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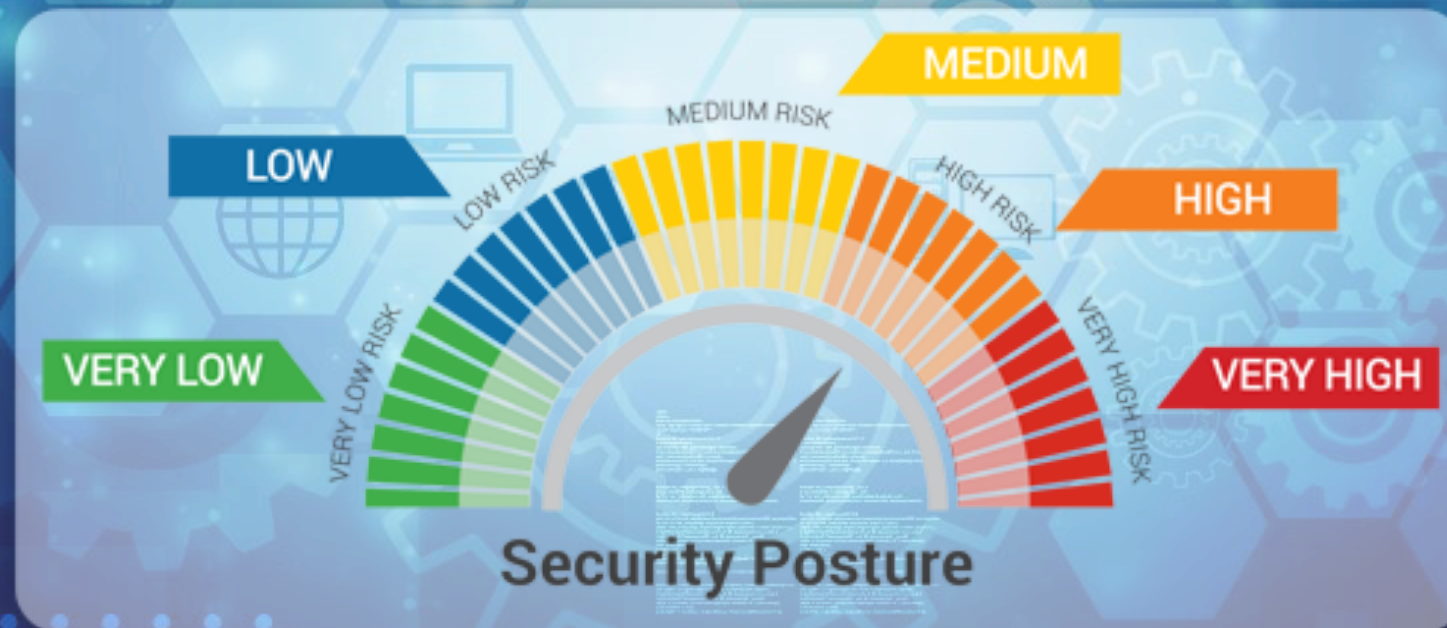


30 YEARS OF
EXCELLENCE



Strengthen Your Cyber Security Posture

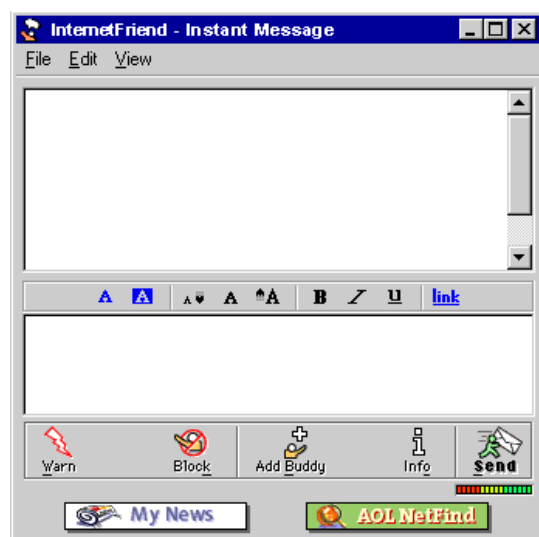
What to Look for in an MSSP







AOL Instant Messenger (AIM) 3.0



REMEMBER

Turn your computer
before midnight

12/31/99.



