

# PRESENTERS



**VIRTUAL GRAFFITI** INC

**JOE PURCELL**

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- Trend Micro Brand Manager at Virtual Graffiti
- Compliance Level Security Specialist
- +10 Years of Managed Security Service Provider Sales Experience



**ROY BALLARD**

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- US Channel Sales Engineer
- 20 Years Experience in Data Center Engineering and Security



# WEBINAR INFORMATION

- Duration: 45 mins
- Opportunity to Interact – Use the chat for questions
- Post Webinar Opportunity for Further Discussion
- Giveaway - Remain to the end to be eligible to win

# AGENDA

- Speaker Introductions
- About Virtual Graffiti & Trend Micro
- The 5 Challenges of Hybrid Cloud Security
- Post Webinar Discussion / Q&A

# VIRTUAL GRAFFITI **INC**

- Founded in 2000, based in Irvine California
- Locations in Australia, the United Kingdom and Israel
- Reseller of 200 leading brands in multiple verticals
- Services customers across industries and sizes –  
SMB to Enterprise & Government
- Specialists in Cyber/Network Security
- 160,000+ customers worldwide





Gold  
Partner

- Virtual Graffiti & Trend Micro - Partners for more than 15 years
- Gold Partner Status
- 30 Sales People including a Presales Engineering Team
- TrendDefense.com – dedicated website
- Purchase online, or speak to a product specialist via live chat, email or phone



## Trend Micro Business Security Solutions

Industry-leading Managed Security Services





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### Trend Micro Business Solutions

#### Pure Cloud User Protection Solution

Designed specifically for organizations with limited IT resources, Trend Micro Worry-Free™ Business Security takes care of your IT security so you can focus on growing your business.



#### Worry-Free™ Services

- Requires no server or maintenance
- Shields against ransomware
- Monitors, updates, and protects all of your computers automatically
- Prevents infections from USB storage devices
- Blocks employees access to inappropriate websites
- Sets up easily and updates automatically
- Protects mobile devices

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#### Worry-Free™ Services Advanced

- Supports Microsoft® Office 365 using Trend Micro™ Hosted Email Security
- Protects Microsoft Exchange email servers
- Requires no server or maintenance
- Shields against ransomware
- Blocks malicious email attachments in real time
- Blocks access to inappropriate websites
- Protects mobile devices

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### Smart, optimized, connected security solutions for your connected world



#### Hybrid Cloud Security

Improve visibility and simplify security management across physical, virtual, and cloud environments



#### Network Defense

Detect, analyze, and prevent ransomware, advanced threats, and targeted attacks



#### User Protection

Protect users and their information – on any device, any application, anywhere

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# Introduction to The Evolving Data Center

- Data Centers were on-premise
- Organizations expanded into multiple locations, Data Centers needed to keep up growth
- Virtualization, High Speed Internet and SAN storage, enabled Data Centers to expand but were outgrowing their environments.
- Costs of real estate and utilities pushed alternative “Hosting” options for ever-growing infrastructure
- IAAS (Infrastructure As a Service) aka Cloud Services enabled organizations to bring their applications into Global Service, which has led to the adoption of Hybrid Cloud
- **Hybrid Cloud - A combination of On-Premise, Hosting and IAAS.**
- Data has spread throughout multiple environments - > how do we keep it secure?



