Mortada Ayad

Sales Engineer

Helping organizations to be protected against cyberattacks by securing passwords, protecting endpoints, and controlling access to their assets

10,000+	180,000	1M+
Customers	IT Admins & Security Pros	Endpoints Protected

Washington DC

London

Australia

Inc. 500

Honoree BPtW 2015 BEST PLACES TO WORK WASHINGTON BUSINESS JOURNAL

Info Security Products Guide 2015 GLOBAL EXCELLENCE BRONZE

SC MAGAZINE AWARDS 2015 Europe FINALIST

SC MAGAZINE AWARDS 2015 FINALIST

BEST OF vmworld 2014 - and - BEST OF vmworld 2016

2015 BRONZE STEVIE WINNER FOR SALES & CUSTOMER SERVICE

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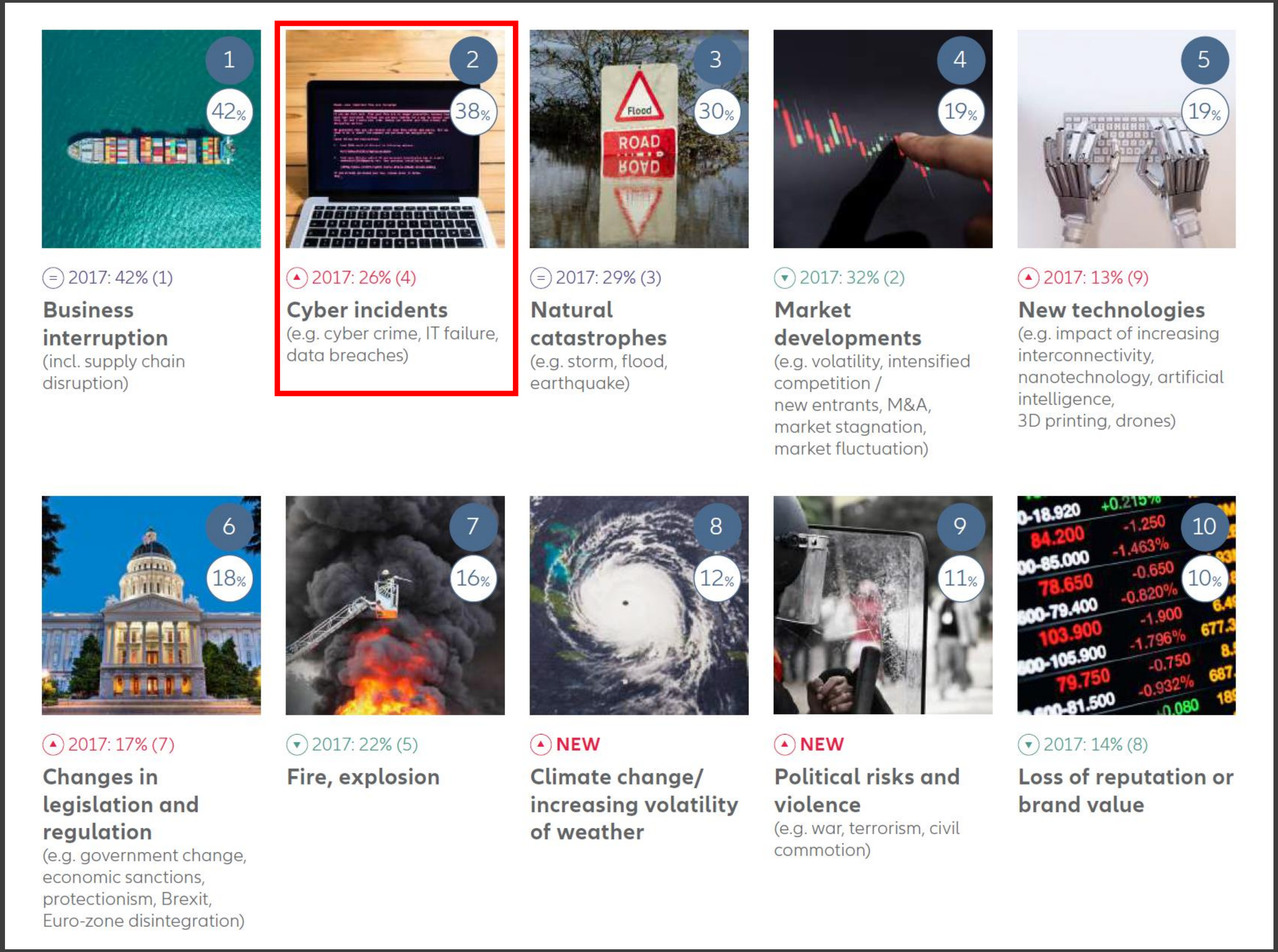
THE MOST IMPORTANT BUSINESS RISKS IN ASIA PACIFIC IN 2018



