



The Radicati Group, Inc.  
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# Cloud Security Services

## A Radicati Group Webconference

9:30 am, PT  
July 28, 2011

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# Speakers & Agenda



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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.<sup>1</sup>
- **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.

<sup>1</sup> Just don't call it “APT”

# Andrew Jaquith

Chief Technology Officer, Perimeter E-Security

[ajaquith@perimeterusa.com](mailto:ajaquith@perimeterusa.com)

Twitter: arj

[Read my monthly SecurityWeek column](#)

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

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+1 (800) 234-2175, option 2



# Websense Hosted Security

Stephen Brunetto  
Product Manager

TRITON™

- Web security
- Email security
- Data security



# Websense Milestones

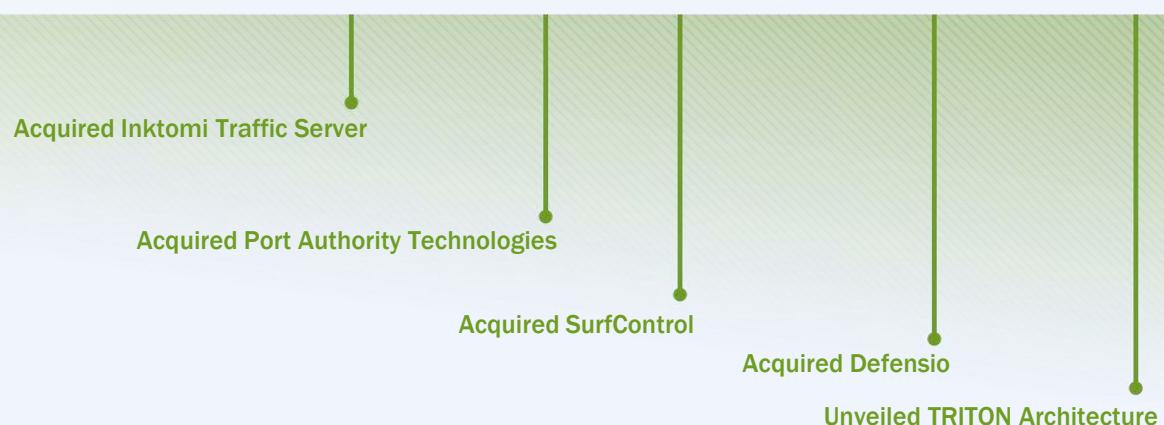
websense®

## Websense Evolution



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

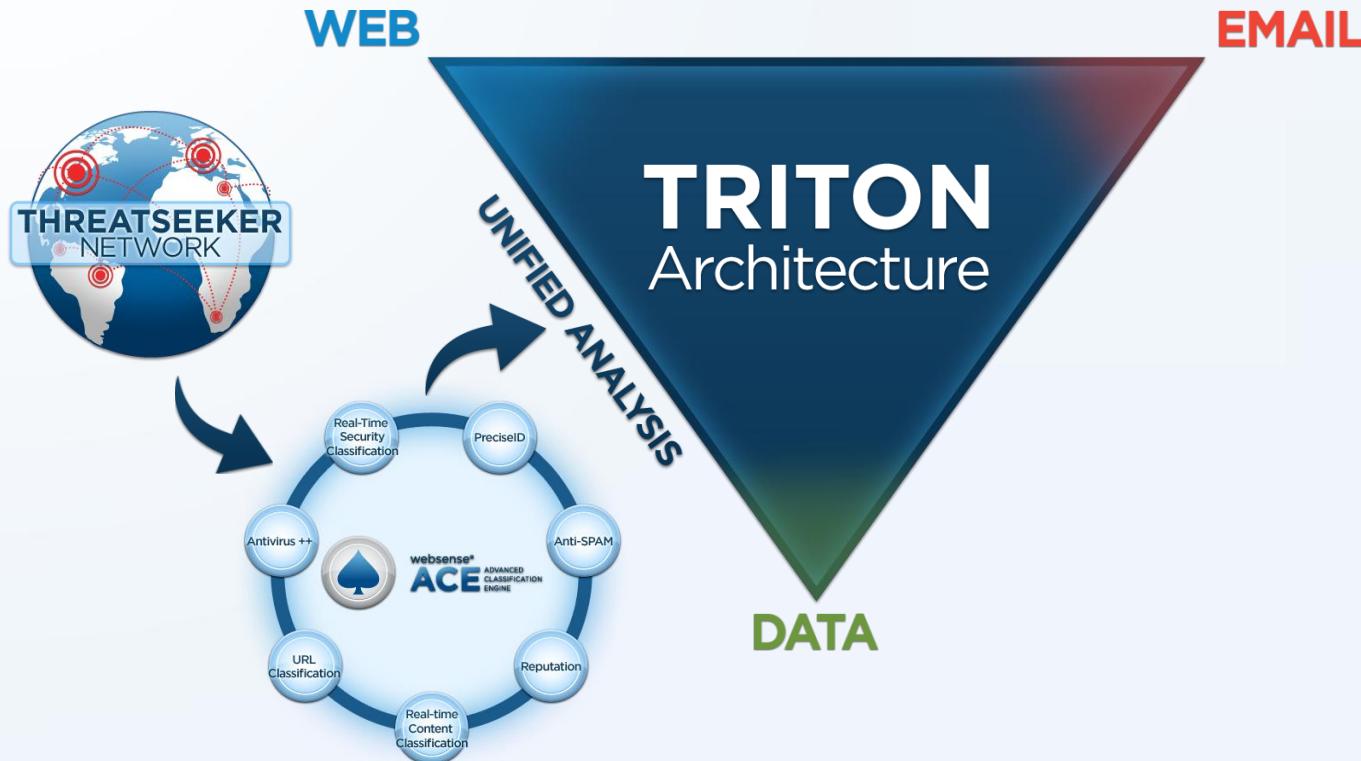
## Investment & Innovation





# Websense TRITON Solution

websense®



Shared threat intelligence

Adaptable to new threats

Owning the intellectual capital for content analysis leads to greater innovation

## UNIFIED ANALYSIS



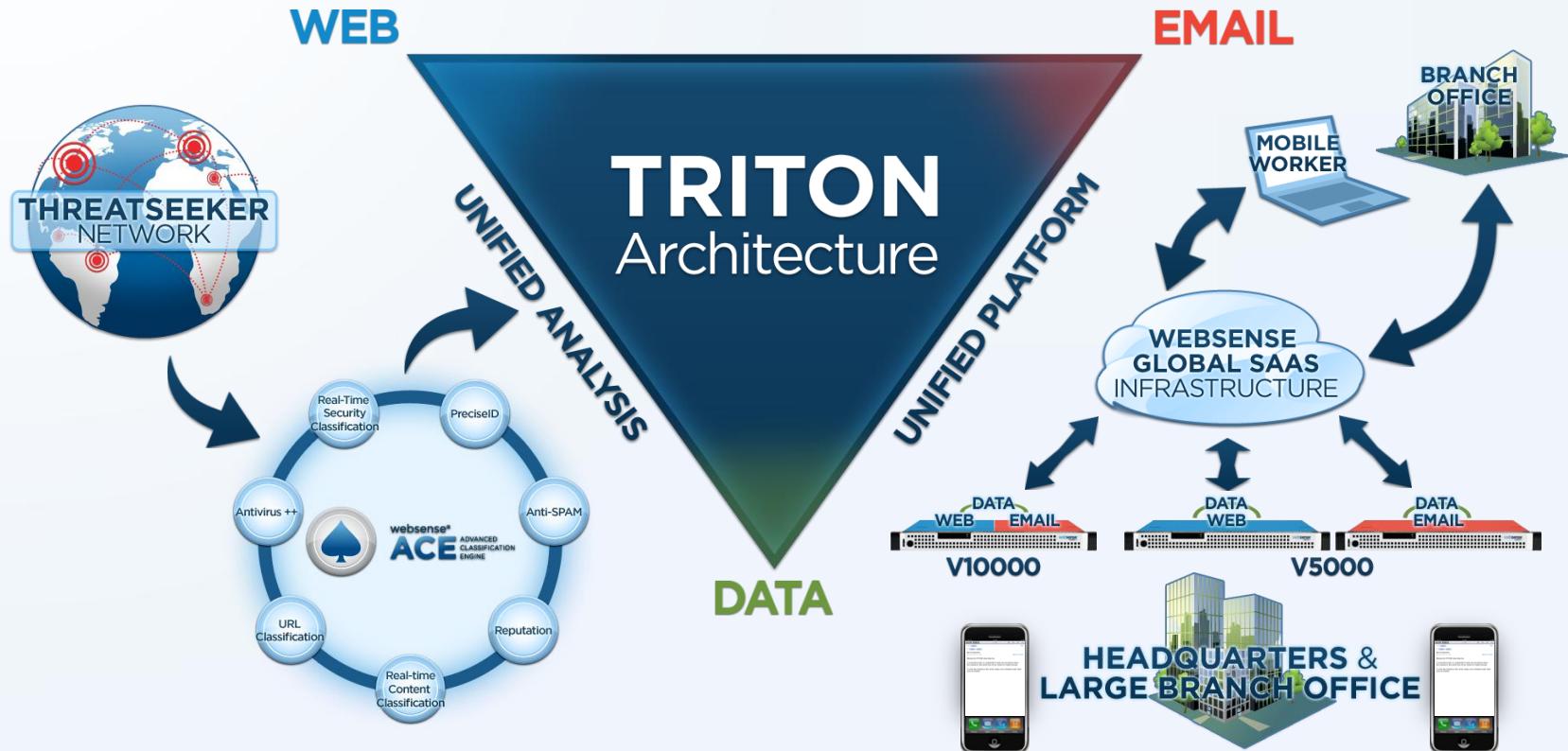
websense®  
**ACE** ADVANCED  
CLASSIFICATION  
ENGINE