Top

5

# Challenges of the Evolving Data center

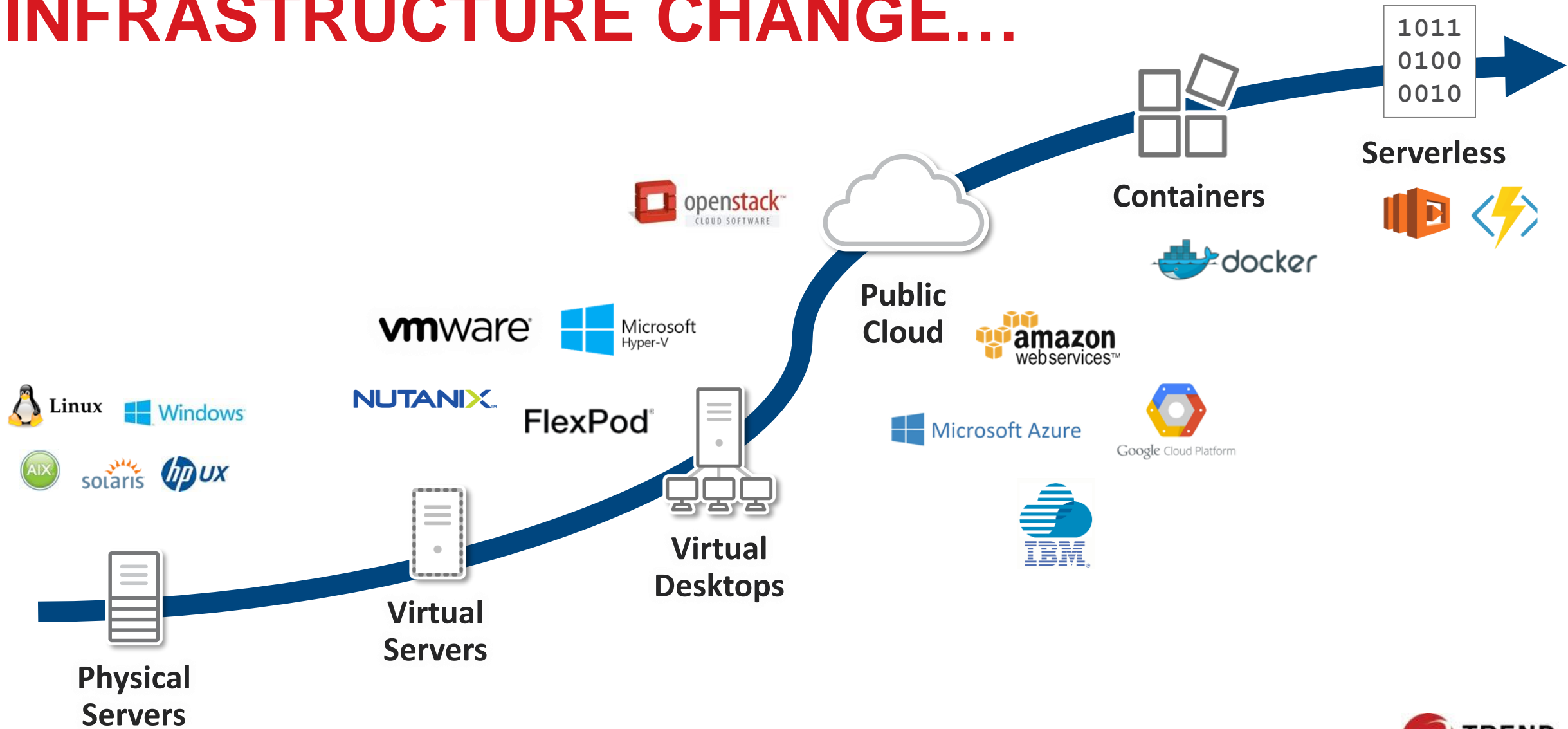


**Joe Purcell, Compliance Level Security Specialist**  
**Roy Ballard, Sales Engineer**





# INFRASTRUCTURE CHANGE...



# ANALYST RECOMMENDATIONS

*Cloud workloads have different requirements for security than end-user facing endpoints, and the adoption of hybrid private/public cloud computing models compound the differences.*

*CISOs should deploy products specifically designed for the protection of hybrid cloud workloads.*

*Source: Gartner, "Market Guide for Cloud Workload Protection Platforms", March 2017 G00300334*