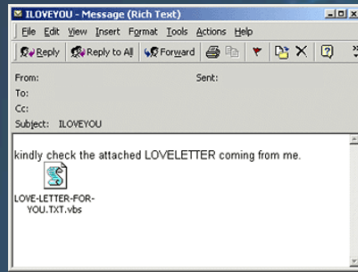
JANUARY 1, 2000
2:01 AM



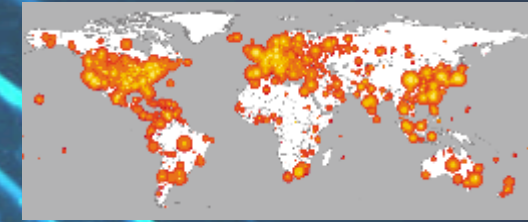
I'm already smiling



I LOVE YOU WORM

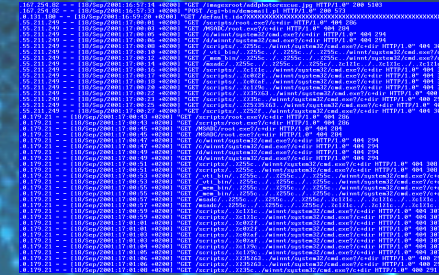


2000



CODE RED WORM

2001



NIMDA WORM

SQL SLAMMER



2003

2016



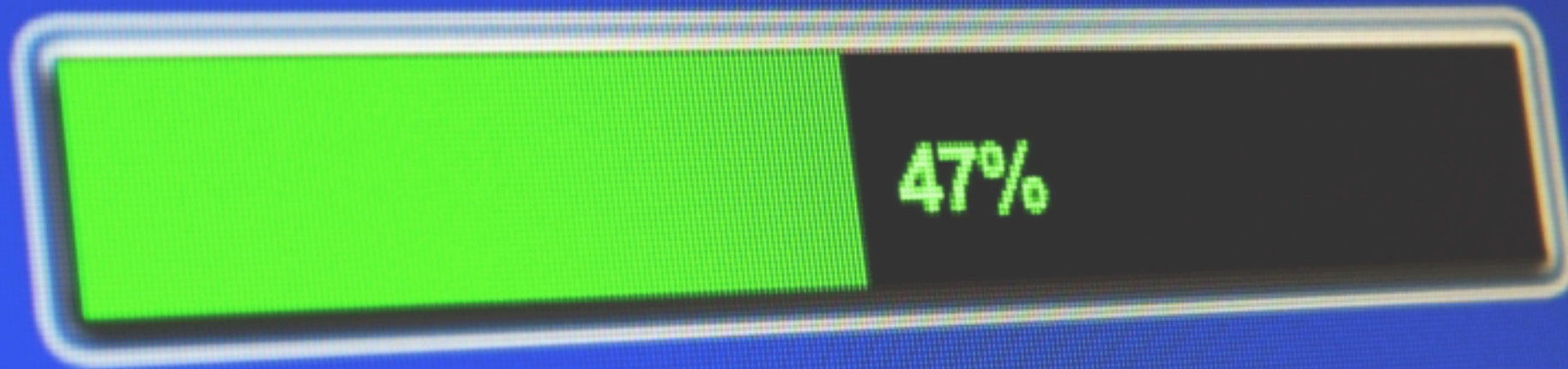
LOCKY

WANNACRY



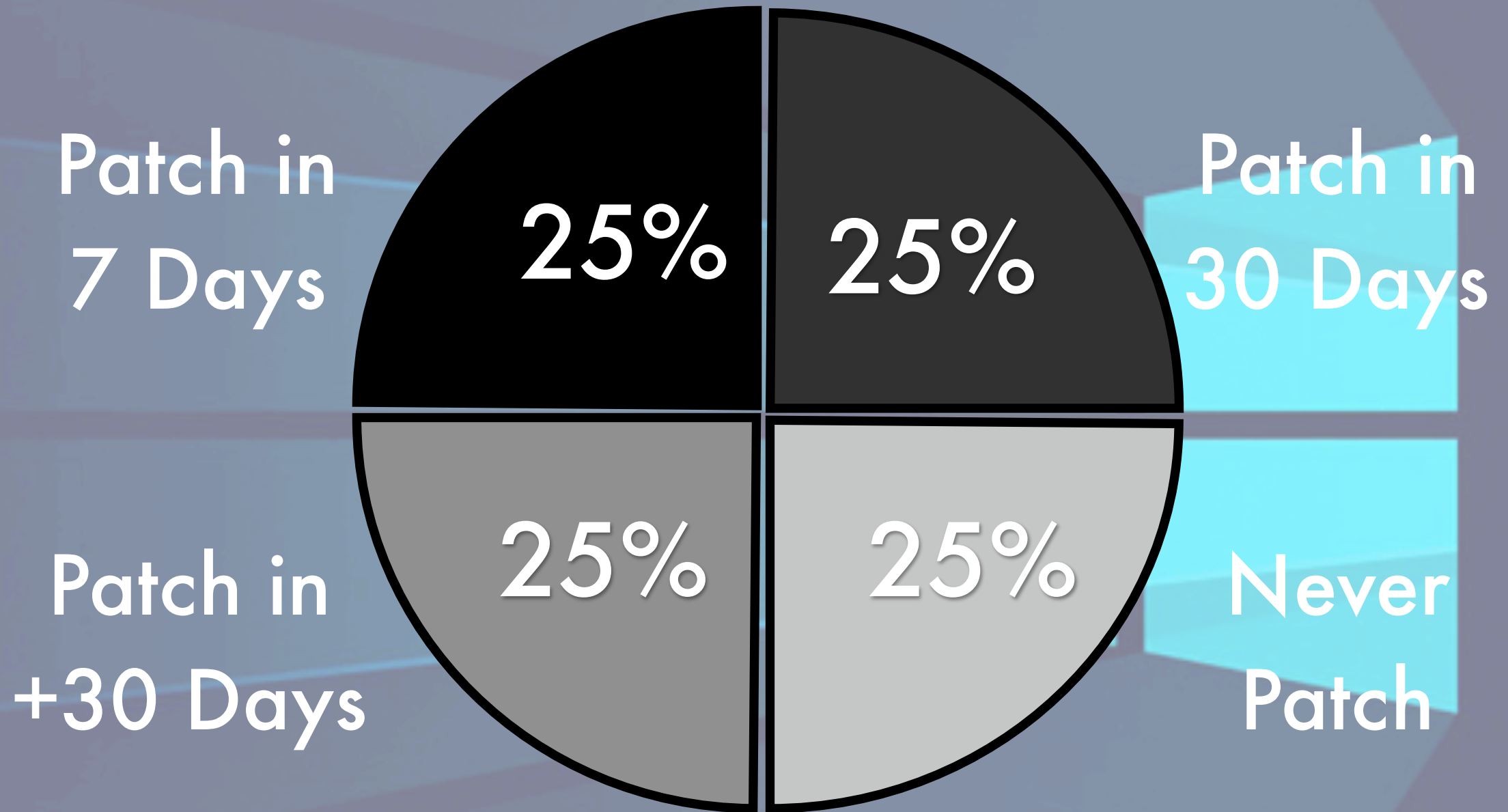
2017

DOWNLOADING...



