

Welcome !!

Computerlinks University

18 Ottobre 2005

Norberto Gazzoni
Channel Manager

Internet Security Systems



 **INTERNET | SECURITY | SYSTEMS®**

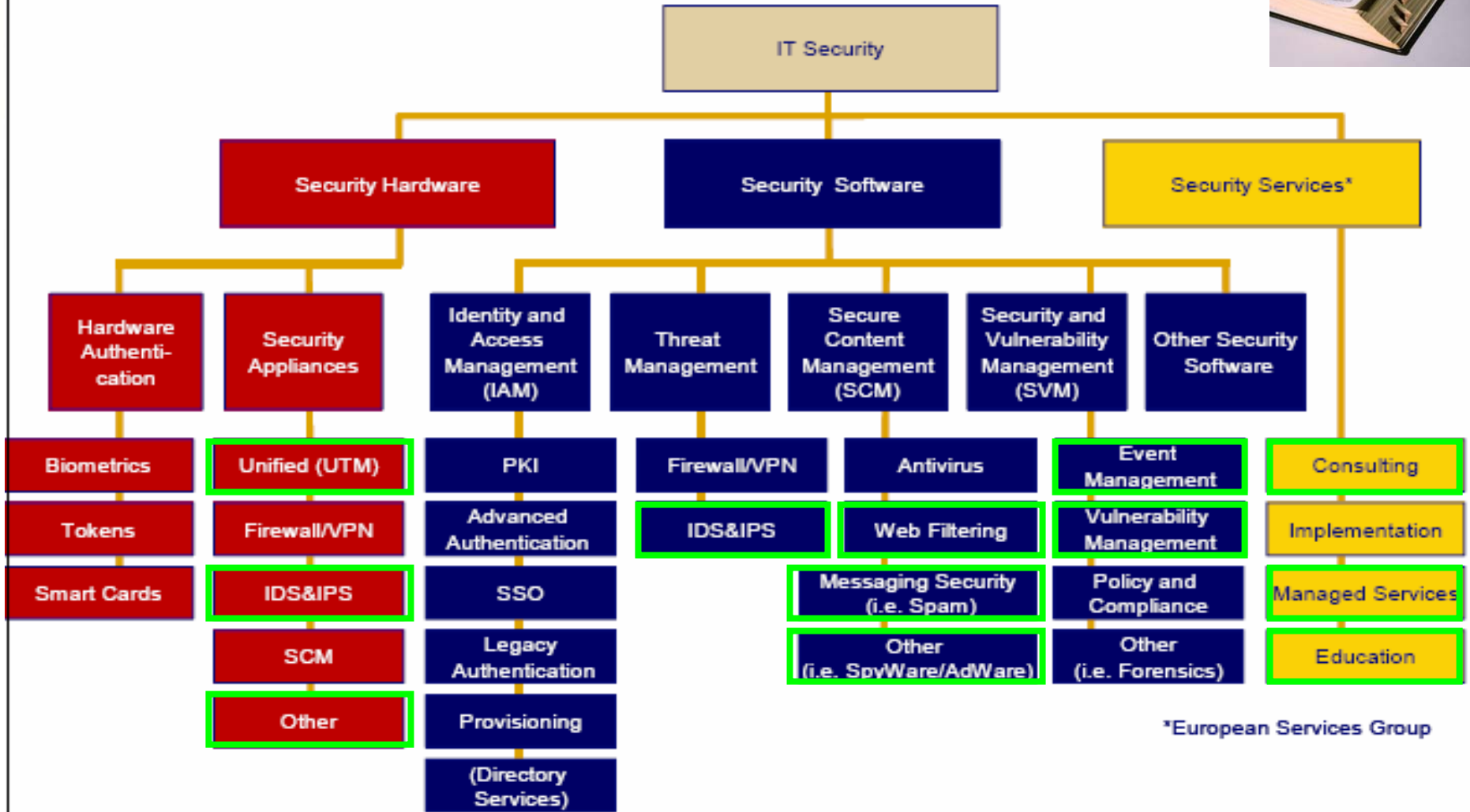
Computerlinks University Agenda

- Security Market

- ISS Company - ESP Messaging
- Product & Solutions Overview
- ISS and the Channel
- Supporting tools for Partners

Security Market Segmentation : Software, Hardware and Services

IDC Security Taxonomy, 2005



*European Services Group

Source: IDC, 2005

The ISS Market Opportunity

<u>Product/Service</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>CAGR</u>
Vuln Assessment	\$516.0	\$603.8	\$694.3	\$784.6	15.0%
Network IDS/IPS appliances	\$356.6	\$499.3	\$624.1	\$717.7	26.3%
Server IDS/IPS	\$248.5	\$285.7	\$312.4	\$332.8	10.2%
Corp Personal FW	\$163.7	\$230.8	\$301.6	\$369.8	31.2%
URL Filtering	\$421	\$522	\$645	\$786	23.1%
Anti-spam	\$593	\$829	\$1,087	\$1,380	32.5%
UTM (Proventia M)	\$225.0	\$517.5	\$828.0	\$1,324.8	80.6%
Security Services (MSS/PSS)	\$12,210	\$14,488	\$17,284	\$20,591	19.0%
Total	\$14,733.8	\$17,976.1	\$21,776.4	\$26,286.7	21.3%

ISS Worldwide Market Share Recap

ISS is #1 in the following worldwide markets:

- **Overall IDS/IPS: 26% (IDC)**
- **IDS/IPS Software: 30% (IDC)**
- **Network IDS/IPS Software: 47% (IDC)**
- **Corporate Desktop Firewall: 20% (IDC)**
- **Network VA: 25% (IDC)**

