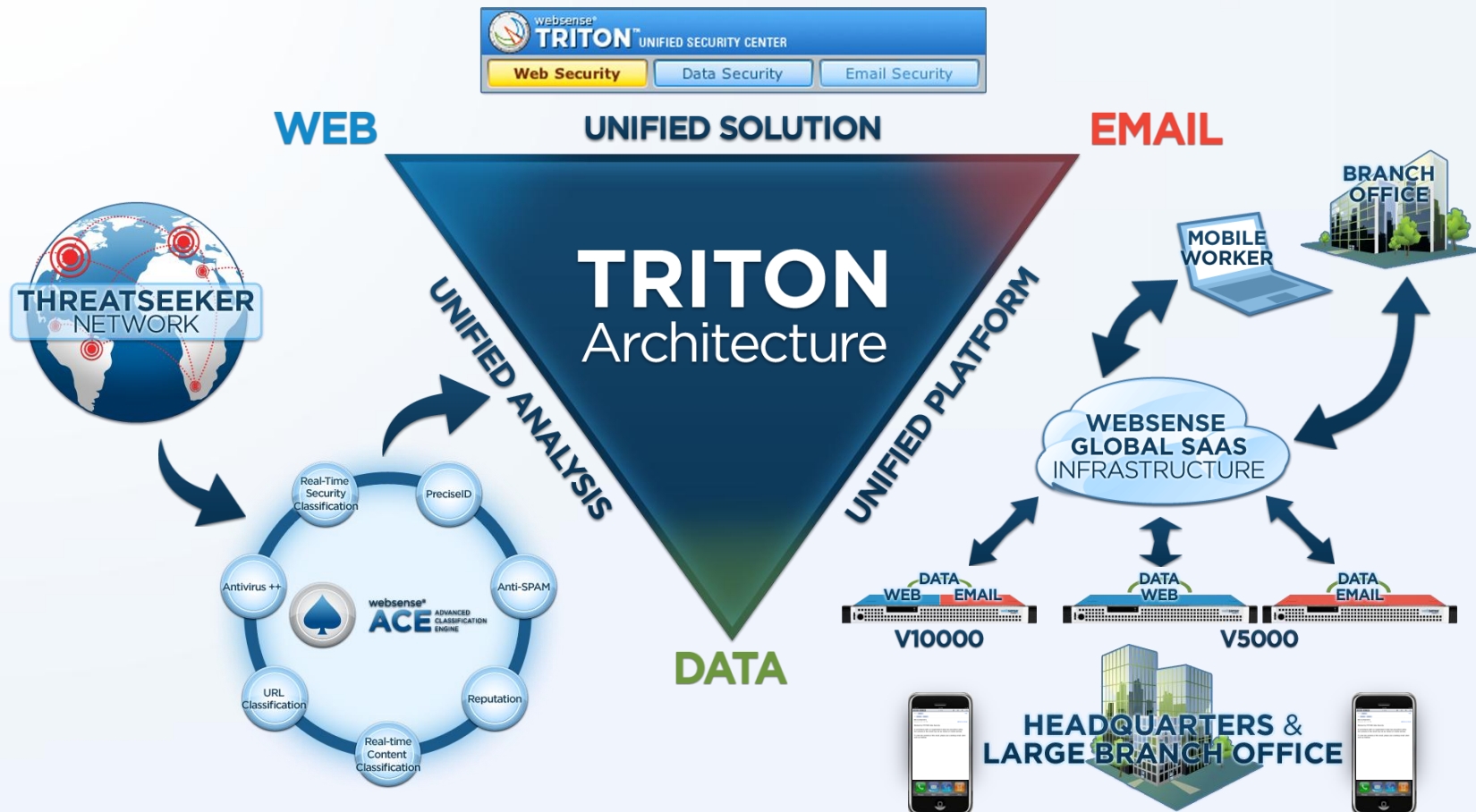


- **Hosted from 10 globally distributed data centers**
- **Resilient processing clusters**
- **Automatic data center allocation and fail-over**
 - Directs users to nearest geographical data center
 - Redirects to nearest alternate in case of failure
- **Strong Service level agreements**
 - 99.999% service availability
 - 99% Spam detection rate
 - 100% protection against known viruses
- **Minimal latency**
- **Accredited to ISO27001**