PATCH









EXPOSED



Data Exposure on the Rise

53%

Publicly Expose at
least
One Cloud
Storage Service

45%

CIS Compliance
Checks FAIL

48%

PCI Compliance
Checks FAIL

Nefarious network activities are rampant

81%

are not
managing host
vulnerabilities
in the cloud

37%

databases are
accepting
inbound
connections

7%

internet facing
databases
have been
compromised

64%

databases are not
encrypted

Network Security



Endpoint Security



Application Security



Managed Security Service Provider



Web Security



Risk & Compliance



Security Operations & Incident Response



Threat Intelligence



Industrial / IoT Security



Fraud Prevention / Transaction Security



Specialized Threat Analysis & Protection



Identity & Access Management



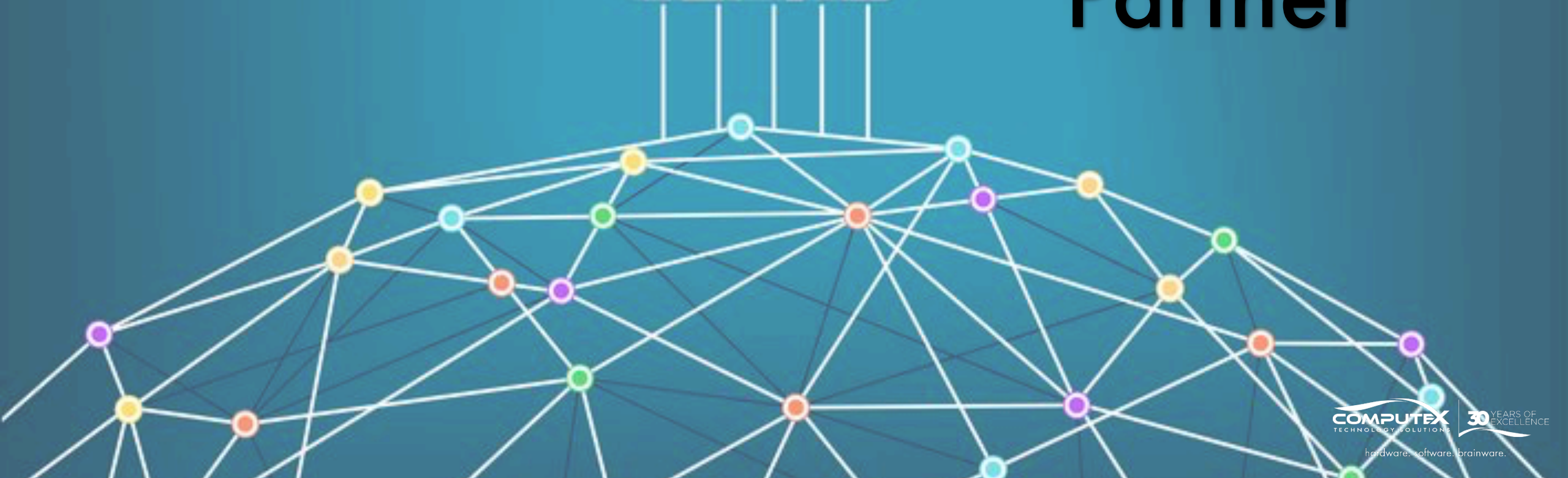
Cloud Security



Your Choices

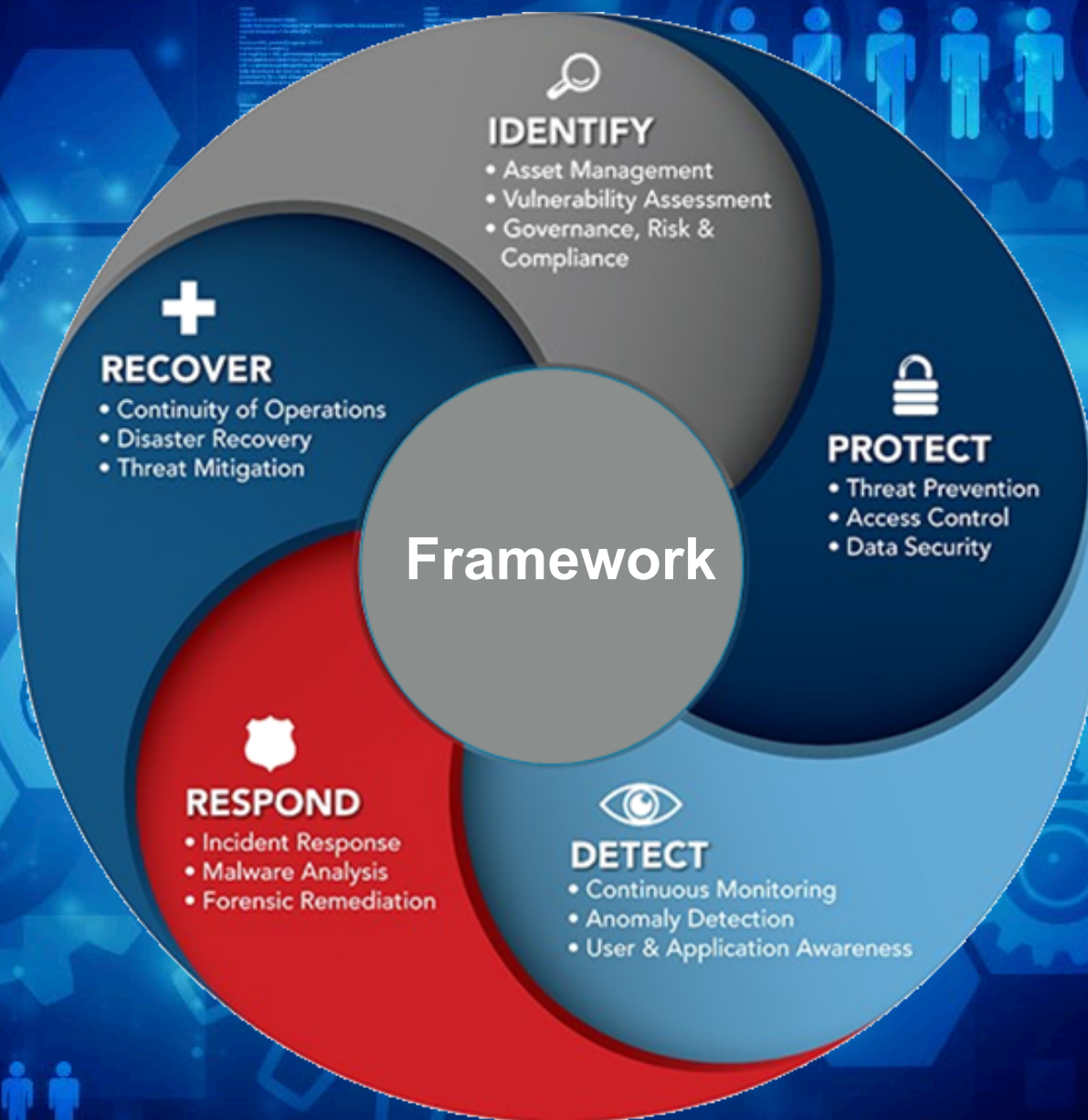


Build or Partner



Discipline is doing
what you know needs to be done,
even though you don't want to.





Operational Challenges

17k¹

average # of
security events
a week

19%¹

of average
security events
**deemed
reliable**

395hrs¹

lost to investigating
false-positives
each week

\$1.3¹

M
**cost to investigate
false-positives**
a year

Security Talent

3.5M²

cybersecurity
workforce
shortage by 2022

68%²

say shortage due
to lack of qualified
talent

66%²

of respondents reported
not having enough
workers to address
current threats

1. Ponemon Institute (n=630)

2. GISWS Study (n=19,641)



TALENT

Recruit from outside?

Build from within?

Co-source?

