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Cisco Security Services

Winning the talent war with services

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About the presenter



- Security Services Lead Central Europe at Cisco
- 15+ years in Information Security
- Former Senior Manager at Deloitte
- Former Security Principal Presales at Symantec
- CISM, CISSP, ISO-27001 lead auditor/implementer
- Certified CoBIT and ITIL practitioner



Cisco Is All In With Security



“Security is Cisco’s #1 priority. We are going big and making strategic investments to become our customers’ and partners’ most **trusted** security **advisor**.”

John Chambers, Chairman, Cisco, April 2015



Trust and Quality



The security services business is about two things

- Establishing **Trust**
- Delivering **Quality**

Why Cisco?

- Customers **trust** us for our their networks, communications and security products.
- Cisco is the **#1 network security company** (RSA 2016 vote).
- We employ some of the **best security consultants and NCEs** on the market, and continue to make hires.
- Our strategic acquisitions allow us to serve an **end-to-end solution**, and not piece meal.
- We are known for **great products**, and our **services** are of equally high quality.



Today's Security Drivers



Advisory

+



Transformation

+



Run-the-business

Holistic Coverage Ensures Predictable Outcomes

PLAN

BUILD

RUN



Some big numbers up front



203 days

Amount of time a typical cyber attack goes undetected

Some big numbers up front



91%

of clients follow a risk-based cybersecurity framework

Some big numbers up front



65%

of clients collaborate with others to improve cybersecurity

Some big numbers up front



54%

of clients have a CISO in charge of the information security program

Some big numbers up front



49%

of clients conduct risk / threat assessments

Some big numbers up front



48%

of clients run analysis on security intelligence

Some big numbers up front



24%

of clients boosted their information security spending from 2015

Some big numbers up front



0%

of all clients have sufficient staff to combat information security threats

Some big numbers up front



WHY?

Security talent shortage



According to Gartner, there is a shortage of over **1 million** information security professionals globally...

Companies are therefore spending lots of money on silos of security products...

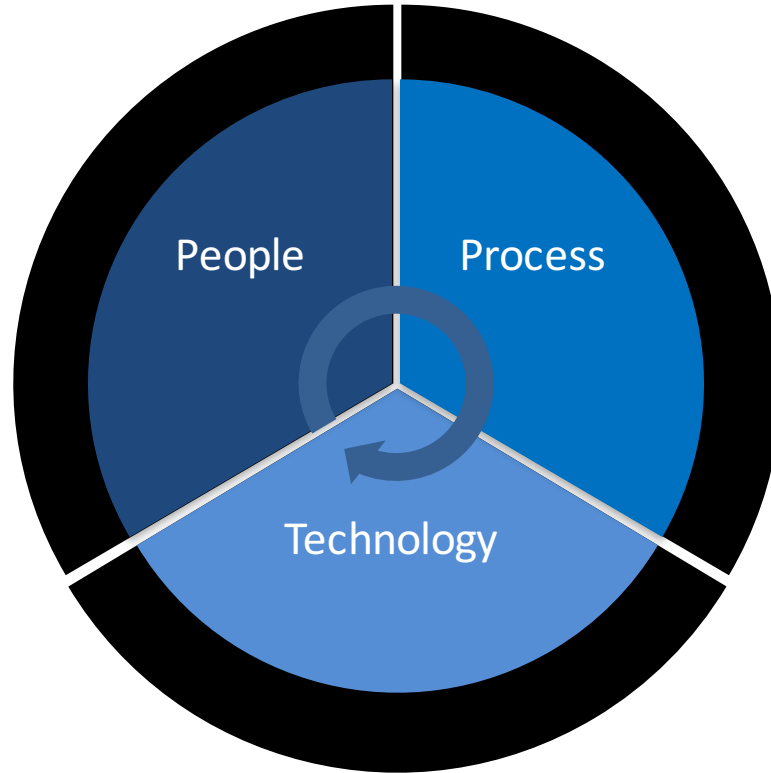
STOP IT! There's a more effective solution...