1 — 42%

= 2017: 42% (1)

Business interruption
(incl. supply chain disruption)

2 — 38%

▲ 2017: 26% (4)

Cyber incidents
(e.g. cyber crime, IT failure, data breaches)

3 — 30%

= 2017: 29% (3)

Natural catastrophes
(e.g. storm, flood, earthquake)

4 — 19%

▼ 2017: 32% (2)

Market developments
(e.g. volatility, intensified competition / new entrants, M&A, market stagnation, market fluctuation)

5 — 19%

▲ 2017: 13% (9)

New technologies
(e.g. impact of increasing interconnectivity, nanotechnology, artificial intelligence, 3D printing, drones)

6 — 18%

▲ 2017: 17% (7)

Changes in legislation and regulation
(e.g. government change, economic sanctions, protectionism, Brexit, Euro-zone disintegration)

7 — 16%

▼ 2017: 22% (5)

Fire, explosion

8 — 12%

▲ NEW

Climate change/ increasing volatility of weather

9 — 11%

▲ NEW

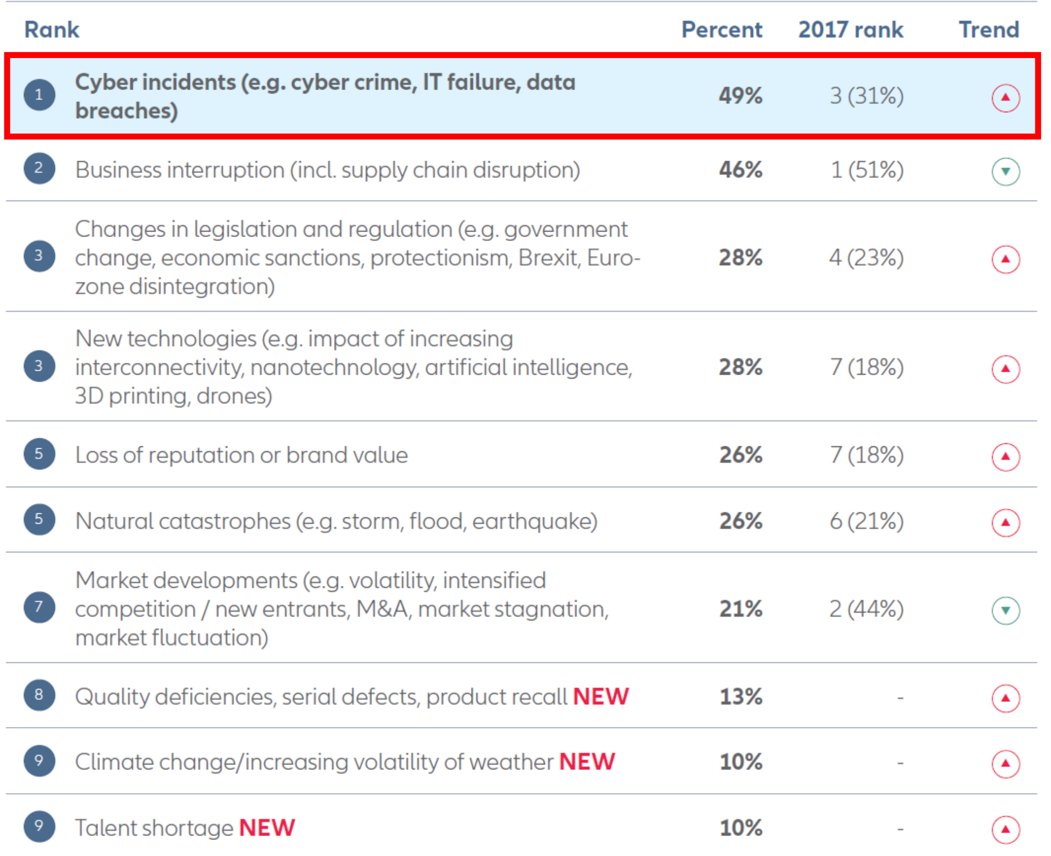
Political risks and violence
(e.g. war, terrorism, civil commotion)