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ISS Mission

***To be the premier provider of
enterprise protection solutions and
our customer's trusted security
provider.***

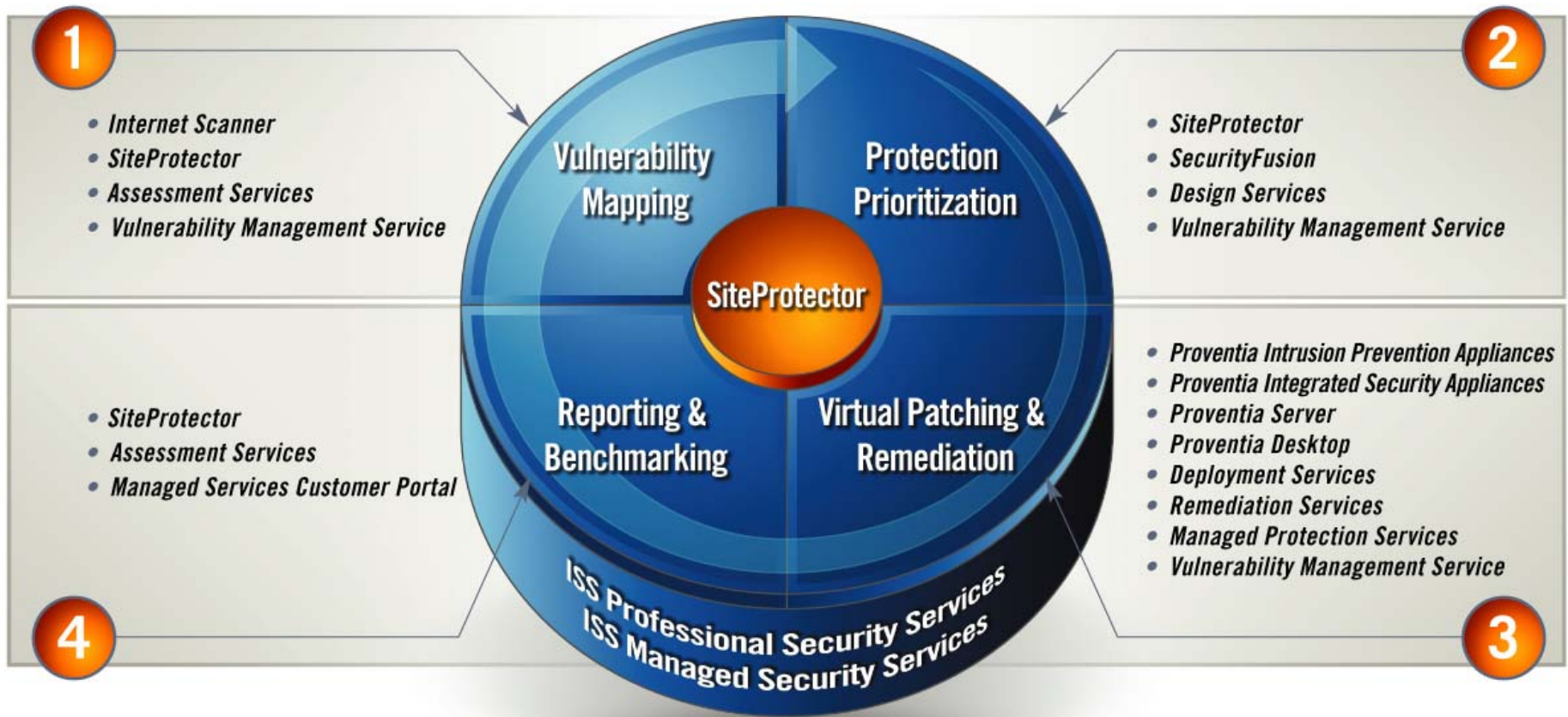
ISS Company Background

- **World's leading independent IT security provider**
- **Founded in 1994**
- **Headquartered in Atlanta**
- **1998 IPO – NASDAQ: ISSX**
- **1,200 employees in 25 countries**
- **Pioneer and world leader in intrusion prevention**
- **Pioneer and world leader in vulnerability assessment**
- **2004 revenues ~ \$290 million**
- **Profitable, no debt, \$238 million in cash and marketable securities**