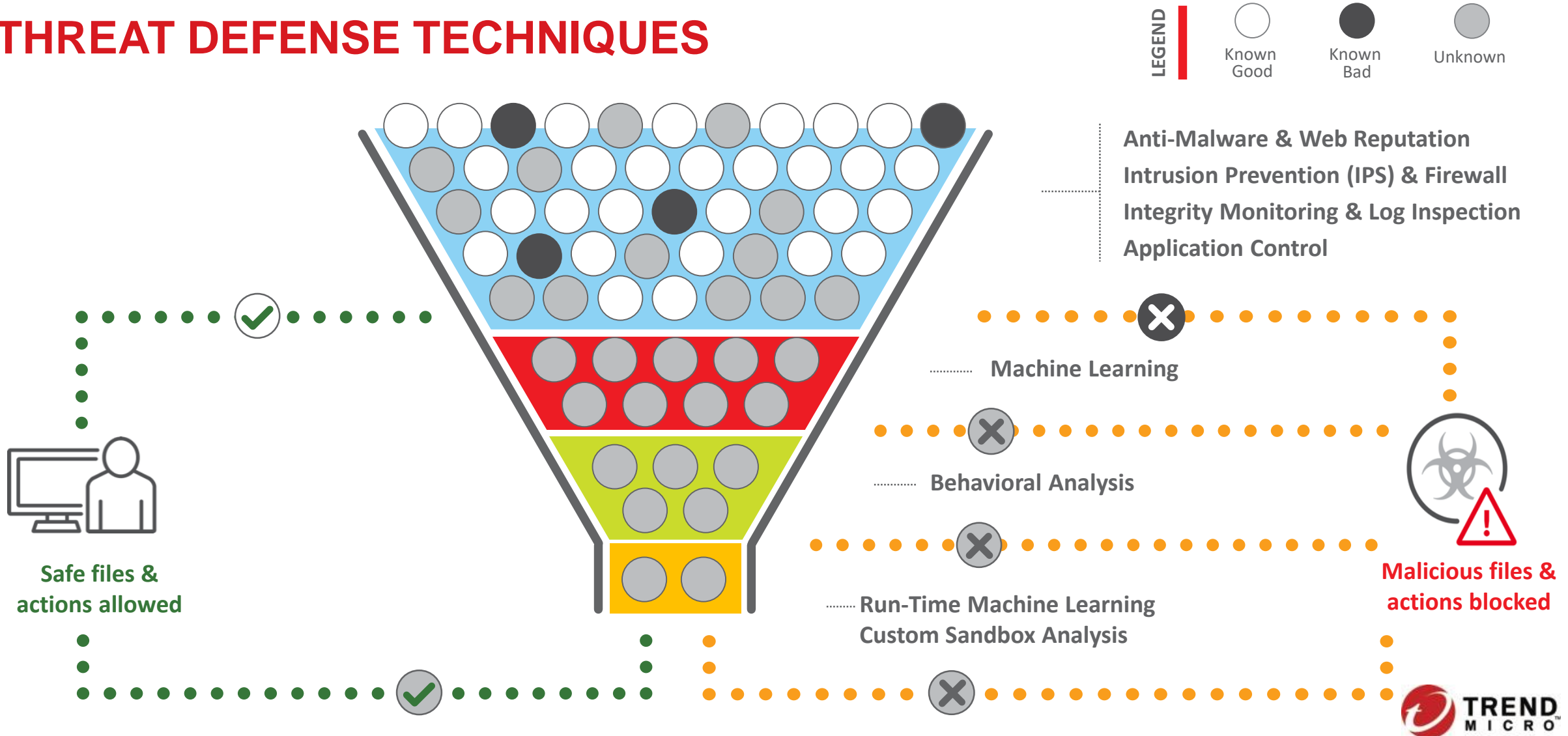
# #1

You can solve Server Security  
with only One Technique

## You can solve Server Security with One Technique



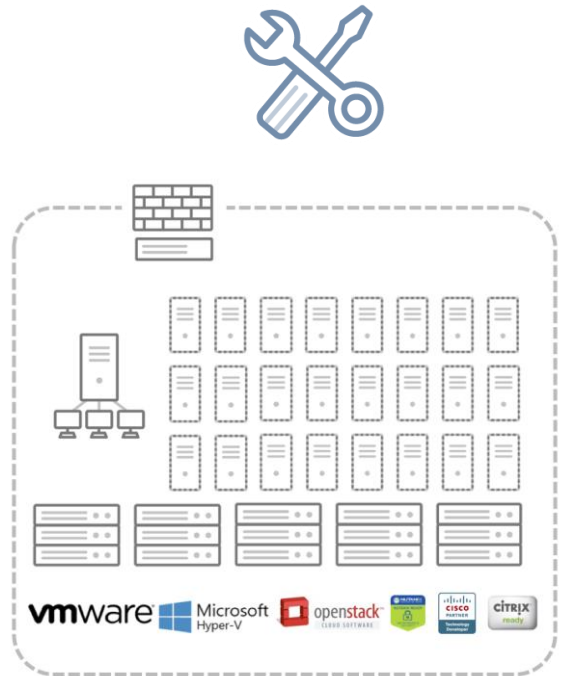
# DEPLOY A CROSS-GENERATIONAL BLEND OF THREAT DEFENSE TECHNIQUES



# #2

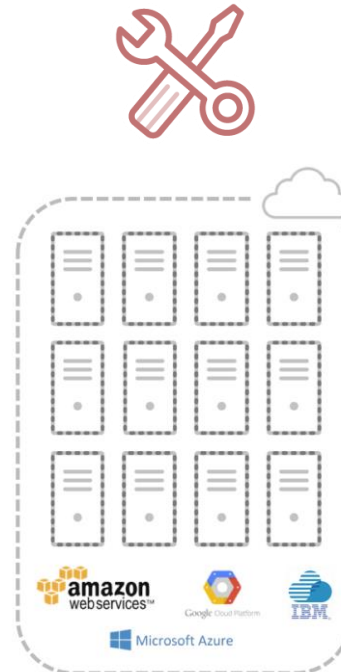
MULTIPLE ENVIRONMENTS,  
MULTIPLE TOOLS...  
...COMPLEXITY ABOUNDS