10 — 10%

▼ 2017: 14% (8)

Loss of reputation or brand value

TOP 10 RISKS IN AUSTRALIA



Rank		Percent	2017 rank	Trend
1	**Cyber incidents (e.g. cyber crime, IT failure, data breaches)**	**49%**	3 (31%)	▲
2	Business interruption (incl. supply chain disruption)	**46%**	1 (51%)	▼
3	Changes in legislation and regulation (e.g. government change, economic sanctions, protectionism, Brexit, Euro-zone disintegration)	**28%**	4 (23%)	▲
3	New technologies (e.g. impact of increasing interconnectivity, nanotechnology, artificial intelligence, 3D printing, drones)	**28%**	7 (18%)	▲
5	Loss of reputation or brand value	**26%**	7 (18%)	▲
5	Natural catastrophes (e.g. storm, flood, earthquake)	**26%**	6 (21%)	▲
7	Market developments (e.g. volatility, intensified competition / new entrants, M&A, market stagnation, market fluctuation)	**21%**	2 (44%)	▼
8	Quality deficiencies, serial defects, product recall **NEW**	**13%**	-	▲
9	Climate change/increasing volatility of weather **NEW**	**10%**	-	▲
9	Talent shortage **NEW**	**10%**	-	▲

Source: Allianz Risk Barometer 2018: Appendix

80 %

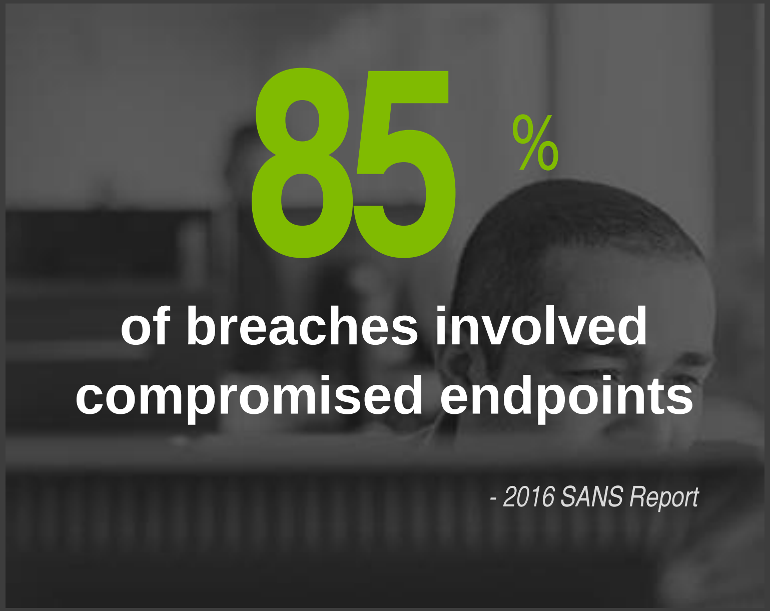
of breaches involve privileged credentials

- 2016 Forrester Wave
Privileged Identity Management

75 %

of breaches involved insider threat / abuse

- 2016 IBM Security Index
Security Index Report



85 %

of breaches involved compromised endpoints

- 2016 SANS Report

“Yahoo! Hack! How it Took Just One-Click…”

“Do you know spear-phishing was the only secret weapon behind the biggest data breach in the history? It’s true, as one of the Yahoo employees fell victim to a simple phishing attack and clicked one wrong link that let the hackers gain a foothold in the company's internal networks.