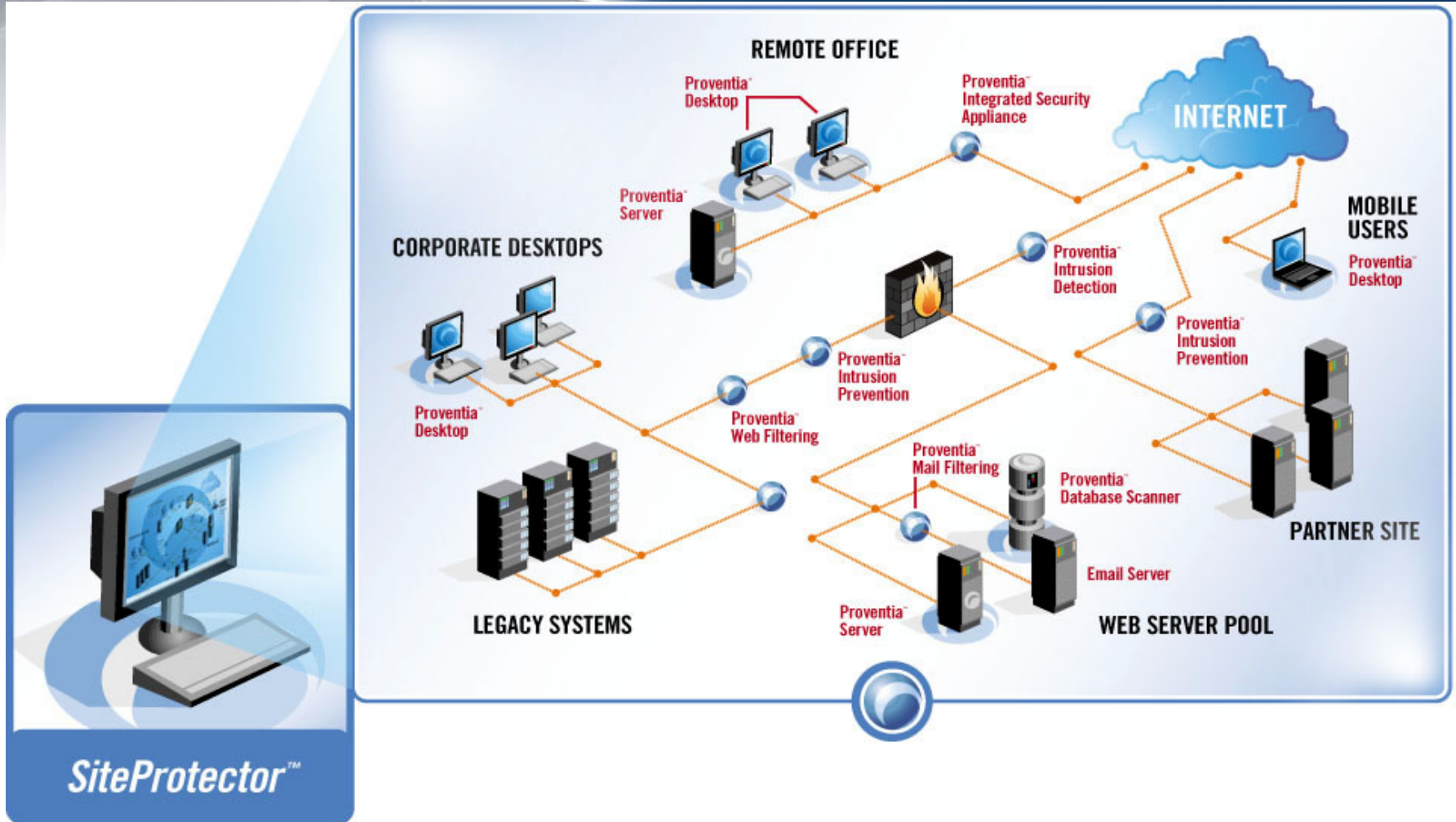


Proventia ESP – Product & Service View

The Proventia® Enterprise Security Platform (ESP) – a Product/Service View

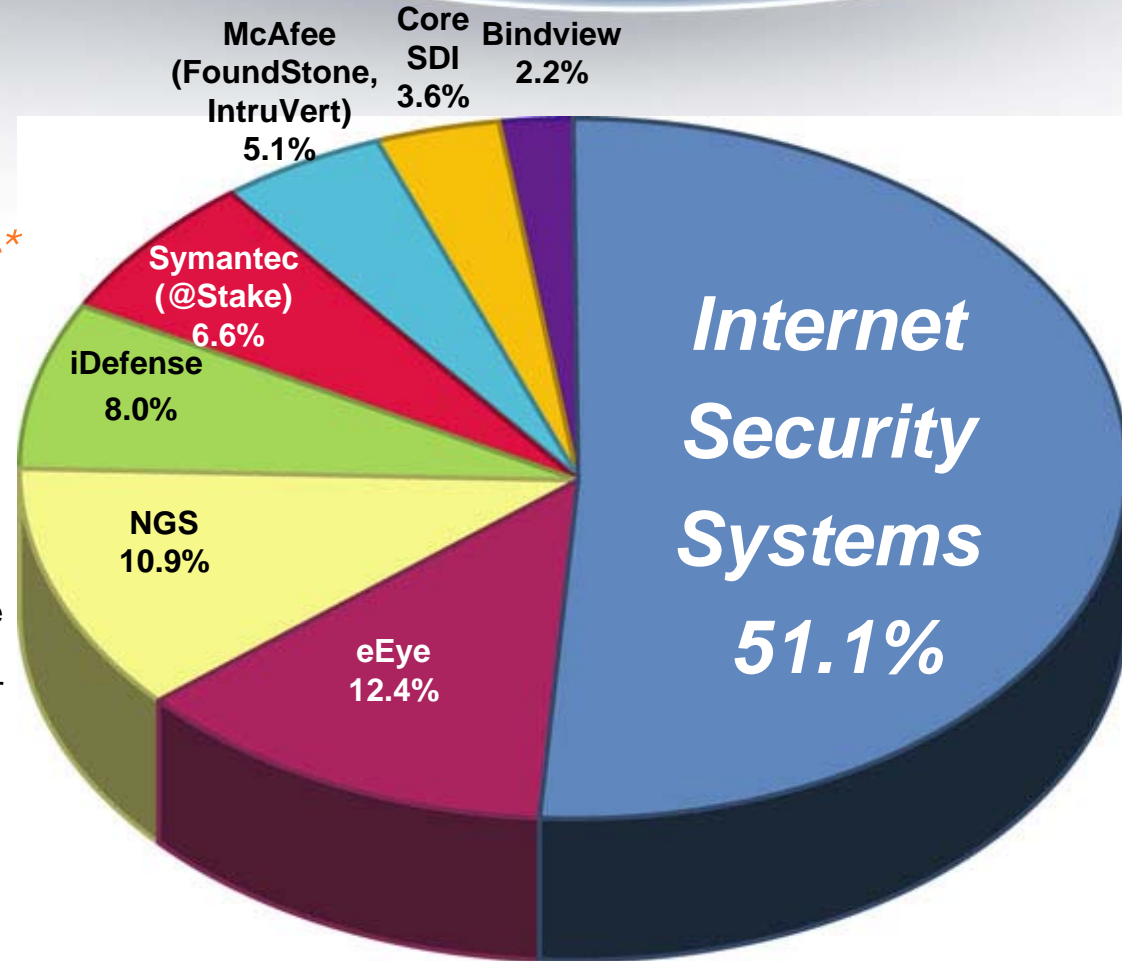


Unified Central Management: SiteProtector



ISS X-Force: Core Differentiator

High Risk Vulnerabilities 1998-2005**



- * High risk vulnerabilities are comprised meet the following combination of conditions:
- lead to remote compromise (compromise over a network)
 - do not require user interaction to exploit
 - do not require authentication to exploit

** As of Q1 2005

Source: Frost & Sullivan, April 2005

X-Force Threat Analysis Service

Internet Security Systems, Inc. - X-Force Threat Analysis Service - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Mail Print

INTERNET SECURITY SYSTEMS™
X-Force Threat Analysis Service

MY ANALYSIS ASSESSMENT ALERTS / ADVISORIES WORMS / VIRUSES VULNERABILITIES PREFERENCES IN THE NEWS

Attack Metrics: GO Additional Resources: GO

5-Day Alertcon Forecast Threat Condition Trends Latest Alerts / Advisories

TODAY WED THU FRI SAT

ALERTCON 2 2 1 1 1

My Vulnerabilities - Summary

Summary	Selected New Today	Selected Total	All Vulns New Today	All Vulns Total
APIs and Libraries	0	487	0	489
Application	1	4556	1	4587
Browser	0	400	0	401
Database	0	461	0	462
FTP Server	0	341	0	342
Mail Client	0	171	0	173
Mail Server	0	399	0	401

Latest Alerts / Advisories

- ▲ X-FORCE™ Vulnerability in Microsoft Windows Messenger Service (10/15/2003)
- ▲ X-FORCE™ Microsoft RPC Race Condition Denial of Service (10/15/2003)
- ▲ Multiple Vulnerabilities in SSL/TLS Implementations (10/01/2003)

Latest Worms / Viruses

- ▼ I-Worm.Sober (10/28/2003)
Aliases: none known
- ▼ Adware-SAHAgent (10/28/2003)
Aliases: none known
- ▼ Spyware-DCToolbar (10/28/2003)
Aliases: none known
- ▼ W32.HLLW.Gaobot.BH (10/28/2003)
Aliases: none known
- ▼ W32.Sober@mm.enc (10/28/2003)
Aliases: W32/Sober@MM [McAfee], I-Worm.Sober [Kaspersky], W32/Sober-A [Sophos], WORM_SOBER.A [Trend]. Sober [F-Secure], W32/Sober.A@mm [Frisk], W32/Sober.A [Norman], Win32/Sober.A [Eset]. Win32.Sober.A

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Products and Solutions Overview

- **Proventia Network Intrusion Detection (A-series)**
- **Proventia Network Intrusion Prevention (G-series)**
- **Proventia Integrated Security Appliance (M-series)**
- **Proventia Desktop**
- **Security Management - SiteProtector**

Positioning
Advantages
Deployment options

Proventia A-series - Positioning



- **The Appliance with Proven Intrusion Detection technology**
 - High speed deep traffic analysis
 - Multiple methods of detection
 - Automatic updates from the X-Force – the world leader in security research and vulnerability detection

- **Security Camera looking for:**
 - Threats
 - Exploits, Vulnerabilities, Hackers, Worms, Denial of Service, etc.
 - Misuse
 - Usage patterns, P2P File Sharing, etc.
 - Forensics
 - Record the events of what happened.

Proventia A-Series – Features & Advantages

■ Feature: Managed by SiteProtector™

Benefit

■ Advantage:

■ Simple, centralized management

Centralisation

■ Advanced correlation with SiteProtector™ SecurityFusion™ Module

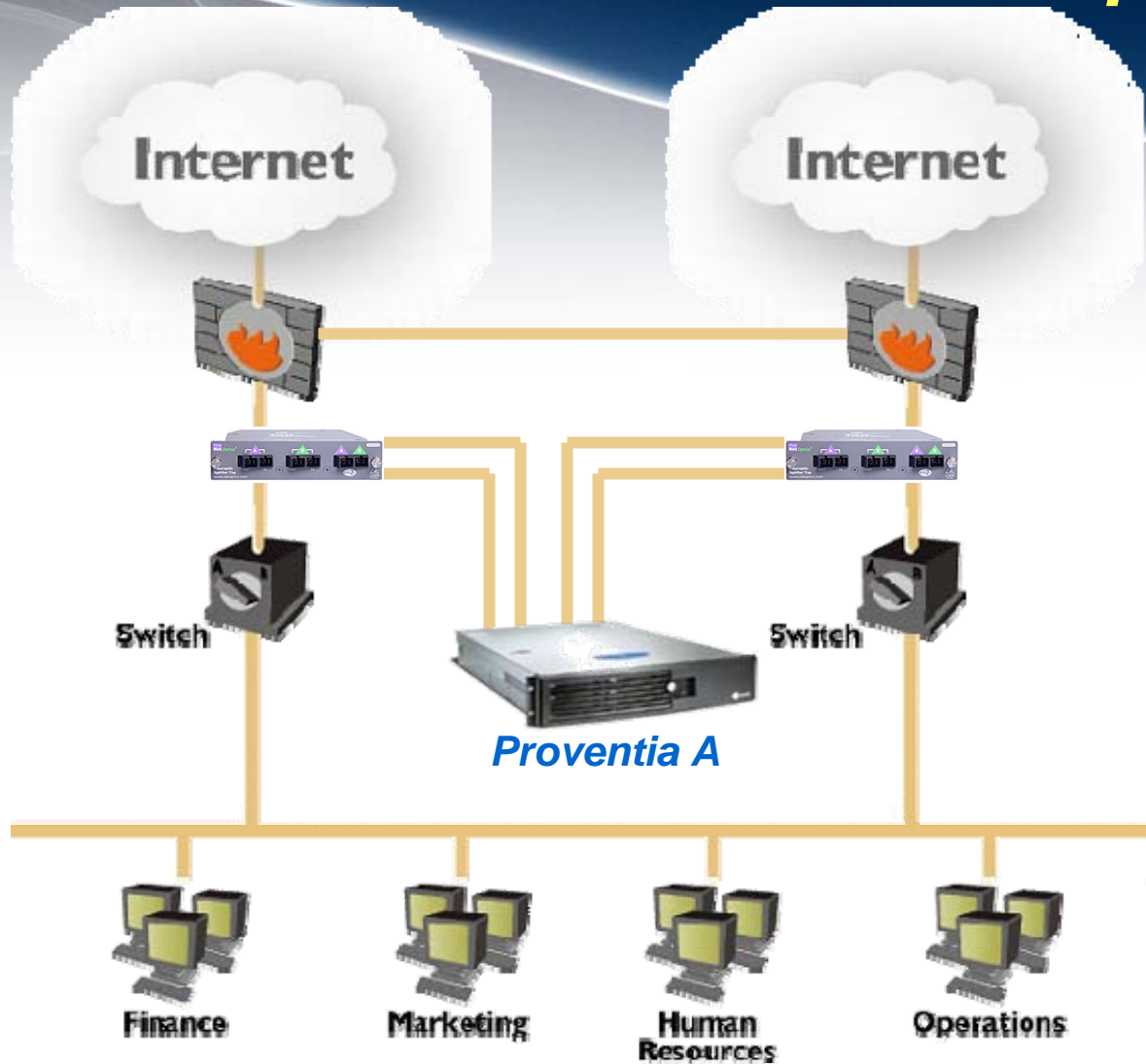
■ Control multiple devices and protected systems with minimum staff and operational costs