Websense TRITON Solution

websense®



UNIFIED SOLUTION

Unified console for shared management, reporting, policies & enforcement

Comprehensive and meaningful reports and policies

Analysis & intelligence drive actionable policies



Policy management and reporting is consistent and comprehensive across all threat vectors.



- **The First and Only Unified Content Security Solution**
 - Unifies Web and email security, and data loss prevention for consolidation
 - Unifies on premise and SaaS platforms for TruHybrid deployment
 - Unifies content analysis across threat vectors for modern threat prevention
- **Provides unparalleled flexibility and adaptability for the best security for modern threats at the lowest total cost of ownership**



Zscaler Cloud Security Overview

Dr. Amit Sinha

Chief Technology Officer

Aug 2011

Zscaler Highlights

Singular Focus & Vision

- Anywhere security, on any device, at anytime
- Cloud delivered SaaS: Integrated web, email, mobile & DLP

Disruptive Technology

- Purpose-built multi-tenant cloud architecture
- Powered by 5 game-changing innovations; 50+ worldwide patents

Worldwide Customers

- Protecting millions of users globally across 140 countries
- Trusted by leading global brands: 1,800 enterprises
- Largest customer: 1,600,000 users

Global Coverage

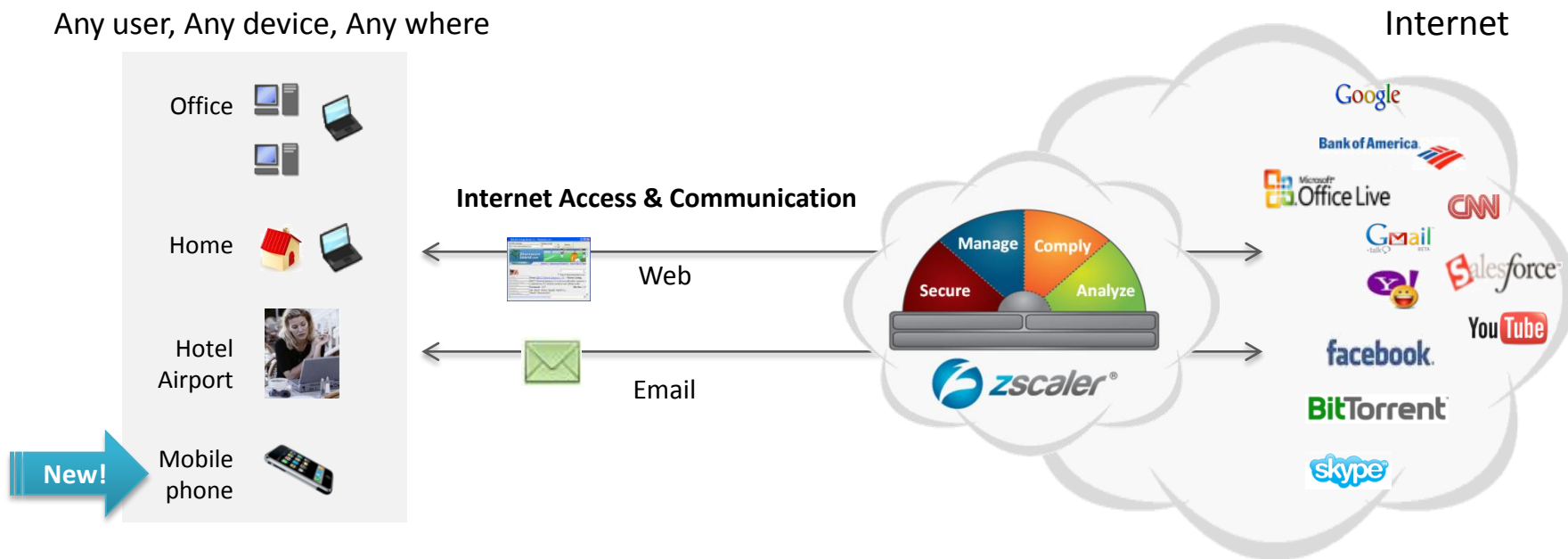
- Sales & support teams in 15 countries
- Largest security cloud: 40+ data centers; Over 2 billion trans/day