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

Maintain innovation leadership  
rather than 3<sup>rd</sup> party threat intelligence

# Websense TRITON Solution

websense®



# Websense in the Cloud

websense®

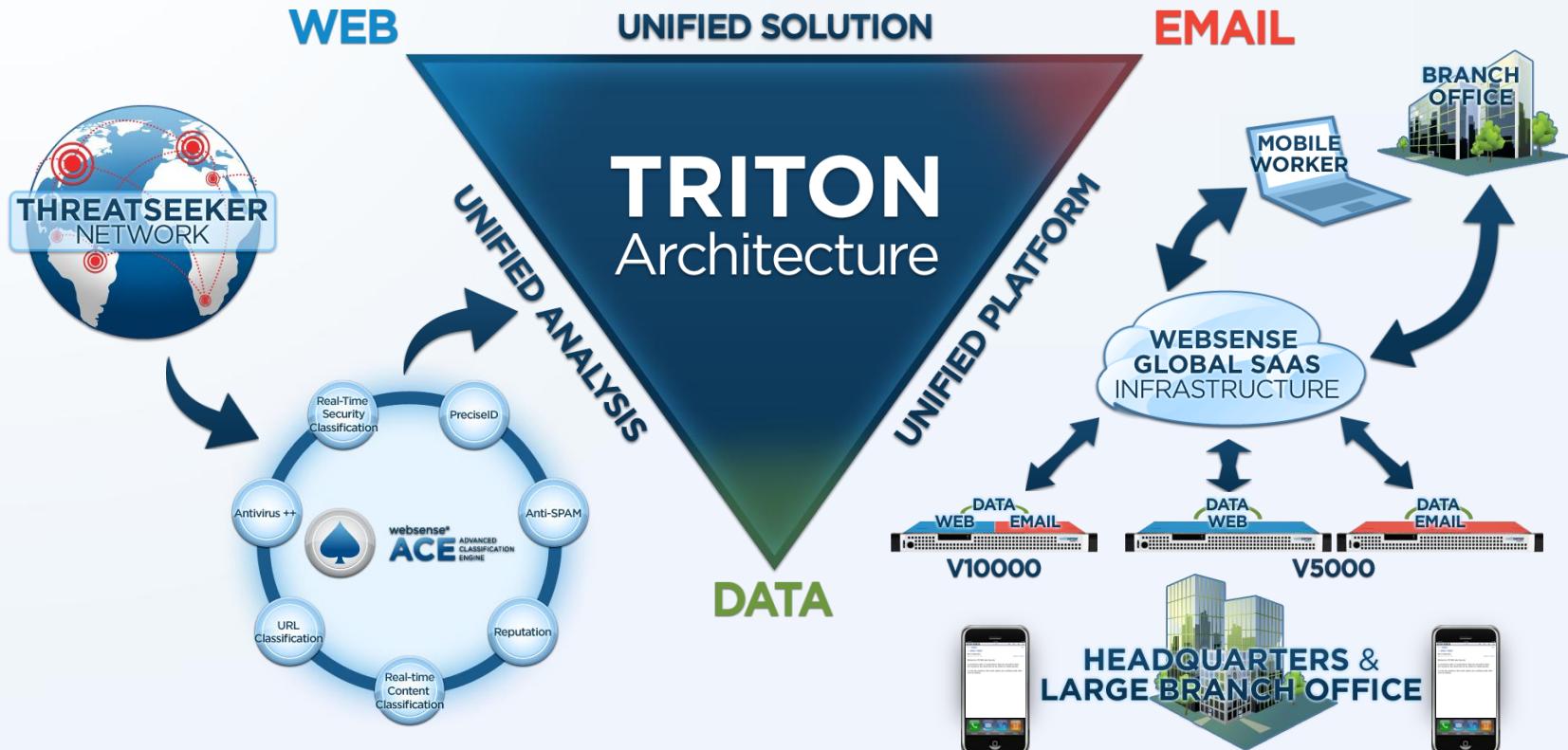


- **Hosted from 10 globally distributed data centers**
- **Resilient processing clusters**
- **Automatic data center allocation and fail-over**
  - Directs users to nearest geographical data center
  - Redirects to nearest alternate in case of failure
- **Strong Service level agreements**