Reduces Operational Costs

■ X-Press Updates applied remotely with SiteProtector

■ Enterprise View on your Security

Proventia A-series - Deployment



Introducing Proventia G series



Proventia™ G Series appliances are inline intrusion prevention systems (IPS) that automatically block malicious attacks while preserving network bandwidth and availability

Proventia G-series - Positioning

- **Intrusion Prevention that works**
 - Proactive Inline blocking of known and unknown threats (more than 600 threats out of the box)
 - Blocks unwanted traffic (e.g. Peer-to-Peer protocols) and therefore preserves bandwidth for legitimate applications
- **Provide real-time intrusion prevention, without disrupting normal network traffic.**
- **Proventia G Series appliances complement your gateway firewall.**
- **Free up valuable IT resources to focus on other critical projects.**



NSS
approved

Proventia G-Series – Features & Advantages

- Feature: X-Press Updates™ & Virtual Patch

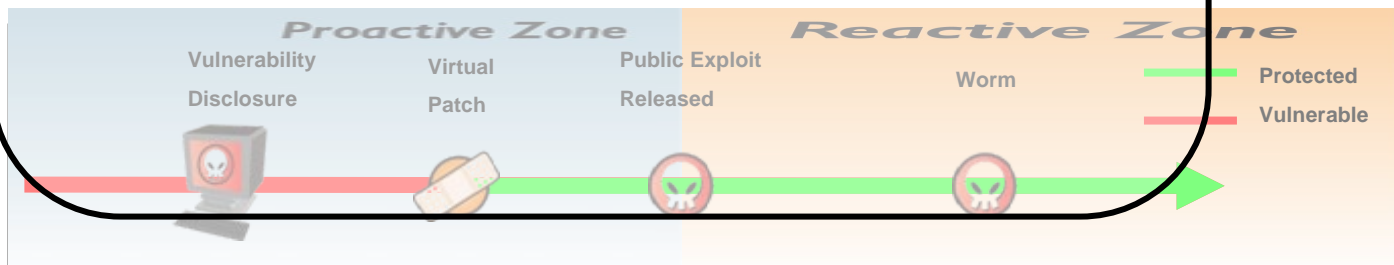
- Advantage:

- Based on X-Force™ security intelligence, Industry leading security research group
- First to market Open Security Updates
- Pro-Active Protection through Virtual Patching

Benefit

Virtual Patching

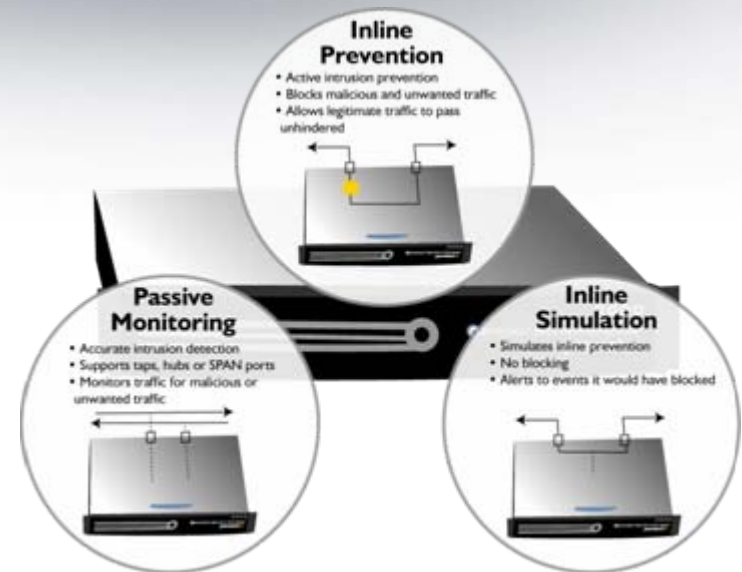
reduces Cleanup Costs



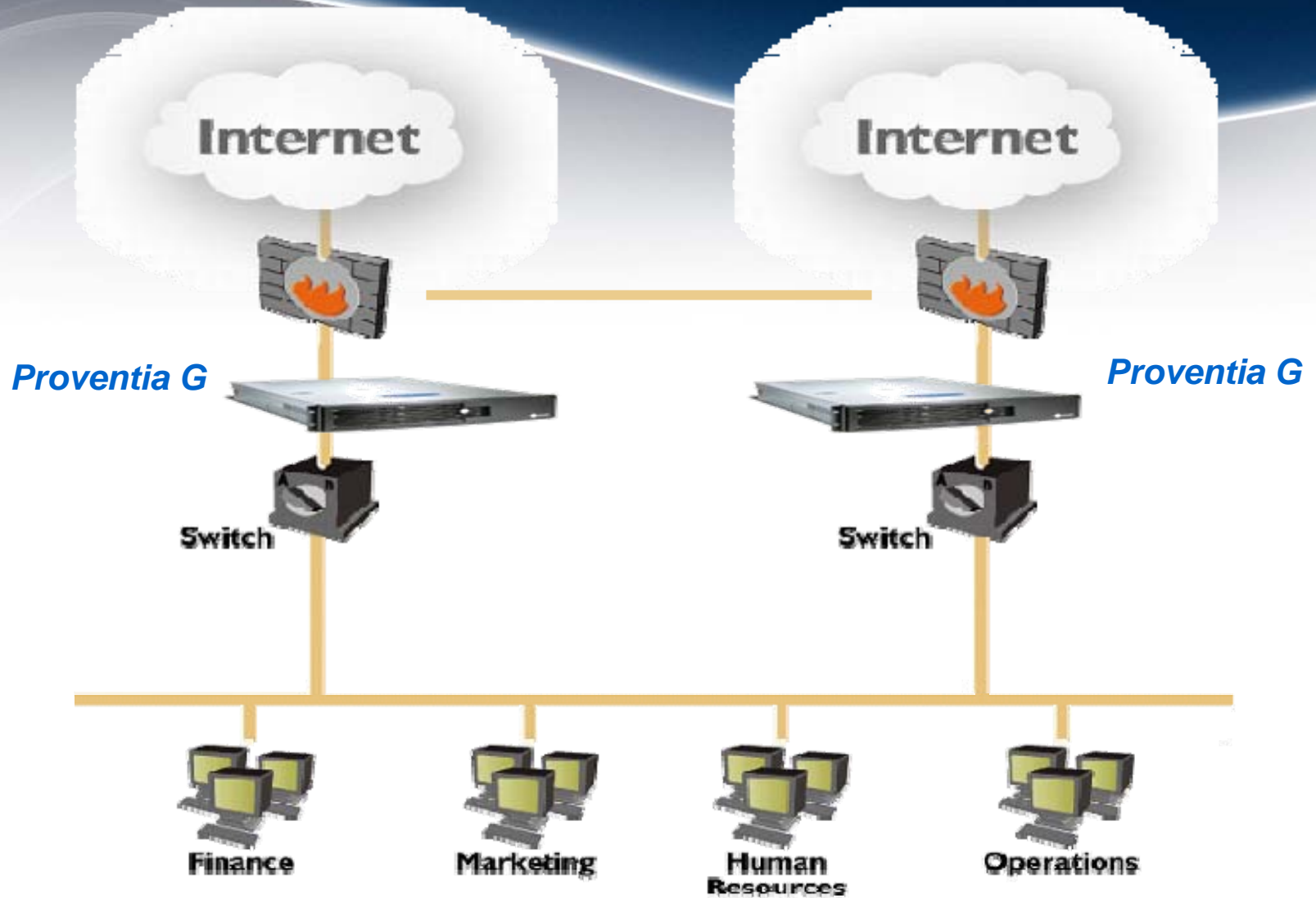
Proventia G series - Differentiators

Proventia G series:

- **Intrusion Prevention System**
- **3 operational modes**
 - Passive monitoring (A202)
 - Inline Simulation
 - Inline Protection
- **Has impact on the network (small latency)**
- **Invisible on the network (Stealth & Layer 2)**
- **Built-in bypass feature (Fail Open)**