Gartner **Leader & Most Visionary** – Secure Web Gateway Market

Zscaler: Anywhere Security on Any Device

Integrated Web, Email, Mobile Security & DLP
delivered as a cloud service

Any user, Any device, Any where



No hardware, no software needed! No CapEx, easy deployment

Zscaler Cloud Security Solution

Secure Web Access

- Bots, the biggest threat
- Malicious active content
- Browser vulnerabilities,
- XSS, viruses & more...



Web



Email



Secure Email

- Anti-spam,
- Anti-viruses, worms
- Phishing, directory harvesting
- Policy-based routing & more



DLP



- Intellectual property
- Regulatory compliance
- Credit cards, SSN, Patient info
- Source code, Sales data

Prevent Data Loss

Mobile



- Unique In-line security
- Smartphones & tablets
- Uniform policy & reporting
- Protection for WiFi & 3G

Secure Mobile Devices

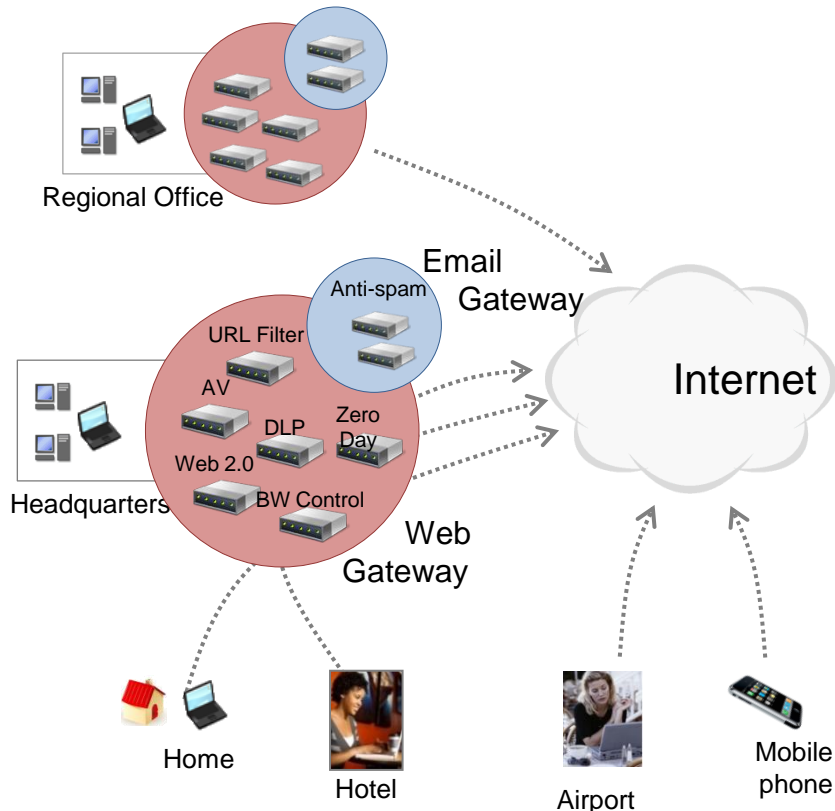
Integrated
Policy &
Reporting

Full security and policy enforcement for any user, on any device, at any place

Enterprise Security is Moving to the Cloud

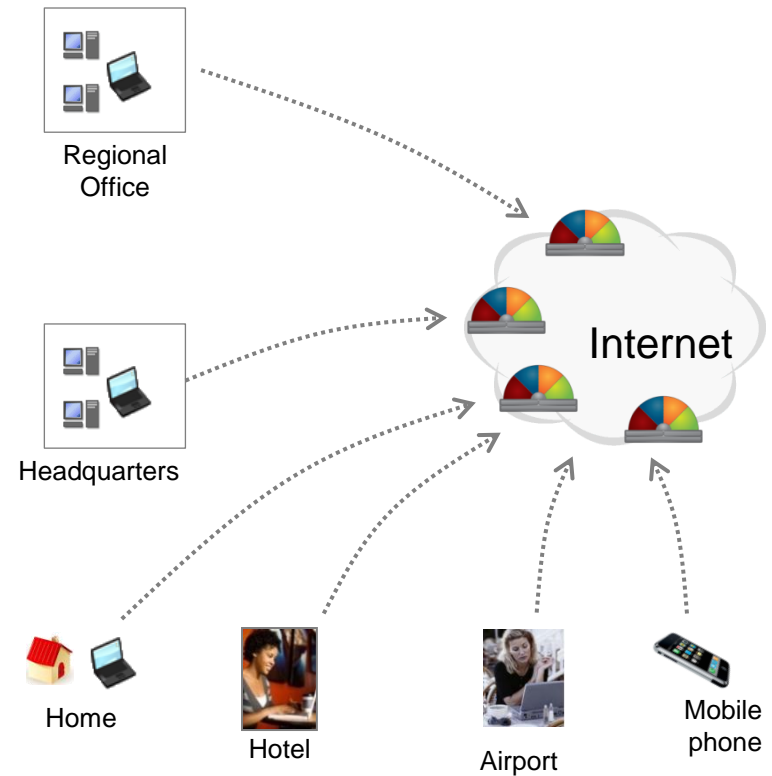
Traditional Appliances or Software

Acquire, deploy, manage boxes



Zscaler Cloud Service

Simply point traffic to Zscaler



Zscaler's Global Network: 40+ Data Centers

40+ data centers around the globe – 5 to 10 times other SaaS vendors
Company policy is efficiently enforced no matter where users are



Benefits:

1. Near-zero Latency

2. High Reliability