Cisco Security Services Overview



Cisco Security Services

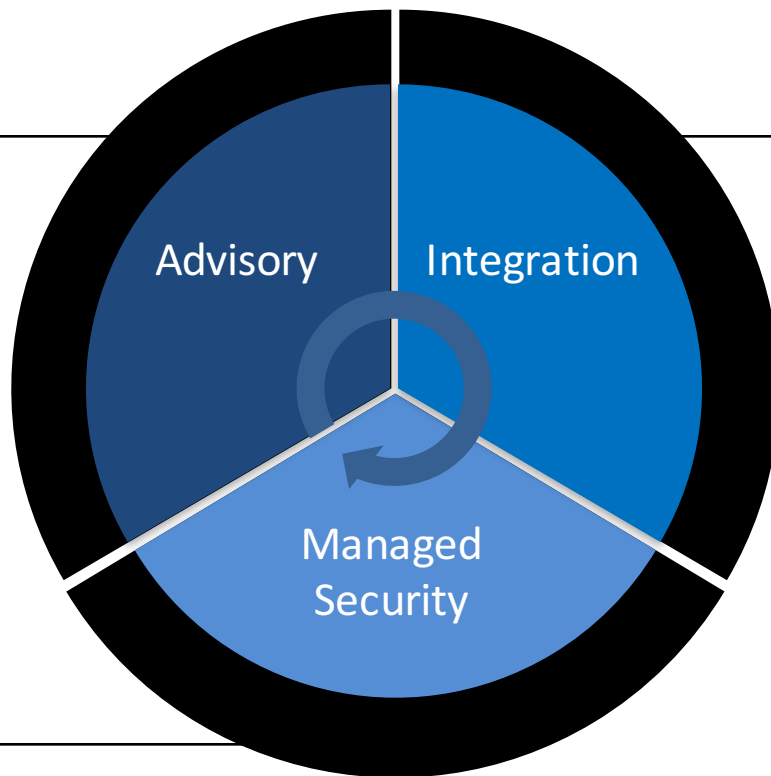


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Educating
the business

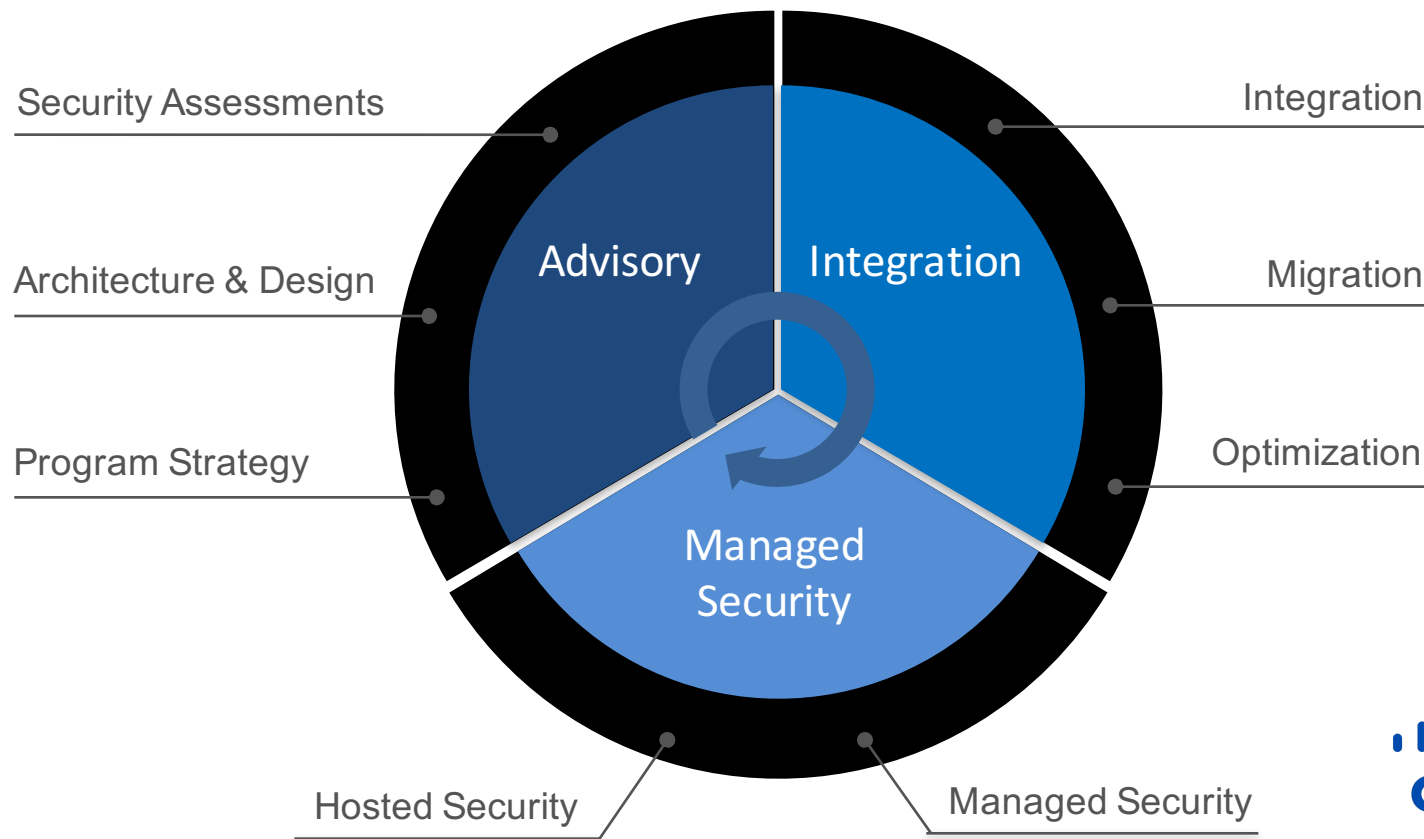
Running
the business



Transforming
the business



Cisco Security Services



Advisory Services



Program Strategy

- Transformational program
- Technology and Infrastructure Advisory
- Incident Readiness and Response
- Business Continuity

Architecture and Design

- Cloud, Mobile, and IoE
- Application and Infrastructure
- Identity and Access Management
- SOC Services

Assessments

- Security & Preparedness
- Compliance
- Risk Assessments
- Third Party Risk
- Red Team

Long-term Strategic Business Outcomes

Advisory Services



Incident Response

Application Sec. testing

SOC enablement

RED team exercises

Risk Assessments

Penetration testing

Selection of popular security advisory services across all industries

Integration Services



Integration

- NGFW / IPS
- Identity Services Engine
- TrustSec
- VPN (Anyconnect, DMVPN, etc)