  - 99.999%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



# Websense TRITON Solution

websense®



Unified console for shared management, reporting, policies & enforcement

Comprehensive and meaningful reports and policies

Analysis & intelligence drive actionable policies

## UNIFIED SOLUTION



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

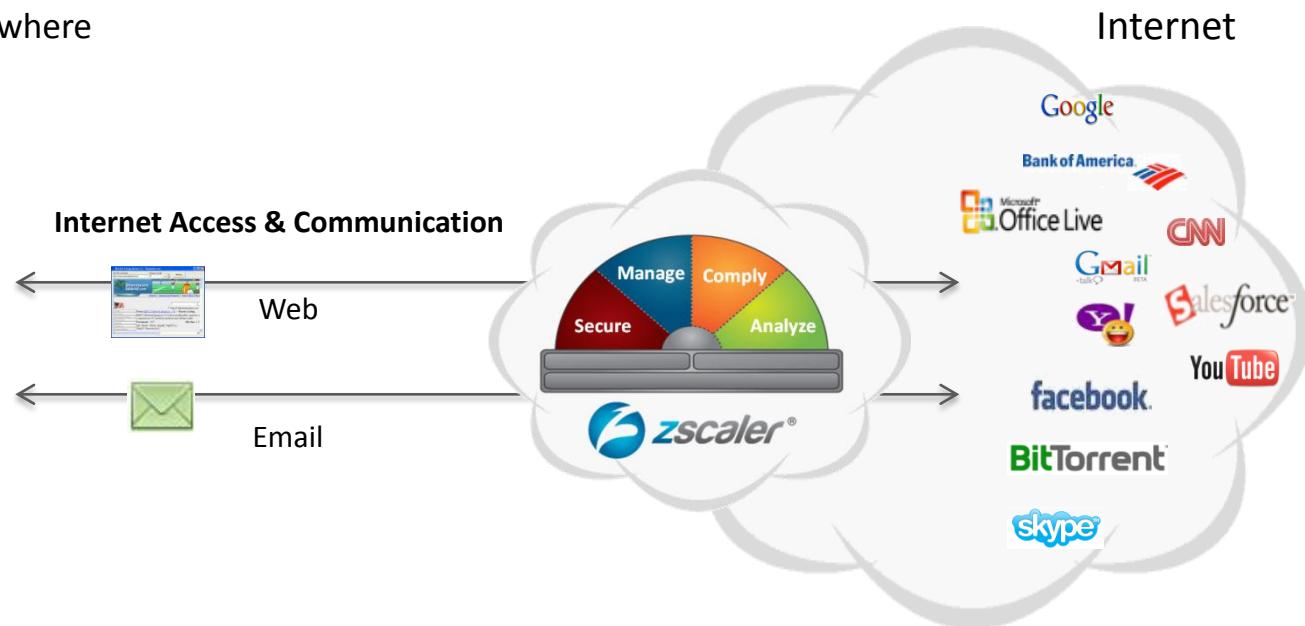
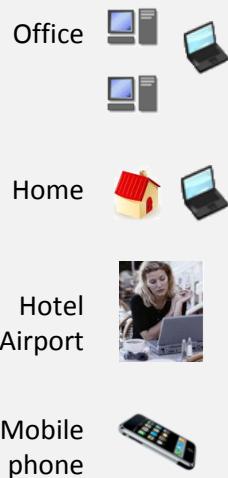
- Sales & support teams in 15 countries
- Largest security cloud: 40+ data centers; Over 2 billion trans/day