# MULTIPLE ENVIRONMENTS



**Data Center**

+



**Cloud**

+



**Containers**



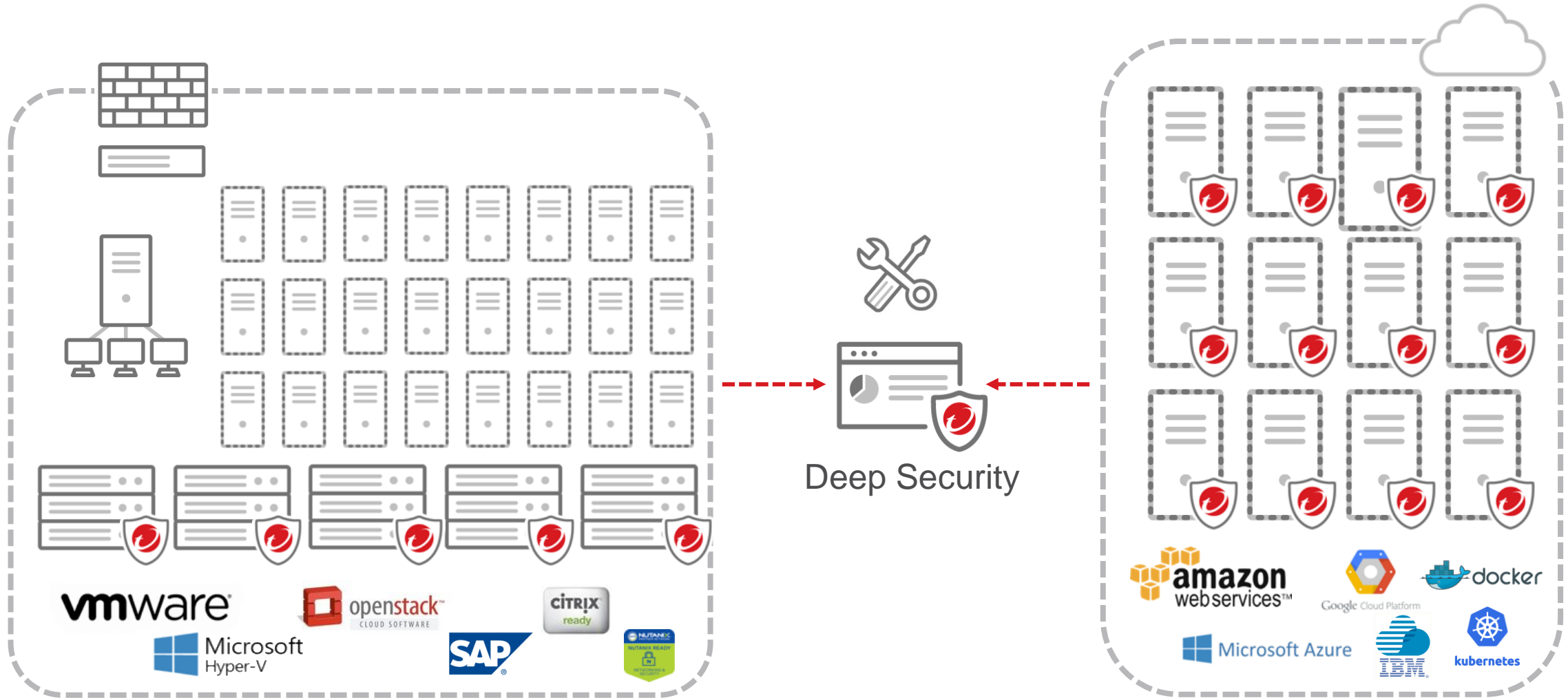
# CRITICAL REQUIREMENTS

*Require vendors to support the security and visibility of workloads that span physical, virtual and multiple public cloud IaaS all from a single policy management framework and console.*

Source: Gartner, “Market Guide for Cloud Workload Protection Platforms”, March 2017 G00300334