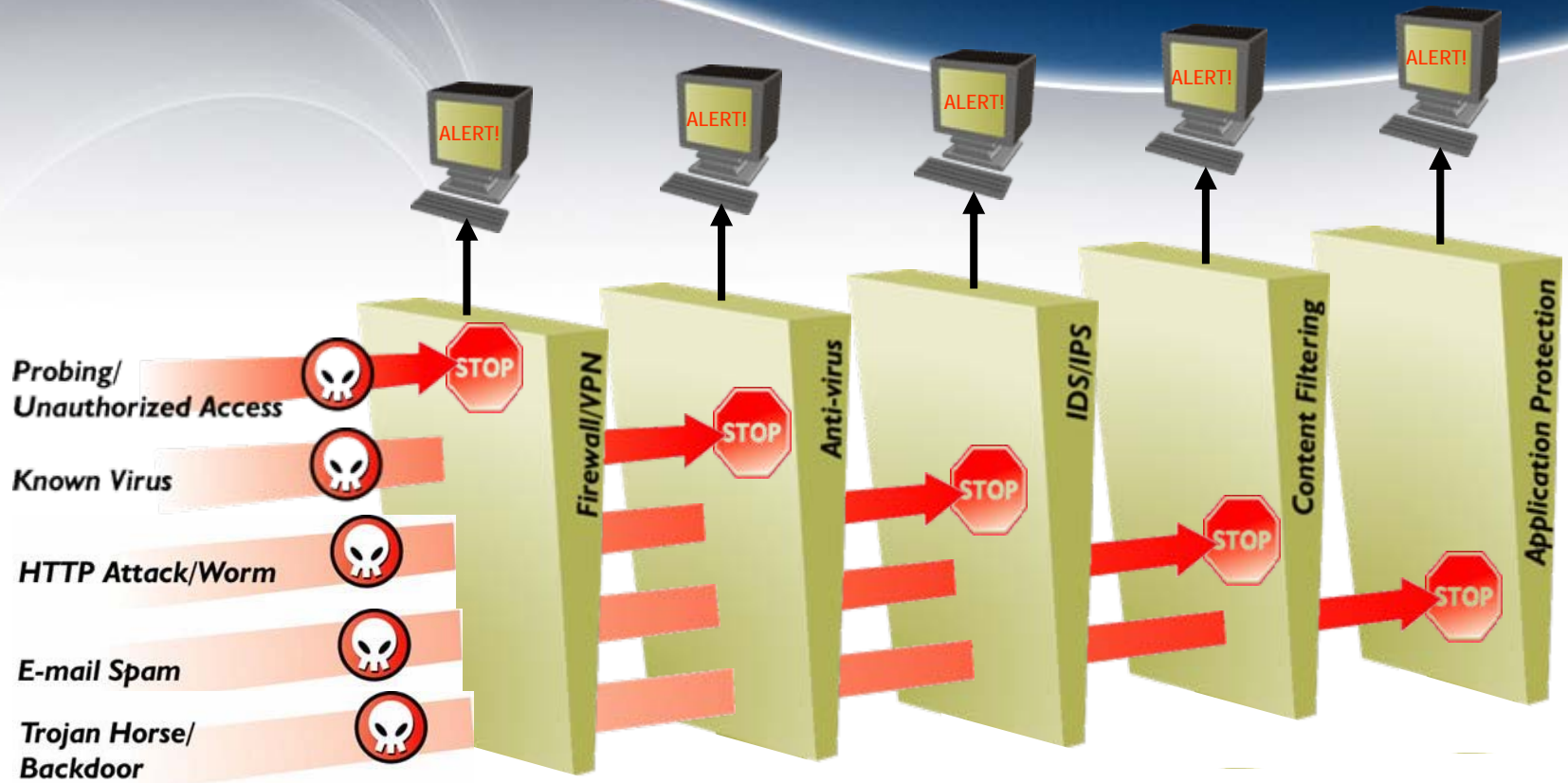
Proventia G-series – Supports HA architecture



Proventia M Integrated Security Appliance



Individual Point Product and Management



Proventia M-series – Features & Advantages

■ Feature: *Unified Protection Architecture*

Benefit

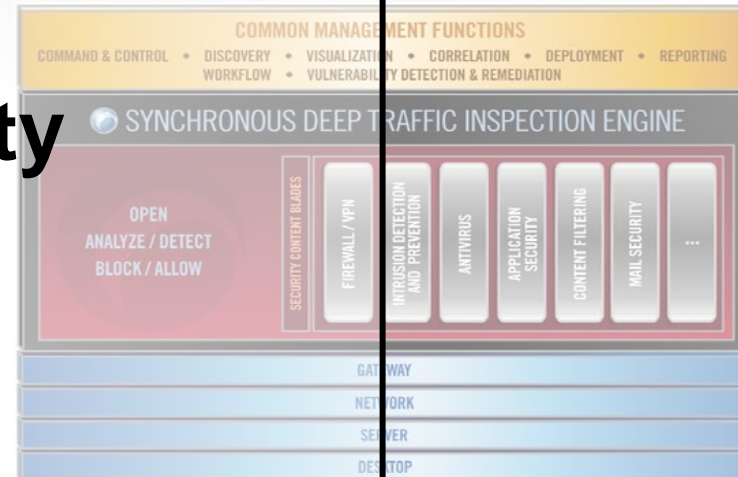
■ Advantage:

Better Security

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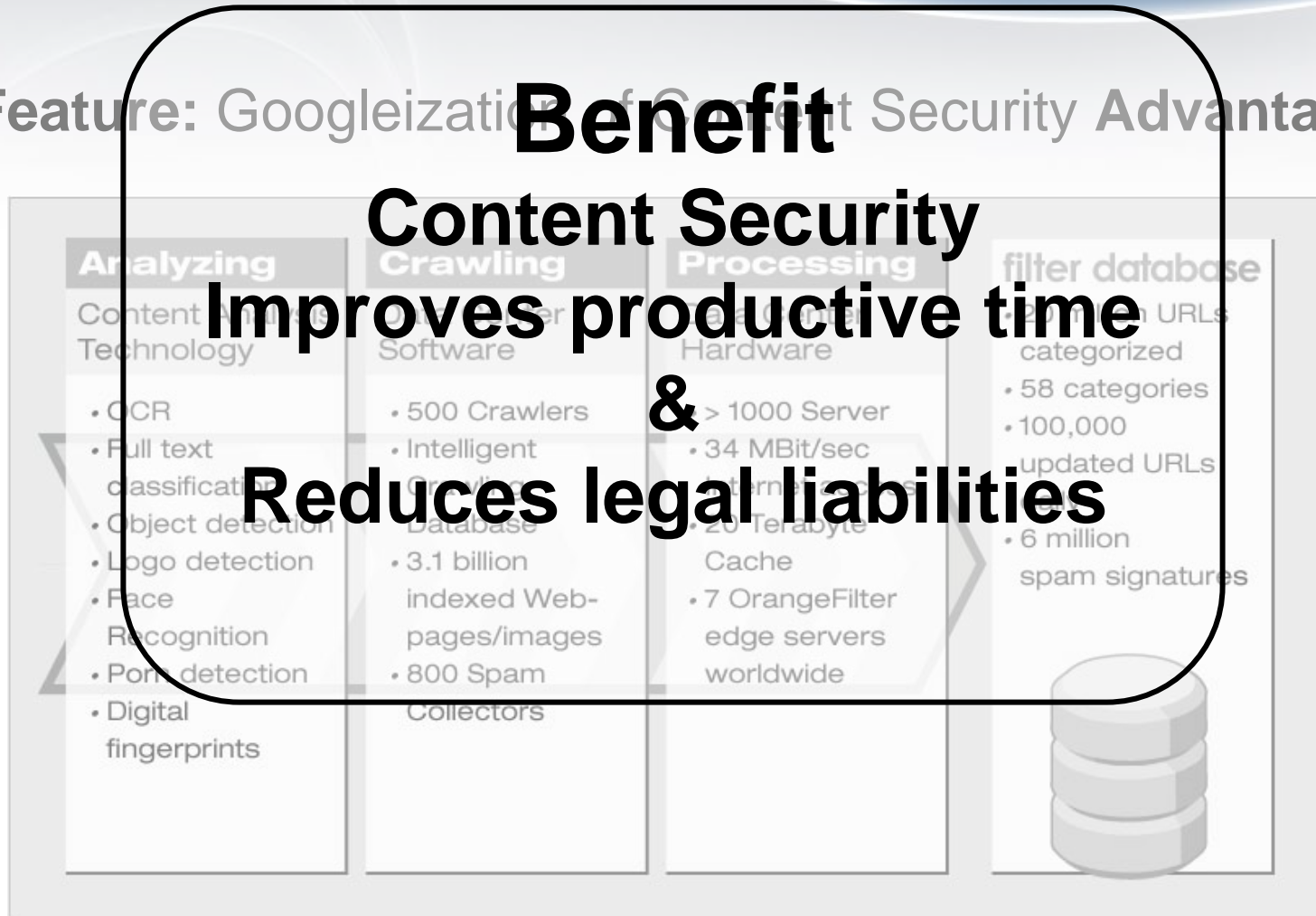
Lower Cost