**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

Integrated  
Policy &  
Reporting



## Secure Email

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



## Prevent Data Loss

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

DLP



Mobile



## Secure Mobile Devices

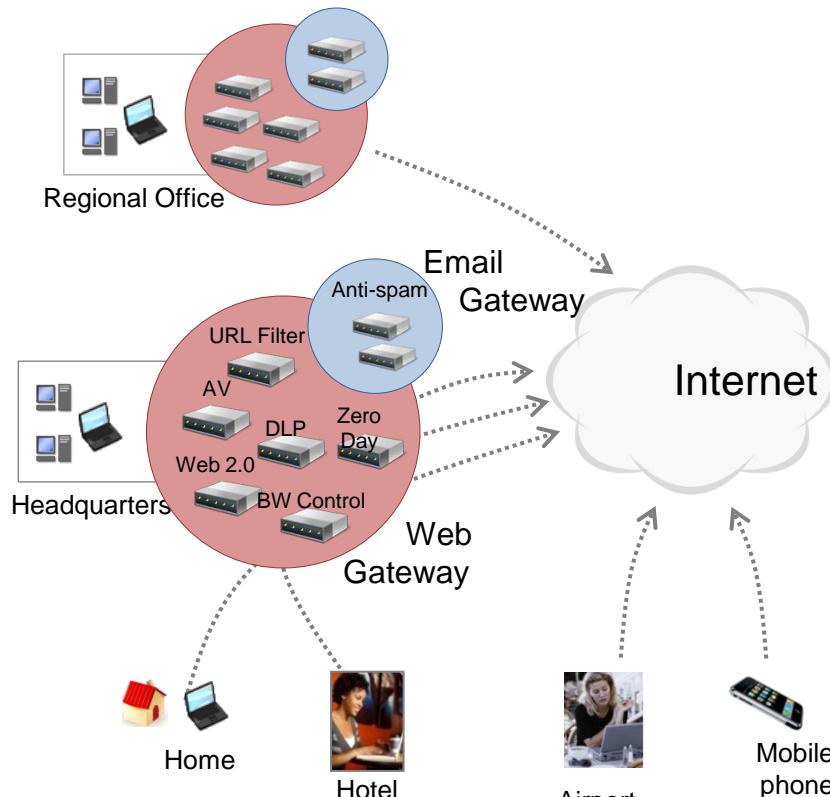
- Unique In-line security
- Smartphones & tablets
- Uniform policy & reporting
- Protection for WiFi & 3G

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

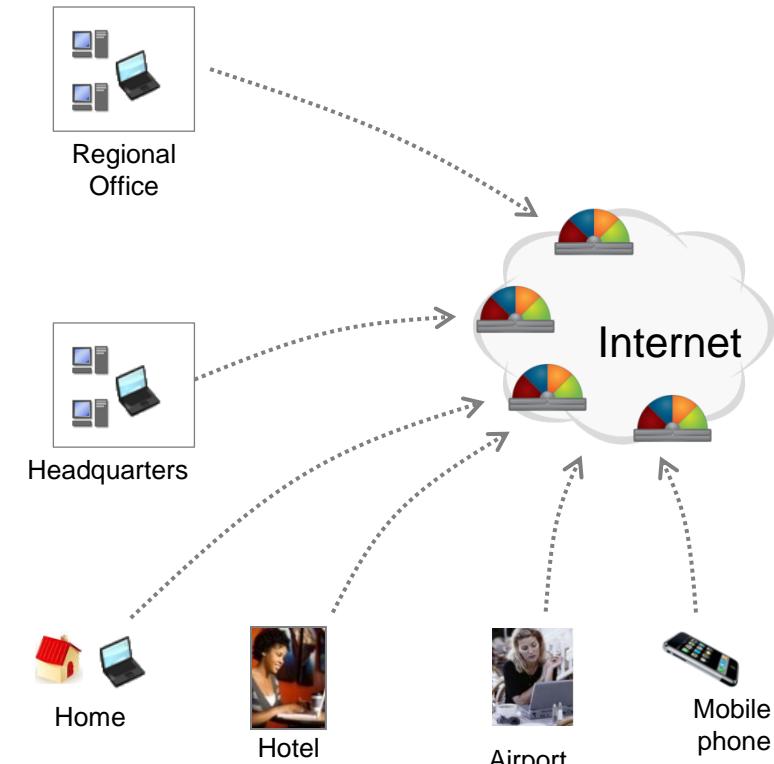


Backhauling traffic:  
Latency & BW cost

Unprotected traffic:  
No policy, security

## Zscaler Cloud Service

Simply point traffic to Zscaler



Simple, Quick  
Deployment

Reduced  
Total Cost

# 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

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



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# Your Speaker Panel

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



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# Thank You!

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](http://www.radicati.com)