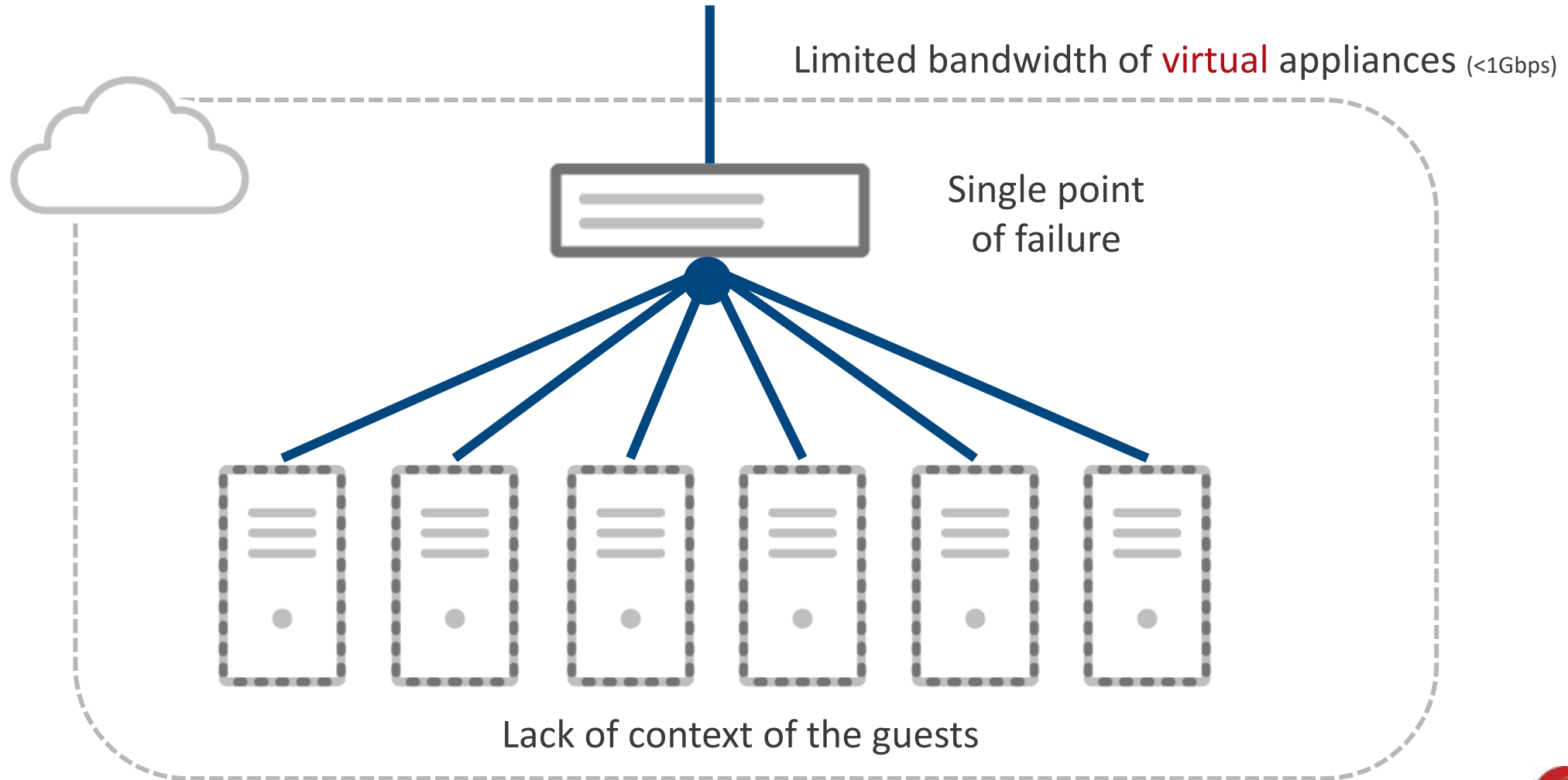
# OPTIMIZED



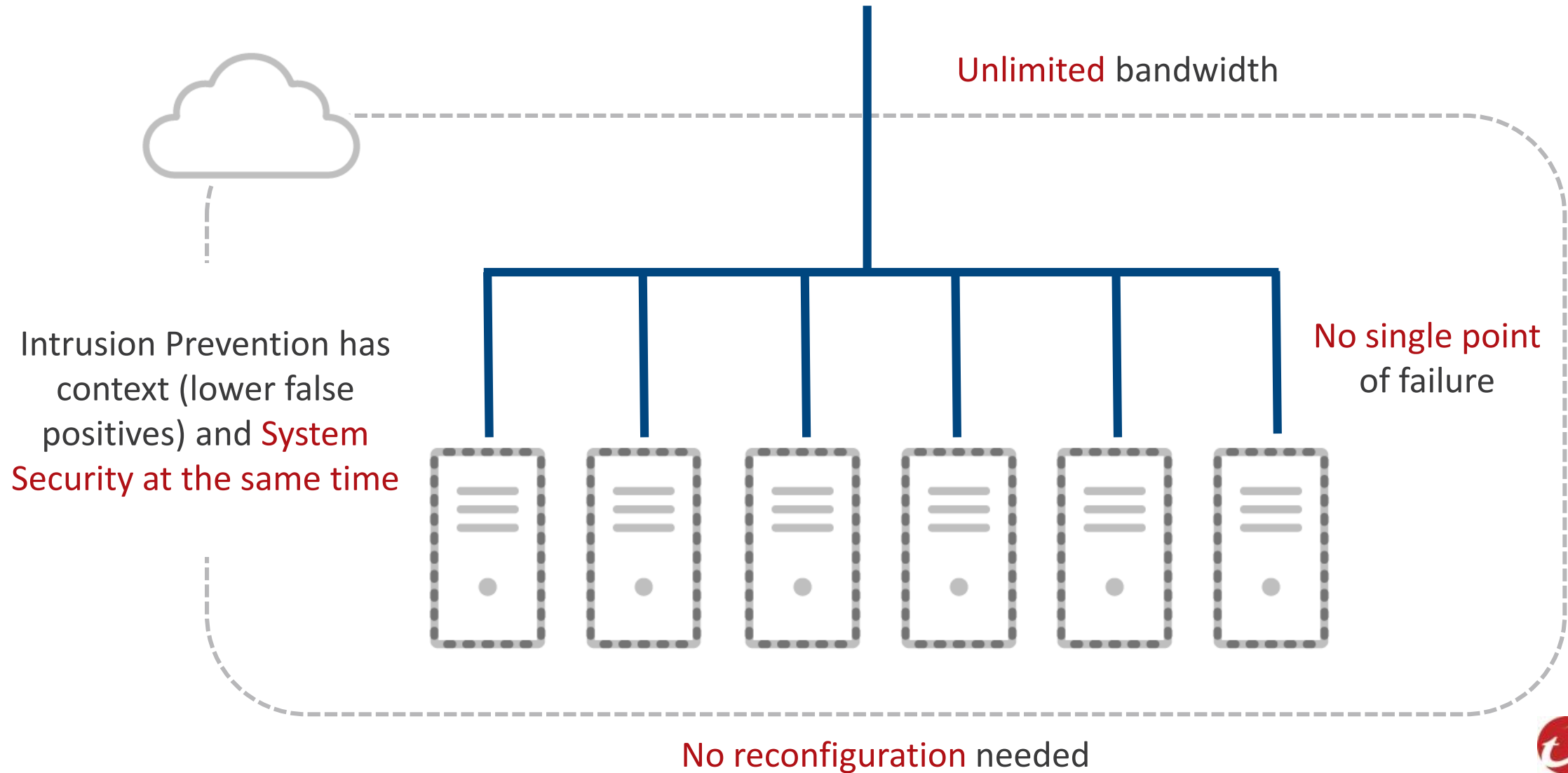
# #3

## I Should Always rely on a Perimeter Defense

# PERIMETER DEFENSES DON'T TRANSLATE TO CLOUD



# HOST-BASED IPS BEST FOR CLOUD



# VULNERABILITIES DON'T STOP OR GO AWAY



Shellshock



WannaCry



Erebus



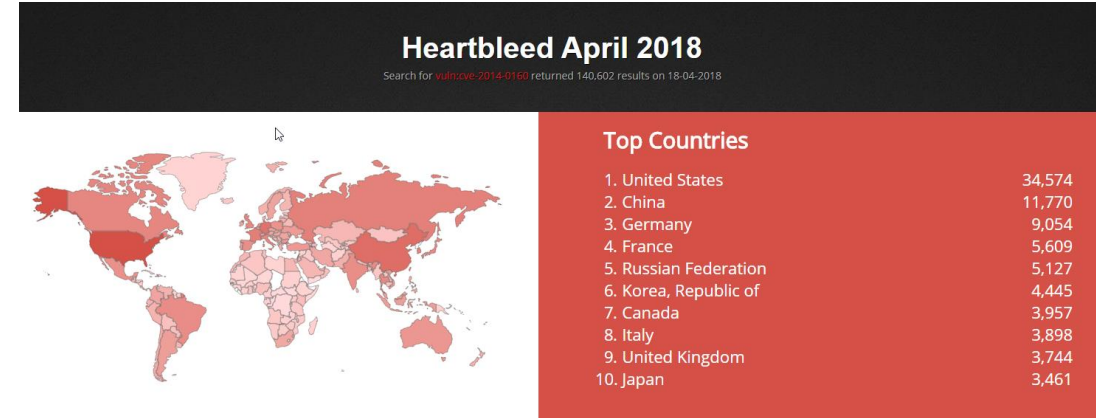
Heartbleed



Struts<sup>TM</sup> 2



Windows



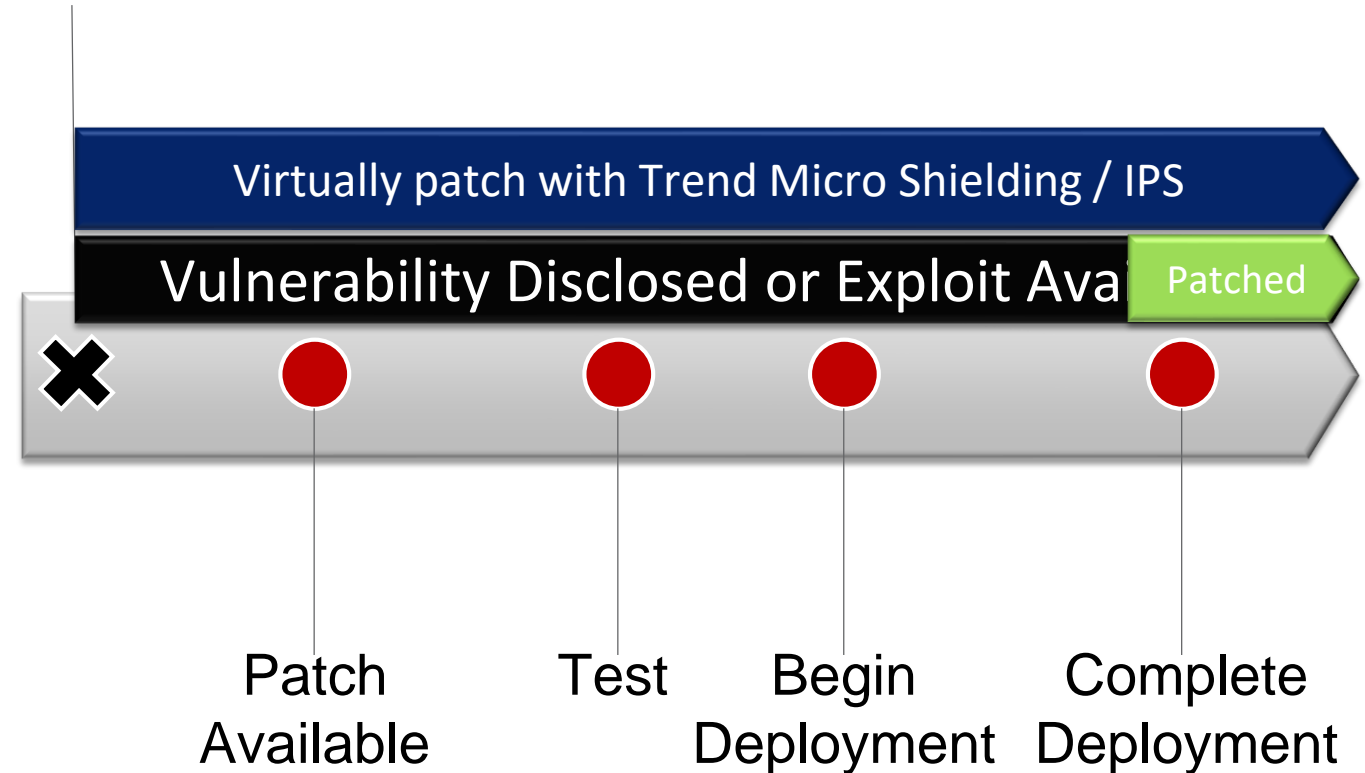
ZERO DAY  
INITIATIVE

**66.3%**  
of all published  
vulnerabilities in 2017



# VIRTUAL PATCHING AT THE HOST

- Reduce operational costs of emergency patching
- Protect systems where no patches will be provided
- Secure server and application-level vulnerabilities





# #4

I Shouldn't Trust The Cloud  
Service Provider – Cloud Is  
Insecure

Menu

amazon  
web services

English My Account Create an AWS Account



# AWS Cloud Security

## Benefits of the Shared Responsibility Model

Control the way you want to secure your data

While AWS manages security *of* the cloud, security *in* the cloud is the responsibility of the customer. Customers retain control of what security they choose to implement to protect their own content, platform, applications, systems and networks, no differently than they would in an on-site datacenter.