- The Hacker News
March 2017
Phishing / Account Theft

“Who is Anthony… and why is Google suing him?”

“The lawsuit filed… accuses him of stealing 14,000 confidential files about [their] self-driving technology, including detailed designs of proprietary circuit boards and the laser ranging LiDAR systems, when he was employed there

- The Hacker News
March 2017
Insider Theft

“Hacking Attack Has Security Experts Scrambling to Contain Fallout.”

“The global efforts came less than a day after malicious software, transmitted via email and stolen from the National Security Agency, targeted vulnerabilities in computer systems in almost 100 countries in one of the largest “ransomware” attacks on record.”

- New York Times
May 2017
WannaCry Attack

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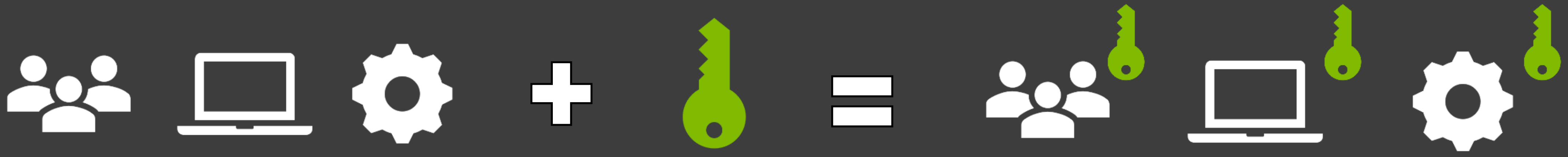
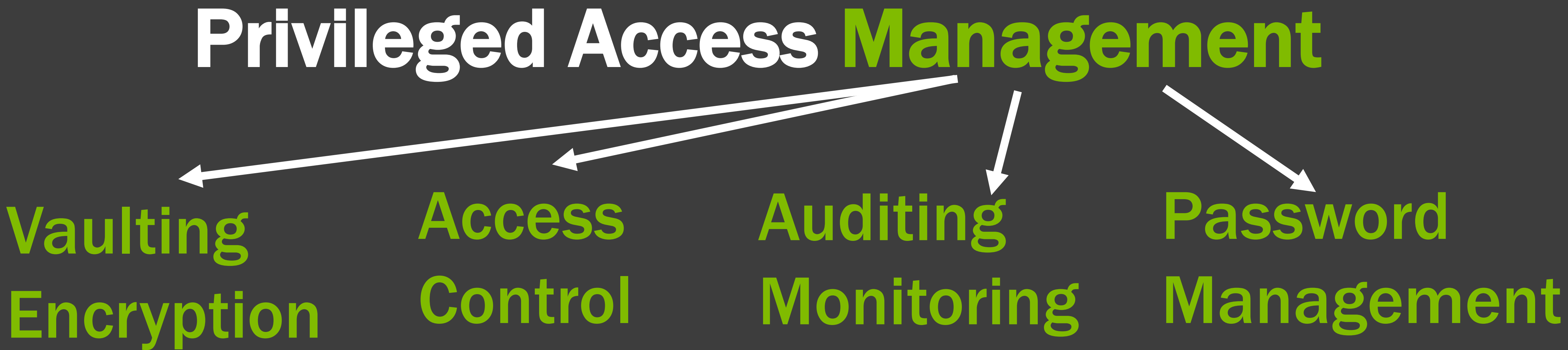
What is a Privileged Account and how do you manage it?