- Modular solution where features can be activated separately
- All-in-one protection engine
- Eliminates the need for multiple stand-alone security products.
- Unified management of all protection technologies
- Single packet examination through Synchronous deep traffic inspection

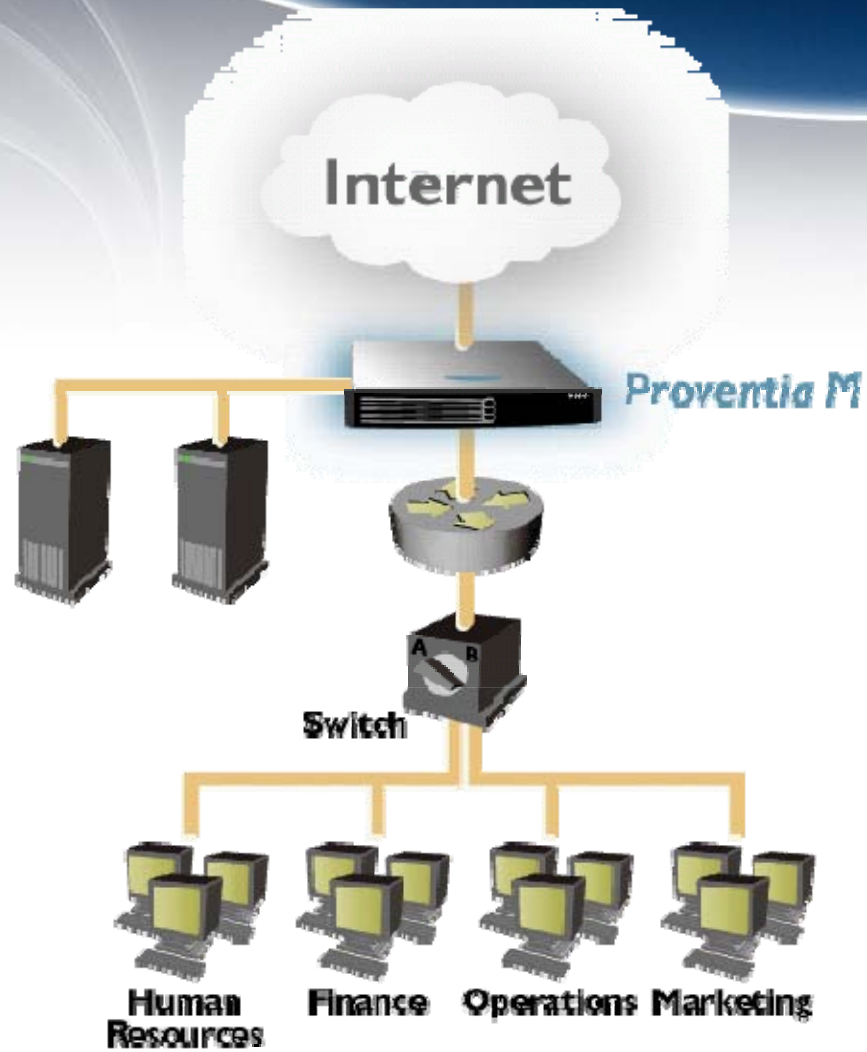


Proventia M-Series – Features & Advantages

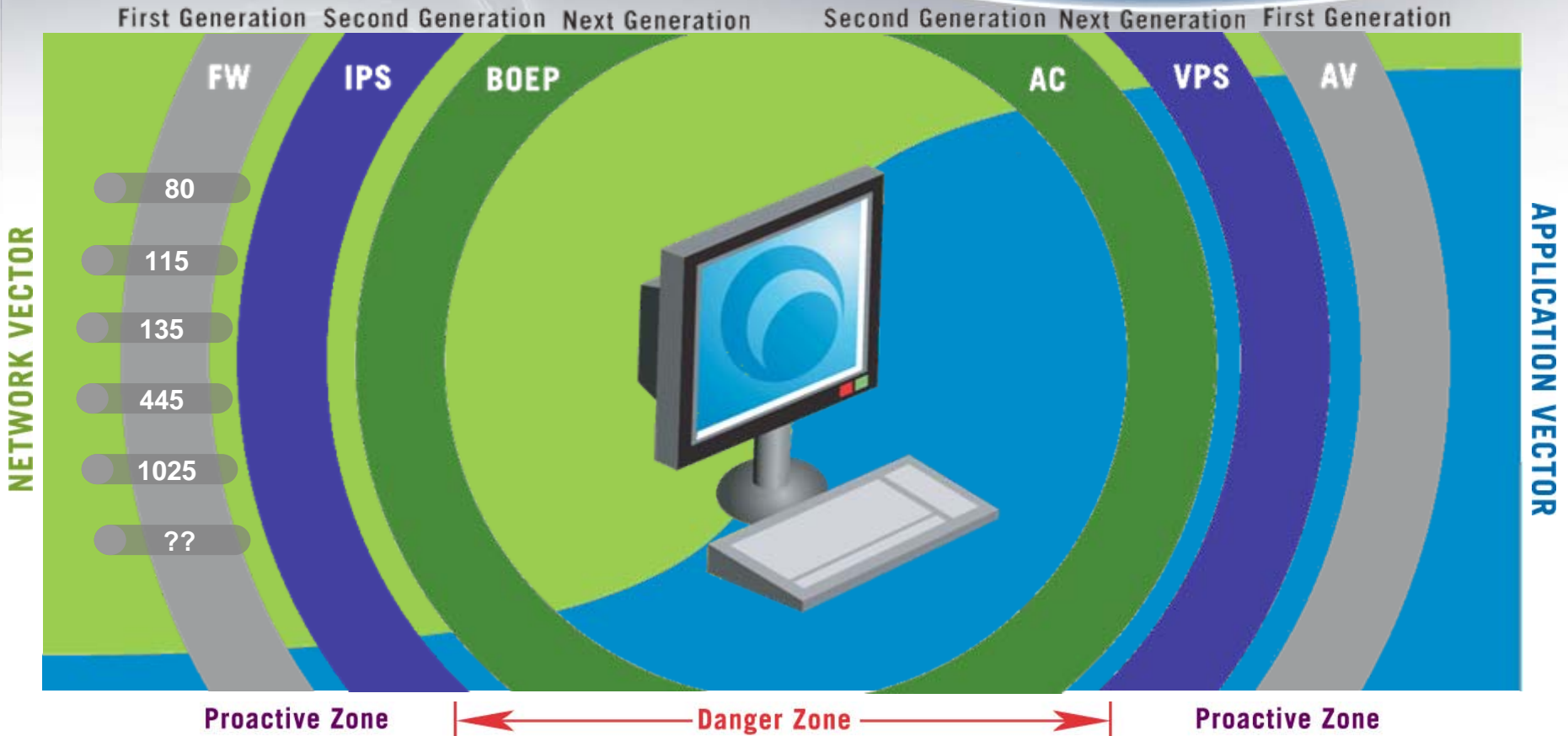
- Feature: Googleization of Content Security Advantage:



Proventia M-series - Deployment



Proventia Desktop Technologies



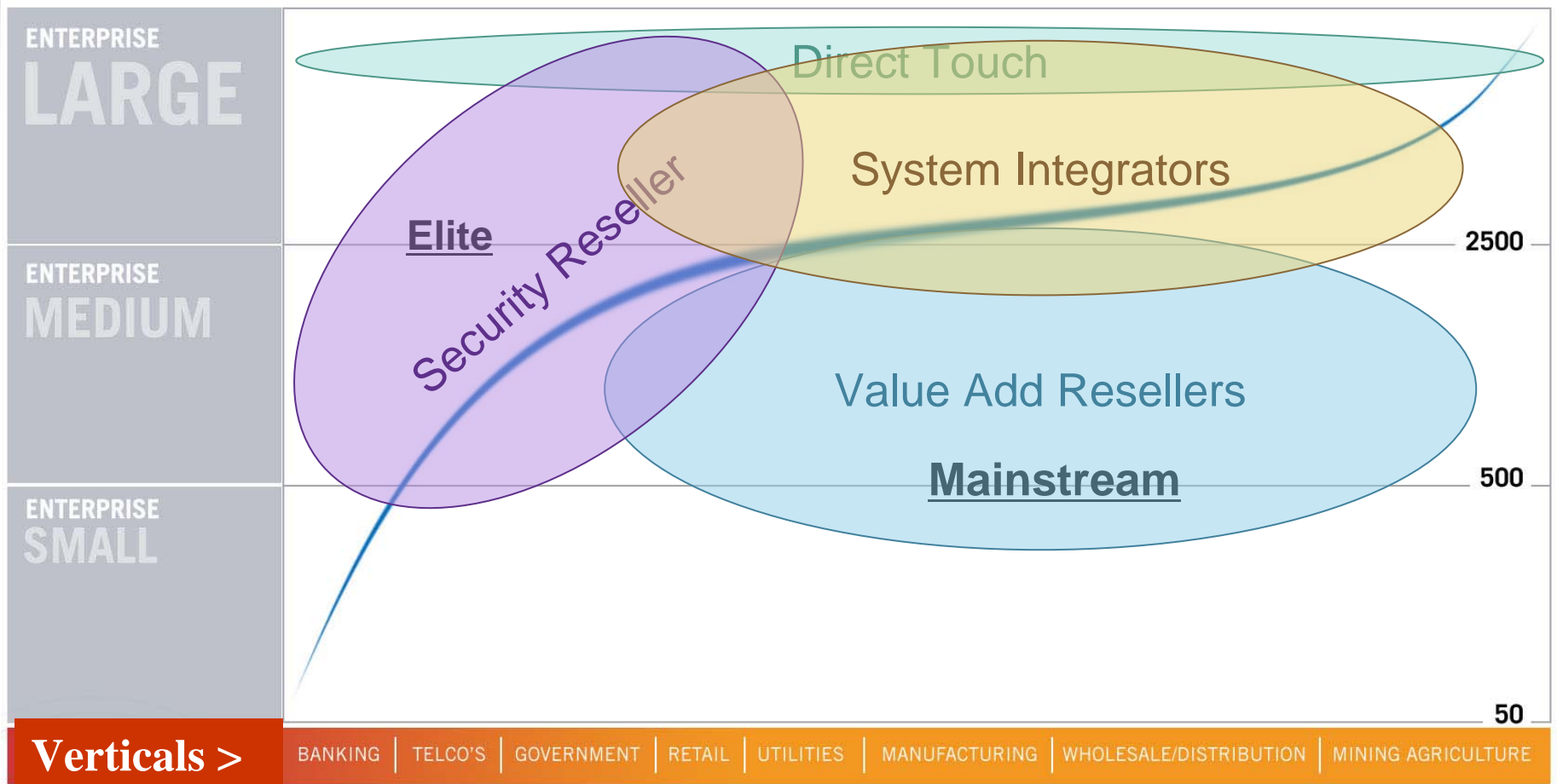
Benefits of Proventia Desktop

- **Pre-emptive protection!**
- **Combines the goodies of IPS and desktop specific protection:**
 - Prevents unauthorized applications from harming hosts on your network.
 - Application Control, which prevents unknown applications from running on a local system.
 - Communications Control, which prevents unauthorized applications from communicating on the Internet.
 - VPS, which prevents malware from infecting your host.
- **Centralized configuration, maintenance and logging, through SiteProtector.**

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Go-to-Market model



Verticals >

BANKING | TELCO'S | GOVERNMENT | RETAIL | UTILITIES | MANUFACTURING | WHOLESALE/DISTRIBUTION | MINING AGRICULTURE

Why ISS ?

There are 8 primary differentiators that set ISS apart in the marketplace. These are:

- **1. X-Force™ Security Intelligence**
- **2. Protocol Analysis Module, the underlying detection technology**
- **3. SiteProtector, the unified, global security management system**
- **4. High quality assurance and support**
- **5. Longest history and proven track record in VA, IDS, and FW**
- **6. Managed Security Services with GUARANTEED protection**
- **7. Exemplary Emergency Response**
- **8. Highest value at lowest cost**

What's the Benefit to Your Customer ?

*Internet Security System's
preemptive security approach means:*

- Reduced Internet security TCO
- Better regulatory compliance
- Reduced emergency patching
- Increased up-time and fewer confidentiality breaches
- Simpler and easier to use Internet Security
- More peace of mind

*In summary... ISS keeps your customers **ahead of all the threats!***

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Solutions Partner - Benefits

	Marketing	Communications
Platinum Partner	<ul style="list-style-type: none"> ■ Platinum Partner-level brand and plate ■ Presence at ISS local events ■ Development of reference cases 	<ul style="list-style-type: none"> ■ Interact with ISS Channel Sales ■ Roundtables and Councils
Gold Partner	<ul style="list-style-type: none"> ■ Gold Partner-level brand and plate ■ Presence at ISS local events 	<ul style="list-style-type: none"> ■ Secure website Partner Resource Center
Silver Partner	<ul style="list-style-type: none"> ■ Silver Partner-level brand and plate ■ Welcome Package ■ Collaterals and Marketing material ■ Invitations to local ISS events 	<ul style="list-style-type: none"> ■ E-newsletters ■ XPress Update Communication ■ Secure website PRC
Value to You	Leverage ISS marketing and your partnership to enhance visibility	Stay tuned and have a central information repository

Solutions Partner - Benefits

	Business Development	Sales & Tech Support
Platinum Partner	<ul style="list-style-type: none"> ■ Partners Directory Recommended ■ Joint business plan ■ Joint sales calls ■ Single Point of contact at ISS 	<ul style="list-style-type: none"> ■ Directly from ISS
Gold Partner	<ul style="list-style-type: none"> ■ Partners Directory preference ■ Annual Partner Conference 	<ul style="list-style-type: none"> ■ Distribution or ISS depending on the customer case
Silver Partner	<ul style="list-style-type: none"> ■ Partners Web-Directory listing ■ Leads by verticals ■ Seminar in a Box ■ Eligible for promotions 	<ul style="list-style-type: none"> ■ Sales and Technical Updates ■ Provided by distribution
Value to You	Your ability to grow your business further on with ISS	Right Support to speed up the project's closing

Solutions Partner - Benefits

	Training	Products
Platinum Partner	<ul style="list-style-type: none"> ■ Free Sales Training 	<ul style="list-style-type: none"> ■ Demo systems (8 per year) ■ 1 sponsored XFTAS subscription
Gold Partner	<ul style="list-style-type: none"> ■ Sponsored Packaged Technical/Sales trainings 	<ul style="list-style-type: none"> ■ Demo systems (4 per year)
Silver Partner	<ul style="list-style-type: none"> ■ Packaged training offerings 	<ul style="list-style-type: none"> ■ Free Demo/Test Software (6 months) ■ Demo systems (2 per year) ■ XFTAS trial 30 days
Value to You	Tools and resources to maintain high levels of expertise in ISS solutions	Get easy access to ISS products and technology