Migration

- Juniper FW to Cisco FW
- Checkpoint FW to Cisco FW
- ISE version migration

Optimization

- Design Development and Review Support
- Deployment Support
- Performance Tuning
- Proactive Software Recommendations

Maximize Security Solution ROI

Integration Services



Identity Service Engine
implementation

TrustSec / VPN
integrations

Firewall migrations

Staff augmentation

Security optimization

Architecture design

Selection of popular security integration services across all industries

Managed Services

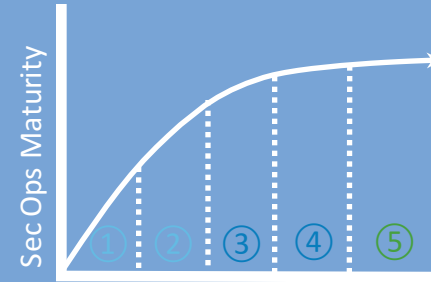


Hosted / Product Support

- Hosted Identity Services
- Remote Managed Services
 - Cisco product
 - Third party vendors

Managed Security and Operations

- Active Threat Analytics
 - Essential (1,2)
 - Enhanced (3,4)
 - Premier (5)



Transition and Transformation Management

Active Threat Analytics



Essential

- Security Device Management
- Collective Security Intelligence
- Log Collection
- Event Correlation
- Rule-Based Analytics
- Small physical equipment footprint
- Quarterly business reviews