Users, Computers, Applications + PRIVILEGE = PRIVILEGED Users, PRIVILEGED Computers PRIVILEGED Applications



Privileged Access Management

- Vaulting Encryption
- Access Control
- Auditing Monitoring
- Password Management

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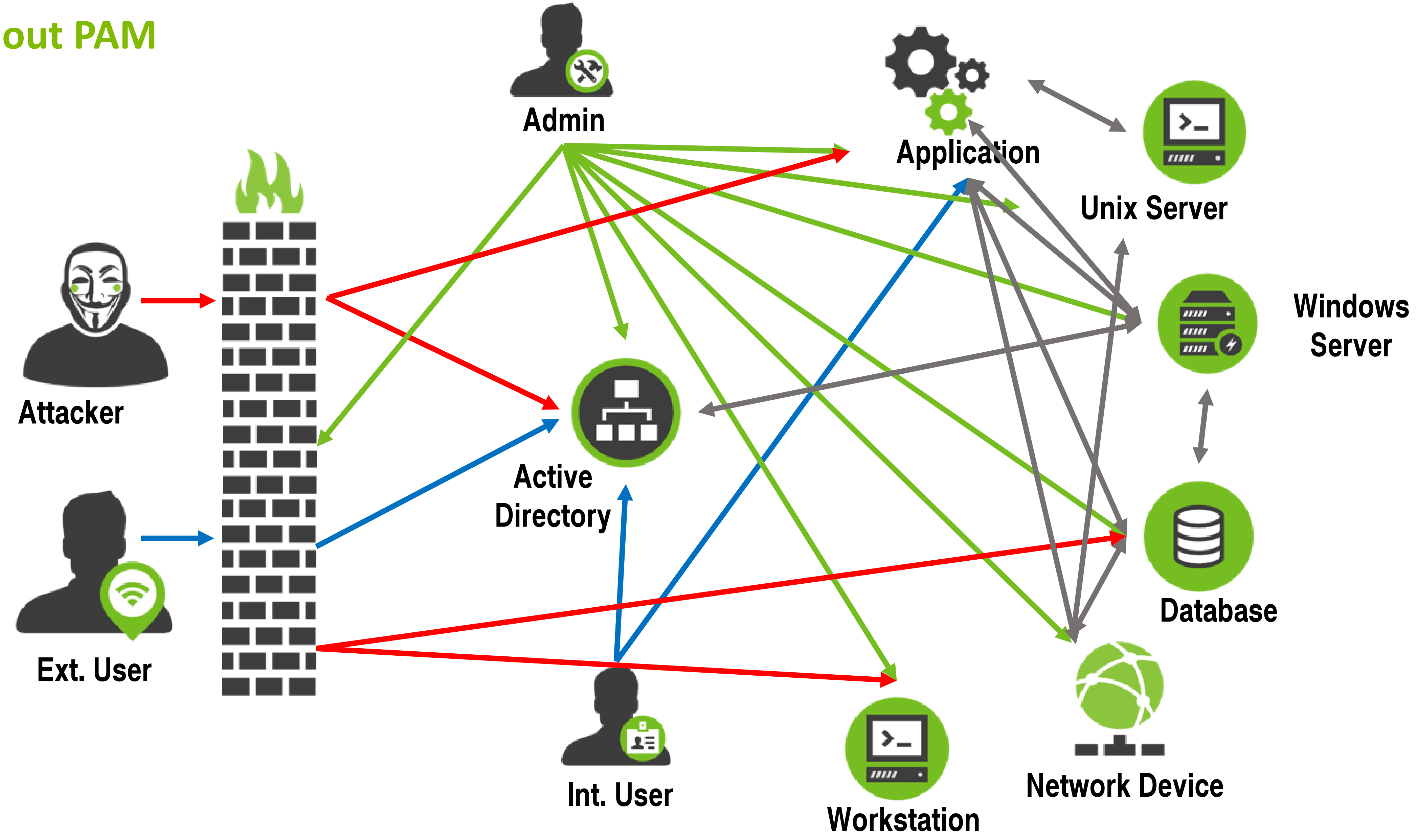
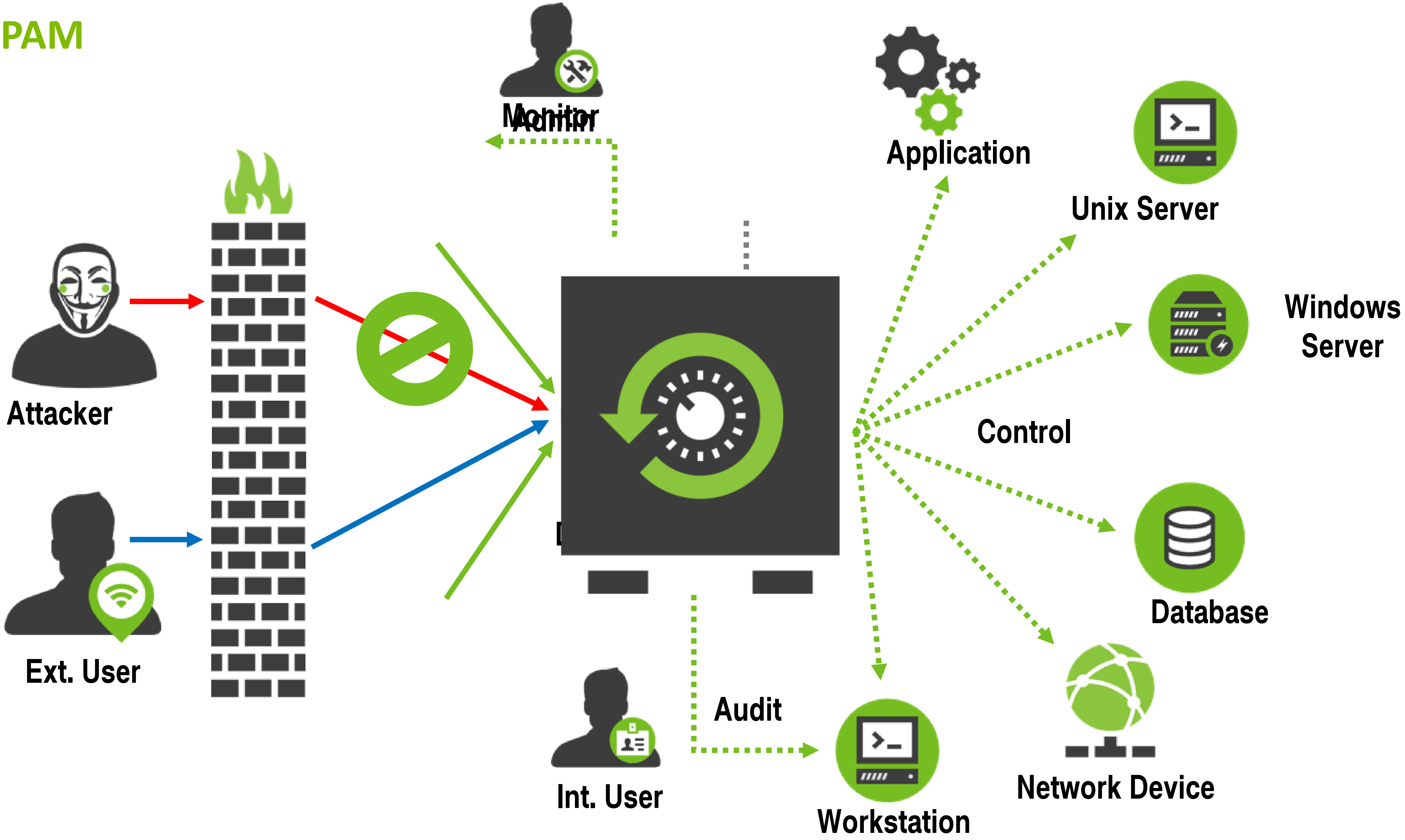
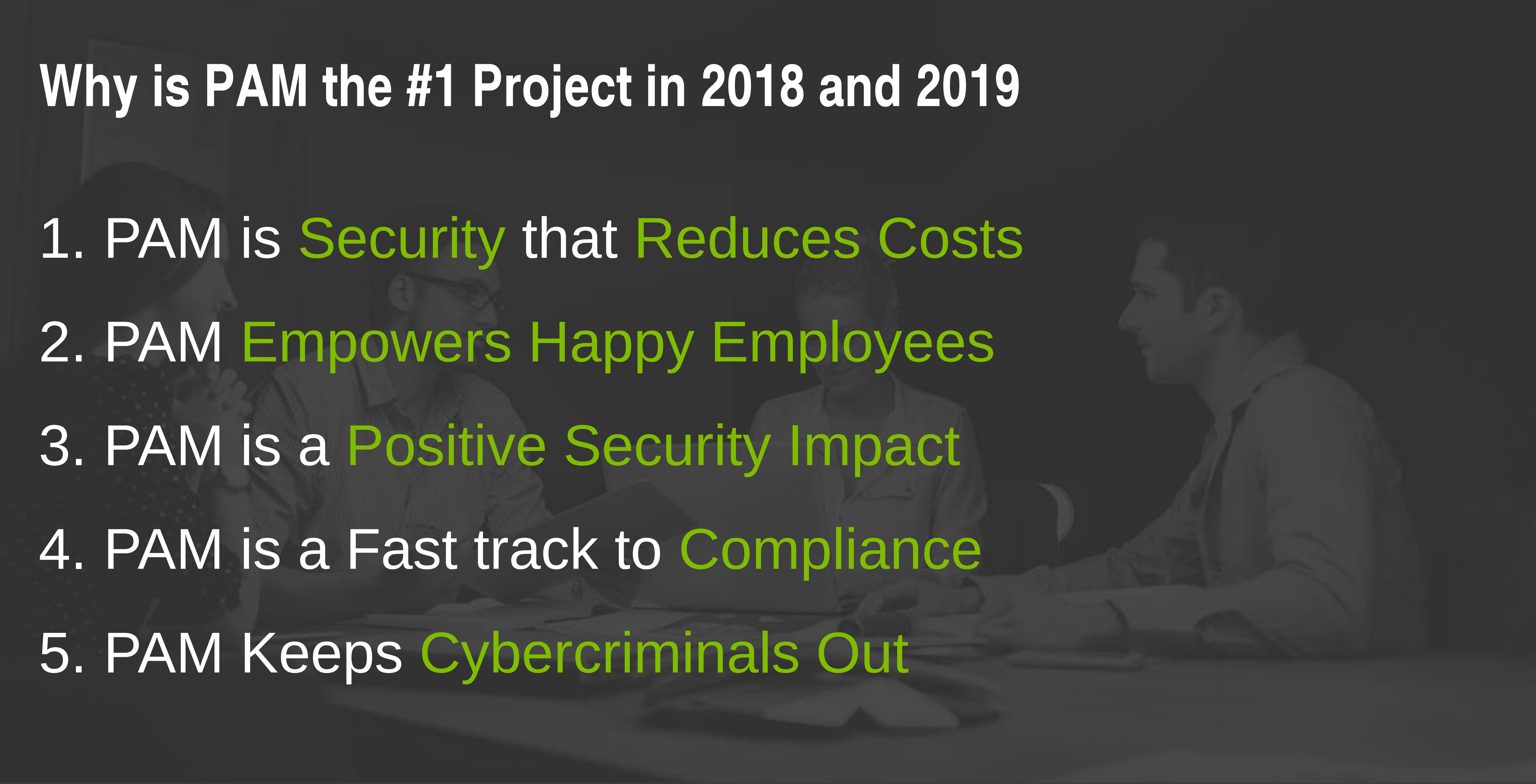
Without PAM