3. BW Savings

Example Customer Case Studies



New York State

- 30,000 employees, all state agencies
- Many locations across the state
- Consolidated point products
- Real-time reporting and data forensics



- 2,500 stores
- Limit liability from “in-store” devices – iPads, iPhones
- The only practical solution to eliminate backhauling
- Full deployment in less than 2 weeks



Engineering the flow of communication™

- 22,000 employees across multiple continents
- Integrated Web and email security service
- Replaced point products: ProofPoint, Vontu, PGP
- Uniform DLP policy and integrated reporting

Your Speaker Panel



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- ▶ **Sara Radicati**
President & CEO, The Radicati Group
- ▶ **Andrew Jaquith**
CTO, Perimeter E-Security
- ▶ **Stephen Brunetto**
Product Manager, Websense
- ▶ **Amit Sinha**
CTO, Zscaler

Thank You!



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New Reports just published by The Radicati Group:

- ▶ Cloud Security Services, 2011–2015
- ▶ Email Archiving Market, 2011–2015
- ▶ Email Statistics Report, 2011–2015
- ▶ Enterprise Social Networking – Market Quadrant, 2011
- ▶ IBM Lotus Notes and Domino Market Analysis, 2011–2015
- ▶ Corporate Web Security Market, 2011–2015
- ▶ Microsoft SharePoint Market Analysis, 2011–2015
- ▶ Microsoft Exchange and Outlook Market Analysis, 2011–2015

You can view all our published and upcoming reports at www.radicati.com