Speed



Accuracy



Focus

Enhanced

- + Sourcefire and ThreatGrid
- + Statistical Anomaly Detection
- + NetFlow Generation
- + Protocol Metadata Extraction
- + Data Enrichment
- + Designated Investigations Manager
- + Medium equipment footprint



Speed



Accuracy



Focus

Premier

- + Hadoop/Big Data Analytics
- + Machine Learning
- + Full Packet Capture
- + Proactive Threat Hunting
- + Large equipment footprint
- + Monthly business reviews



Speed



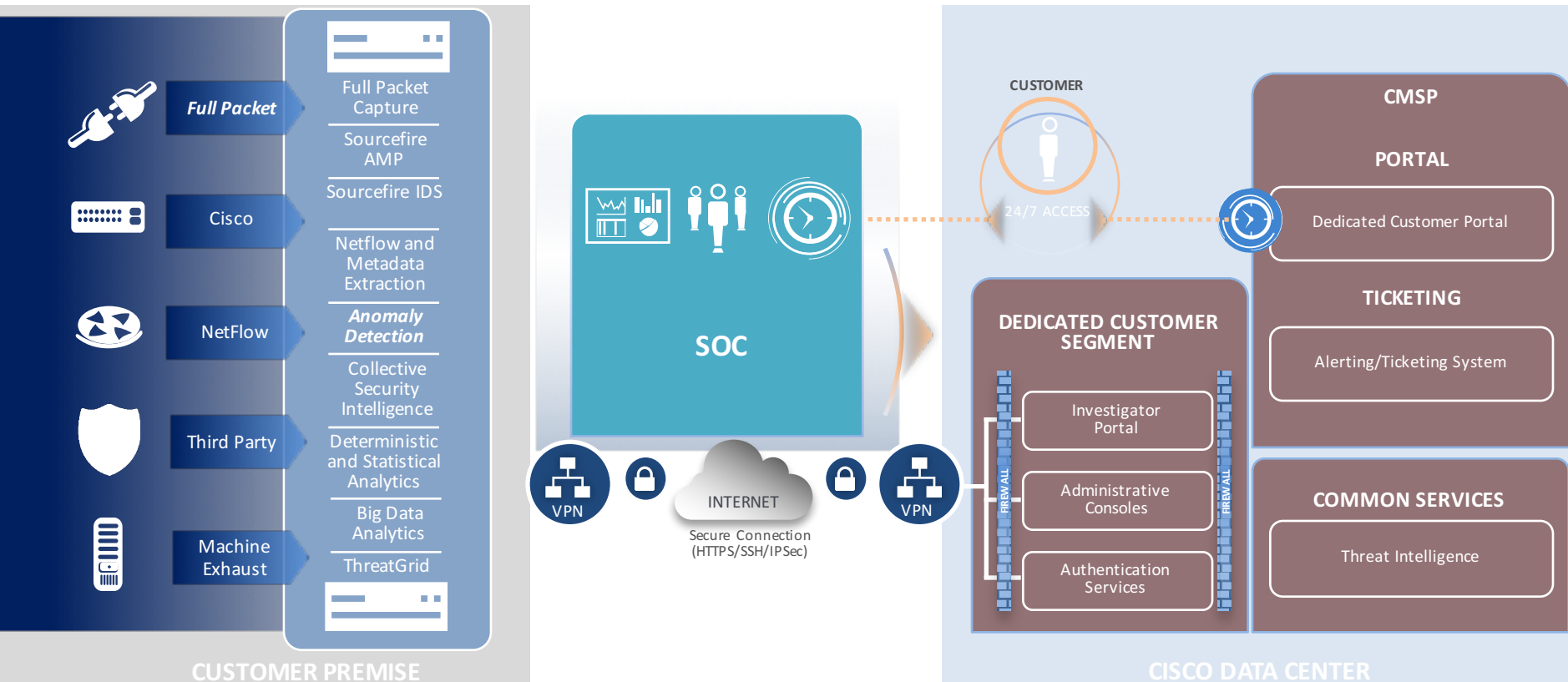
Accuracy



Focus



Active Threat Analytics Architecture Overview



Security Operation Centers



Americas

EMEAR

New: Krakow

APJC



Q&A