Admin
Application
Unix Server
Windows Server
Attacker
Active Directory
Ext. User
Database
Int. User
Workstation
Network Device

With PAM


Monitor
Admin
Application
Unix Server
Windows Server
Attacker
Control
Ext. User
Database
Audit
Int. User
Workstation
Network Device

Why is PAM the #1 Project in 2018 and 2019



1. PAM is Security that Reduces Costs

2. PAM Empowers Happy Employees

3. PAM is a Positive Security Impact

4. PAM is a Fast track to Compliance

5. PAM Keeps Cybercriminals Out

Australian Government
Australian Signals Directorate

ACSC
AUSTRALIAN CYBER SECURITY CENTRE

TOP 4 Key Strategies to Mitigate over 85% of Cyber Security Incidents:

1. Application Whitelisting
2. Patch Applications
3. Patch OS’s
4. Limit Admin Privileges

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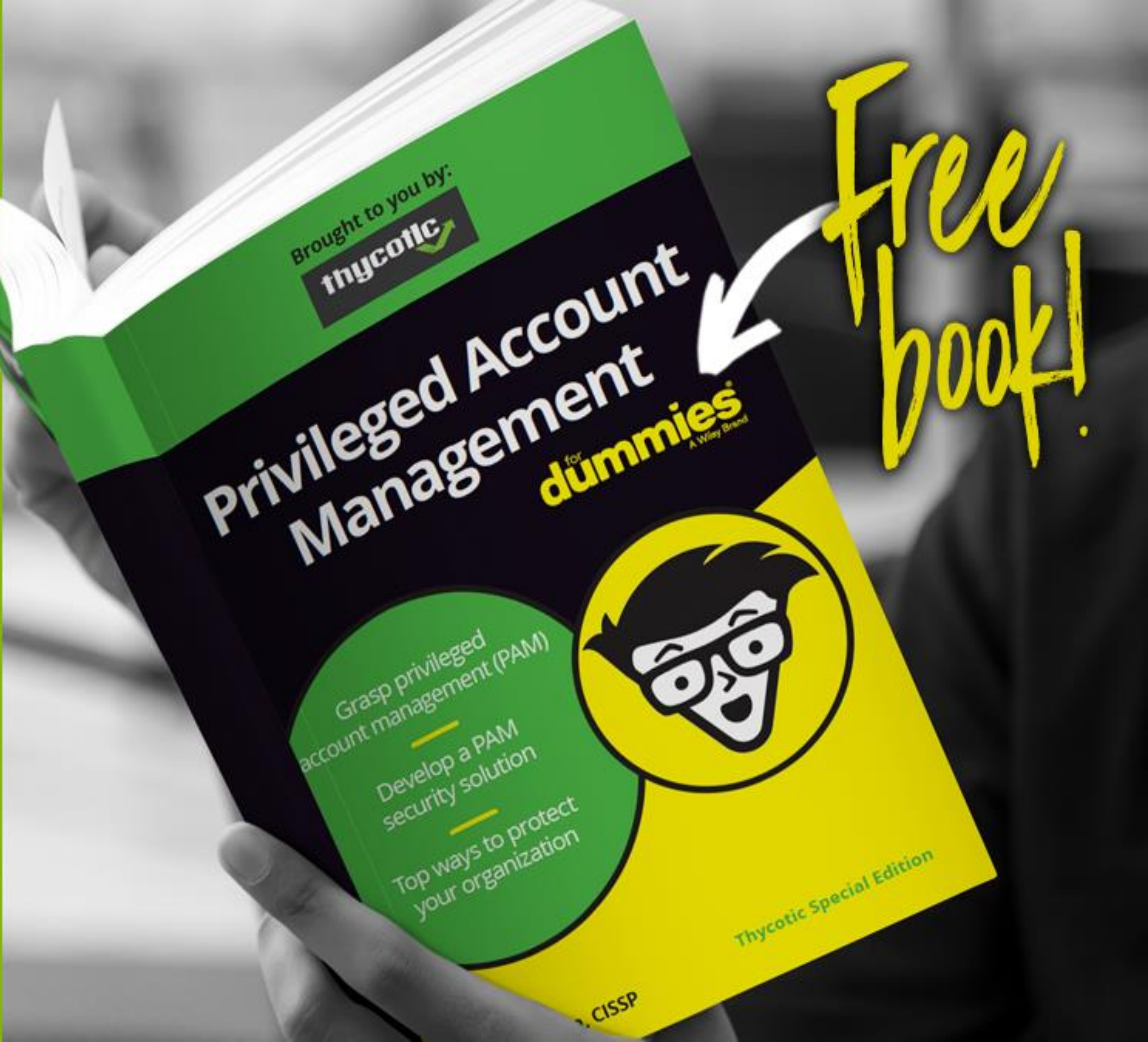
CYBER SECURITY STAKEHOLDERS:

MUST READ

FREE BOOK:

“Privileged Account Management for Dummies”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