Shared Responsibility Model

[Learn more »](#)

Menu

amazon  
web services

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# AWS Cloud Compliance

Assurance programs for finance, healthcare, government and more.

I'd like information about Compliance in the Cloud »

Compliance

Cloud Security

Assurance Programs

Resources

Latest News

Testimonials

## Assurance Programs

From San Francisco to Singapore - We've got you covered

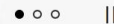
Certifications / Attestations

Laws, Regulations, and Privacy

Alignments / Frameworks

# Service Trust Preview

Security, privacy, and compliance information



## Compliance Reports

Third party independent audit and GRC assessment reports for Microsoft cloud services. Stay up to date on how Microsoft cloud services comply with global standards

## Trust Documents

Understand how Microsoft cloud services protect your data and how you can manage data security and compliance for your cloud services.

## Free Trial

To access protected resources on this site, you must sign in using your cloud service credentials. Don't have a subscription yet? Sign up for a free trial. You do not need to

## Microsoft Trust Center

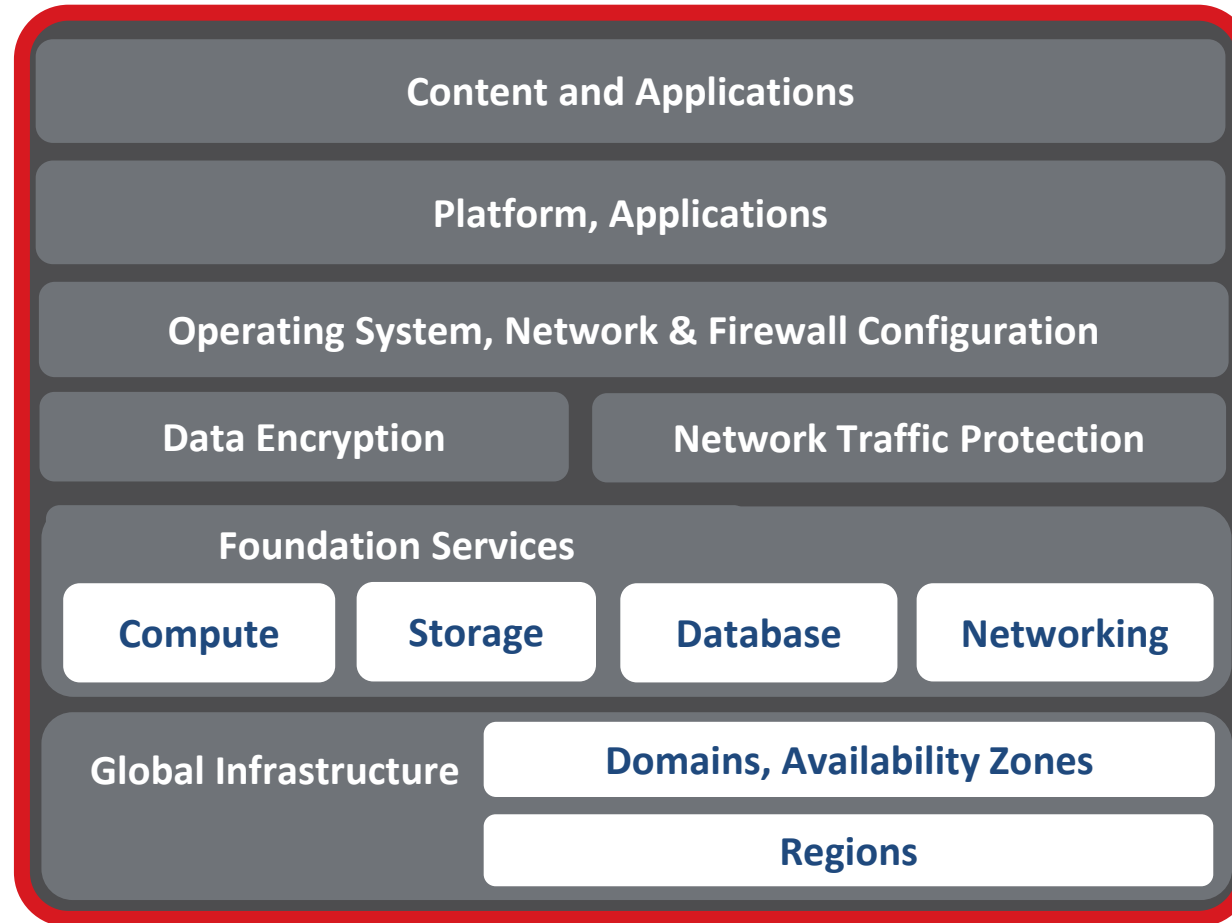
Get information specific to key organizational roles, including business managers, tenant admins, data security teams, risk assessment and privacy officers, and legal compliance