How Do You Navigate Through All the Vendors

Pick the Right Fitting Solution Provider

Select Key Security Vendors

Properly Evaluate New Comers

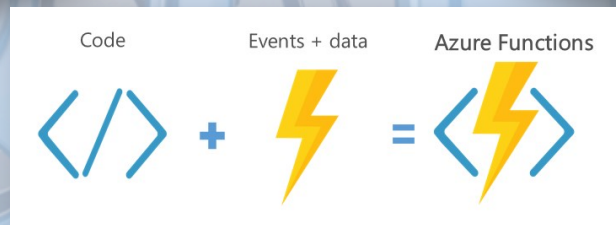
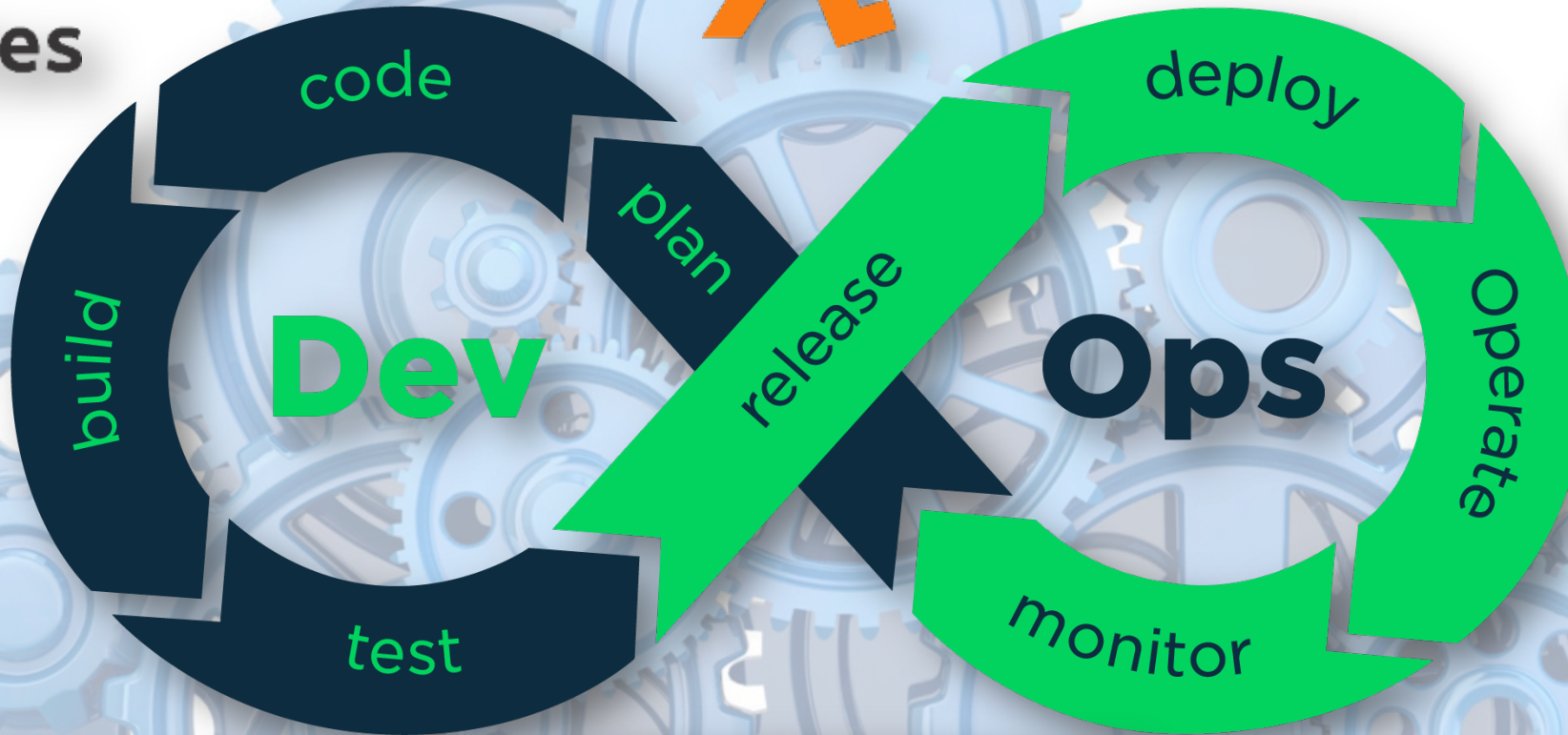
Look Out for Consolidation



kubernetes



docker





**LOOK FOR SOLUTIONS
THAT INTEGRATE**



Picking the right Security Partner

MANAGED SECURITY SERVICE PROVIDER



Emerging Trends *

- *Actively Consolidating* the Number of their Vendors
- Integrating Point Tools into a *Cohesive Architecture*
- All Organizations Need Help – *Services, MSSP's, SaaS*

* 'Cybersecurity Snippets - Security pros choose their top enterprise-class cybersecurity vendors' – Aug 14, 2017

View of the MSSP Market

The MSSP Market:

- Growing adoption of managed cloud security
 - Need to ensure protection as workloads transition to the cloud

Hybrid solutions that combine on-prem, hosted and cloud will be a reality for the next 3-5 years

- Continued need to protect at the network and endpoint layers, and now the cloud