Solutions Partner - Requirements

PARTNER PROGRAM

INTERNET SECURITY SYSTEMS®
Platinum Solutions Partner

We thank you for your commitment,
Jaap Smits
Senior Vice President, EMEA

- Sales Academy 3 persons
- SE 3 certified in all of the following :
- Desktop protection
- Server Protection

- Network Intrusion Prevention
- Integrated Security Appliance
- Vulnerability Assessment
- Advanced SiteProtector

PARTNER PROGRAM

INTERNET SECURITY SYSTEMS®
Gold Solutions Partner

We thank you for your commitment,
Jaap Smits
Senior Vice President, EMEA

- Sales Academy 2 persons
- SE 2 certified in at least 2 of the following :
- Desktop protection
- Server Protection

- Network Intrusion Prevention
- Integrated Security Appliance
- Vulnerability Assessment
- Advanced SiteProtector

PARTNER PROGRAM

INTERNET SECURITY SYSTEMS®
Silver Solutions Partner

We thank you for your commitment,
Jaap Smits
Senior Vice President, EMEA

- Sales Academy 1 person
- SE 1 certified person in:
- Integrated Security Appliance

■ Partner Portal (PRC)

- “The place to be” for ISS partners
- New structure has been redesigned in Q1 2005
- Production Deployment happened in May 2005
- Structure is fully mapped to ESP (more than 1000 documents available)
- Powerful Library Search – Direct email forward is available
- Will reduce the time that you spend searching ISS content for your customers and prospects

■ WWW.ISSEMEA.NET

Vertical Analysis sheets

- **What they are ?**
- **How to use them ?**
- **What is available today ?**
 - Automotive
 - Education
 - Retail
 - Financial
- **... in the coming months : Telecom, Utilities , ...**

Customer Reference Cases

■ AXA Assistance in France

CASE STUDY

www.iss.net

general business



Efficient Security at Lower Cost: Axa Assistance Secures its 20 Worldwide Branches with Proventia™ Intrusion Prevention Appliances

Company Overview

Axa Assistance is the assistance division of the AXA group, whose 3,000 employees provide emergency assistance services to customers and businesses worldwide, including:

- Home assistance (individuals and properties)
- Technical assistance for vehicles
- Medical assistance for travelers
- Expatriates' management
- Management of medical charges in foreign countries

Axa Assistance has 500 employees in its global call center. The company has 41 branches in 38 countries and offers 24/7 assistance. Carrying out three million interventions annually worldwide, Axa Assistance opens a new file every seven seconds. Its main clients are insurance companies, credit card companies, tour operators, and vehicle manufacturers.

Security Solutions in place

The situation:

Information security is becoming more and more frequently associated with return on investment (ROI) or total cost of ownership (TCO). As these concepts keep recurring, IT security directors are regularly confronted with having to optimise their security budget against their overall security objectives. This was the case for Axa Assistance, whose main objective was to protect its 20 worldwide branches in an efficient and cost-effective manner. The various branches spread across the globe had to be protected from external intrusions such as worms and viruses. The corporate intranet that connected these branches also needed to be protected from security breaches.

When the Code Red worm hit information systems around the world and infected 302,573 victims in just a few hours, Axa—which had not been hit by the worm—recognized the need for an efficient security architecture and started looking at intrusion prevention systems with inline capacity. The SQL Slammer worm, which hit two years later, affected 74,855 victims, confirming that Axa Assistance was right to take its IT security seriously. Indeed, Slammer's repercussions were even worse than those of Code Red, causing the number of machines infected to double every 10 seconds, which was 100 times faster than the previous attack. Axa systems that were not protected by an inline device were hit by SQL Slammer.

"Firewalls and antivirus do not always detect these new types of viruses: worms cause the network to be overloaded and render the IT systems inoperable," said Mr. Patrick Reynaud, Security Director at Axa Assistance.

The Requirements:

The first challenge for Axa was to ensure protection of its 20 branches worldwide at first (which later grew to 37), taking into account that each branch location did not have an IT security specialist and that technical competence varied by location—which meant that there would be difficulties installing, managing, and maintaining the systems.

Mr. Reynaud decided to evaluate various security solutions, taking into account some specific requirements:

- Appliance form factor
- Plug-and-play installation
- Easy to deploy
- Evolutionary
- Centrally supervised and managed
- Efficient and easy-to-maintain
- Does not disrupt production
- Presents an acceptable TCO within the defined budget

The Solution - Proventia Intrusion Prevention Appliances (Proventia G Series):

After making a final selection of possible vendors to resolve Axa Assistance's security challenge, which included Enterasys, Cisco and Intrusix.com, Internet Security Systems (ISS) was selected to provide protection to the numerous Axa branches," states Mr Patrick Reynaud.



Company:
Axa Assistance

Profile:
Provides an international network of assistance and services for corporate and individual clients.

Location:
France

Situation:
Axa Assistance needed an economical way to implement intrusion prevention technology at its corporate headquarters and its many branch locations around the world.

Solutions:
Proventia Intrusion Prevention and SiteProtector

Benefits:
- Easy development
- Centralized management
- Substantial cost savings
- Excellent technical support

INTERNET | SECURITY | SYSTEMS®
Ahead of the threat.

NETWORK & HOST INTRUSION PREVENTION | VULNERABILITY MANAGEMENT | MANAGED SECURITY SERVICES

Customer Reference Cases

■ Basis in UK



CASE STUDY

www.iss.net

general business

Basis Ltd Redesigns its Security with Proventia™ M10 Integrated Security Appliance

Company Overview

Basis is an independent change management consultancy and training provider formed in 1993. With a core philosophy derived from the notion that "the difference is attitude," Basis believes that businesses are complex blends of people, procedures and information that must operate in harmony.

The business is divided into three broad categories:

- Consulting:** Change management involving business analysis and design, and behavioral change programs
- Learning:** Development, training and coaching to improve skills transfer and performance for individuals and teams
- Solutions:** Specification and project management for the development of large scale systems

Basis offers a unique blend of its consultants' range of skills to ensure that hard business components (processes and systems) and softer business components (people and their behavior) are integrated seamlessly into programs of change that can be implemented successfully.

The company designs, develops and manages the implementation of lasting effective change for an extensive and varied client base. It provides consultancy support and design, and educational programs to develop managers and staff.

Basis undertakes high-profile change programs and assists major organizations with groundbreaking projects that fundamentally change the working lives of their staff and deliver significantly better results for customers.

Finding a New Solution

Security is a top priority for Basis, due to the high level of confidentiality of its customer data and the fact that Basis has to store the data on its machines and back it up on its servers. Mr Wayne Jones, ICT Manager at Basis Ltd, said the company has 20 consultants needing remote access to the network and more than 15 gigabytes of confidential client data. "Basis is ISO 9001 accredited, so we have certain security standards that have to be met. We do not want to compromise our data with any outside parties, so security is a big issue for us - we had to get it right the first time."

Three years ago, Basis only had a very basic security system in place, consisting of a Cisco Pix firewall and a Websense Web content filtering software device, which was not working to the organization's satisfaction. "A firewall is not enough to provide a secure environment," said Mr. Jones, who was charged with redesigning the entire system to improve security. Department 7, Basis' partner - with whom it has had an ongoing relationship for the last two years - was brought on to conduct an independent audit.



Company:
Basis Ltd

Profile:
Management consultancy and training provider

Location:
United Kingdom

Situation:
Basis Ltd needed to improve its security posture to protect confidential data on its network.

Solutions:
Proventia M10 Integrated Security Appliance

- Benefits:**
- Simpler Management
 - Automated Notification
 - Lower Administration Costs



INTERNET | SECURITY | SYSTEMS®
Ahead of the threat.

NETWORK & HOST INTRUSION PREVENTION | VULNERABILITY MANAGEMENT | MANAGED SECURITY SERVICES

Why Partner with ISS?

- **Security Market will deliver new opportunities for you**
- **ISS is a clear leader with a vision in this market**
- **ISS approach has been re-enforced by major analysts**
- **ISS has made a clear investment in partners**

But also ...

- **Partner Program – Marketing – Tools to help you**
- **Unique Research and Development team : X-Force**
- **Support and Services**

Thank You

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Channel Manager

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