

You Can't Teach an Old Dog New Tricks

The fallacy of the 'Secure Perimeter' approach

Webinar, Tuesday June 23rd 2015



Agenda

- Introductions & “House Rules”
- Effective Data Protection Requires Change
- Tackle the compromised security perimeter via Data-centric information security
- RightsWATCH Live Demo
- Questions & Answers



Introductions



Eric Hanselman

Eric is the Chief Analyst at 451 Research. He has an extensive, hands-on understanding of a broad range of IT subject areas, having direct experience in the areas of networks, virtualization, security and semiconductors. He coordinates industry analysis across the broad portfolio of 451 research disciplines.



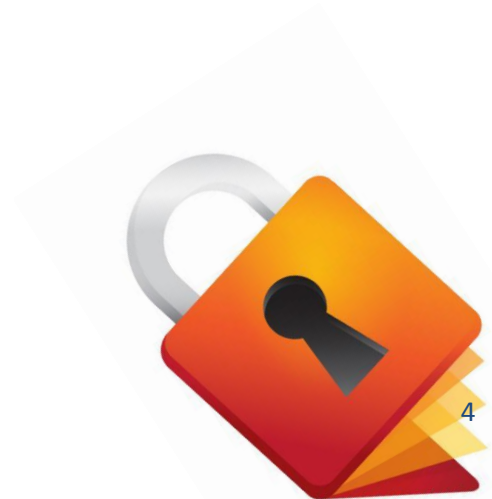
Rui Melo Biscaia

Rui serves as the Director of Product Management for Watchful Software, and is responsible for the company's product direction and go-to-market



Some “House Rules”

- You are muted centrally. You don't need to mute/unmute yourself
- This webinar is being recorded. The recording will be available tomorrow at www.watchfulsoftware.com
- The Q&A session will be at the end
- You are welcomed to enter questions anytime, using the Chat feature in the GoToWebinar Control Panel



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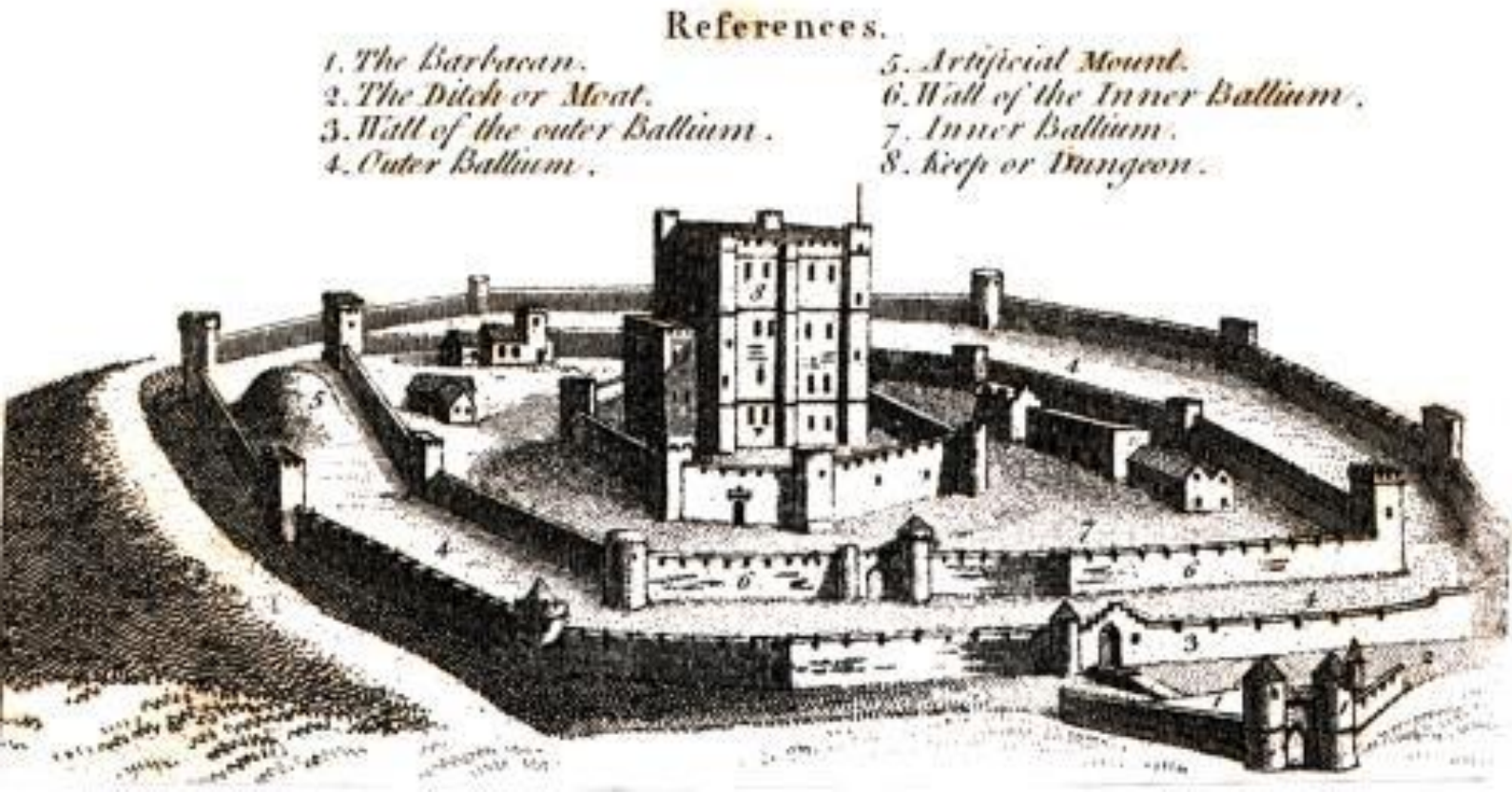
Effective Data Protection Requires Change