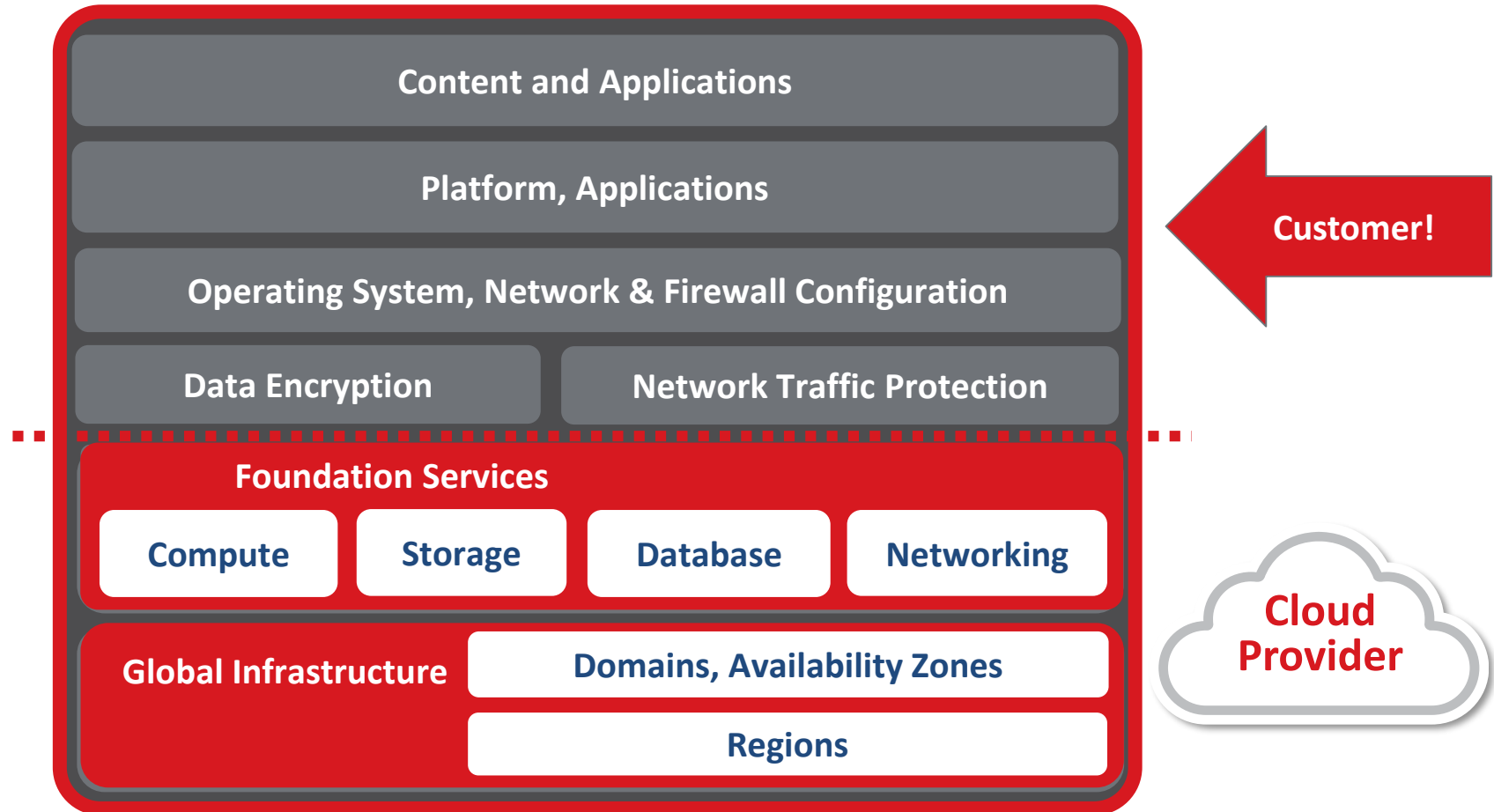
# #5

## Cloud Is The Hardest Part of Hybrid Cloud Security

# DATA CENTER SECURITY OWNERSHIP IS CLEAR



# RESPONSIBILITY IS SHARED IN THE CLOUD



# CLOUD DEPLOYMENTS CAN BE MORE SECURE

- Stricter access controls
- Continuous auditing
- Use multiple host-based controls deployed based on context
- Automated security operations





# The Top 5



# of Hybrid Cloud Security

# RECOMMENDATIONS

- Don't assume end-user Endpoint solutions are best-suited to protect cloud server workloads, which have vastly different protection requirements\*
- Due diligence to assess your environment
- Seek insights from Cloud & Virtualization security experts
- Invest in critical compliance program processes to enhance security and maintain compliance
- Look for vendors to support the security and visibility of workloads that span physical, virtual, multiple public cloud IaaS and containers\*
- Look for vendors to support native integration with VMware, AWS and Azure\*

\*2018 Gartner Security Strategies & Risk Management Summit

# Questions





**VIRTUAL GRAFFITI** INC

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