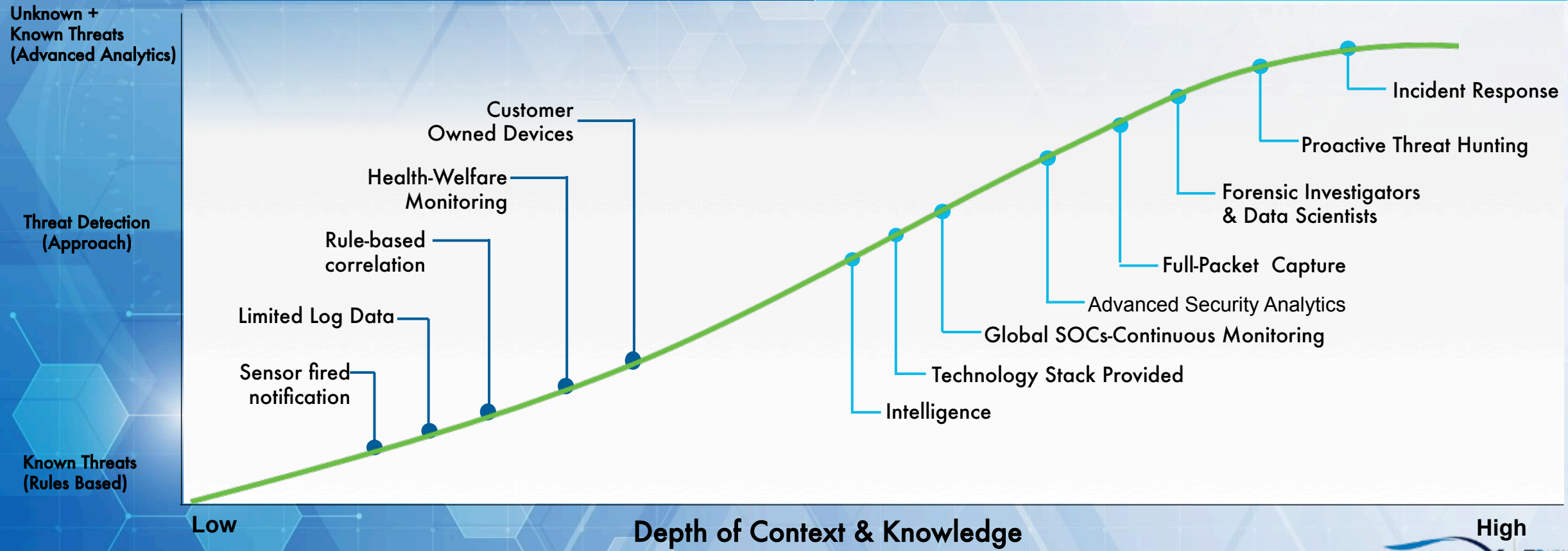
Customer Challenges:

- Massive complexity in the technology space
- Flood of new technologies; too many vendors
- Customers deferring technology buying decision to Service Providers more
- Customers don't want a huge ecosystem – would rather deal with a handful of trusted partners
- Growing privacy concerns driving the need for security (e.g., GDPR)
- Critical data protection needs
- Need to grow the business

MSSP vs MDR

MSSP

MDR



Ask your Cybersecurity Partner/MSSP

Do They understand your Cybersecurity strategy?

More than just selling a shiny object

Ability to co-manage

Evaluate performance - build upon it

Enterprise grade solutions or open source?

Interview the talent, meet with key personnel



**BUILDING A FULL SCALE CYBERSECURITY
PROGRAM REQUIRES TREMENDOUS AMOUNT OF
TIME & RESOURCES**

2018 WON'T GET ANY PRETTIER

**IF YOU CANNOT DO IT ALL ON YOUR OWN,
IT IS OK TO PARTNER.**

**“THERE ARE RISKS AND
COSTS TO A PROGRAM
OF ACTION, BUT THEY
ARE FAR LESS THAN
THE LONG-RANGE RISKS
AND COSTS OF COMFORTABLE
INACTION.”**

John F. Kennedy



THANK YOU



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@computex_inc



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/company/computex-inc