Eric Hanselman, Chief Analyst

Security Protections are More Critical Than Ever

Too many examples of data breaches

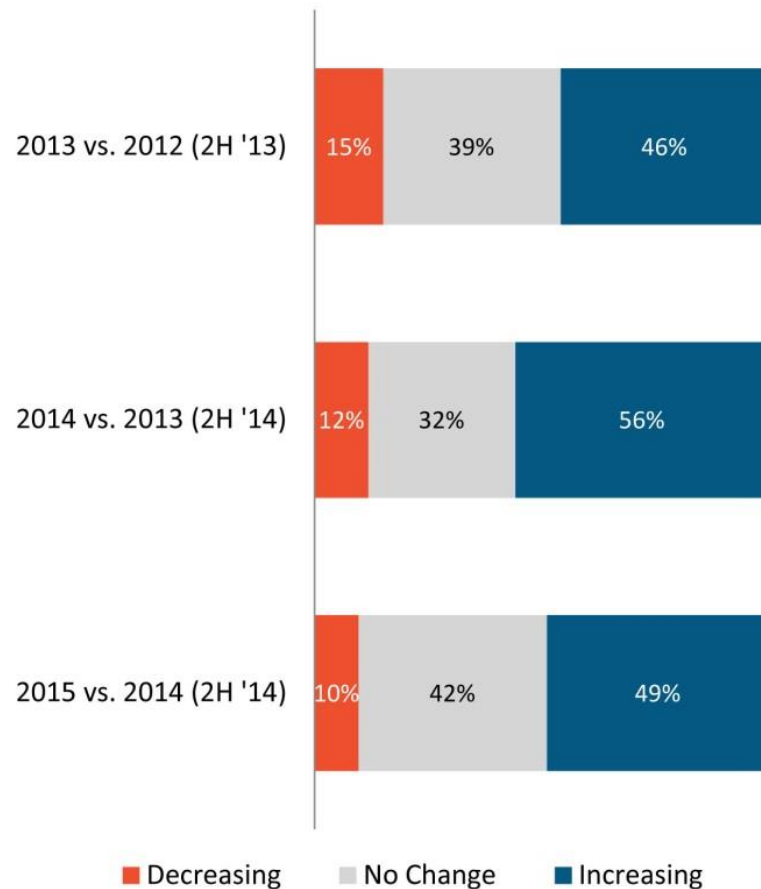
- The world has changed
- Protections have to change
- Data is the most valuable asset and the easiest to lose



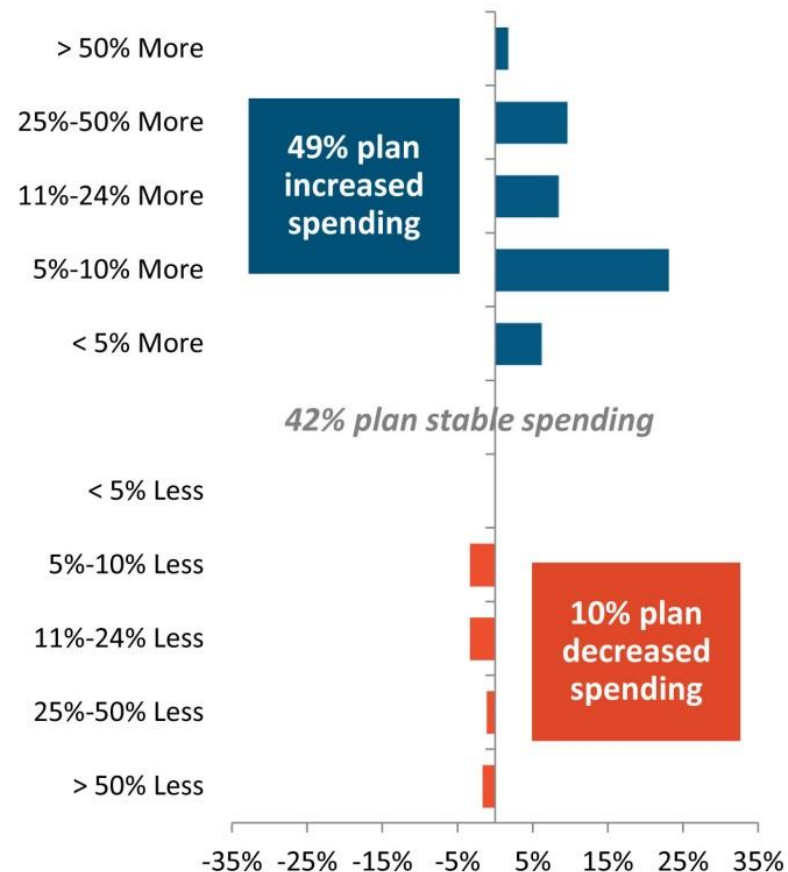
We're Still Buying Lots of Security

Budgets and purchasing expectations are up

Information Security Budget Changes

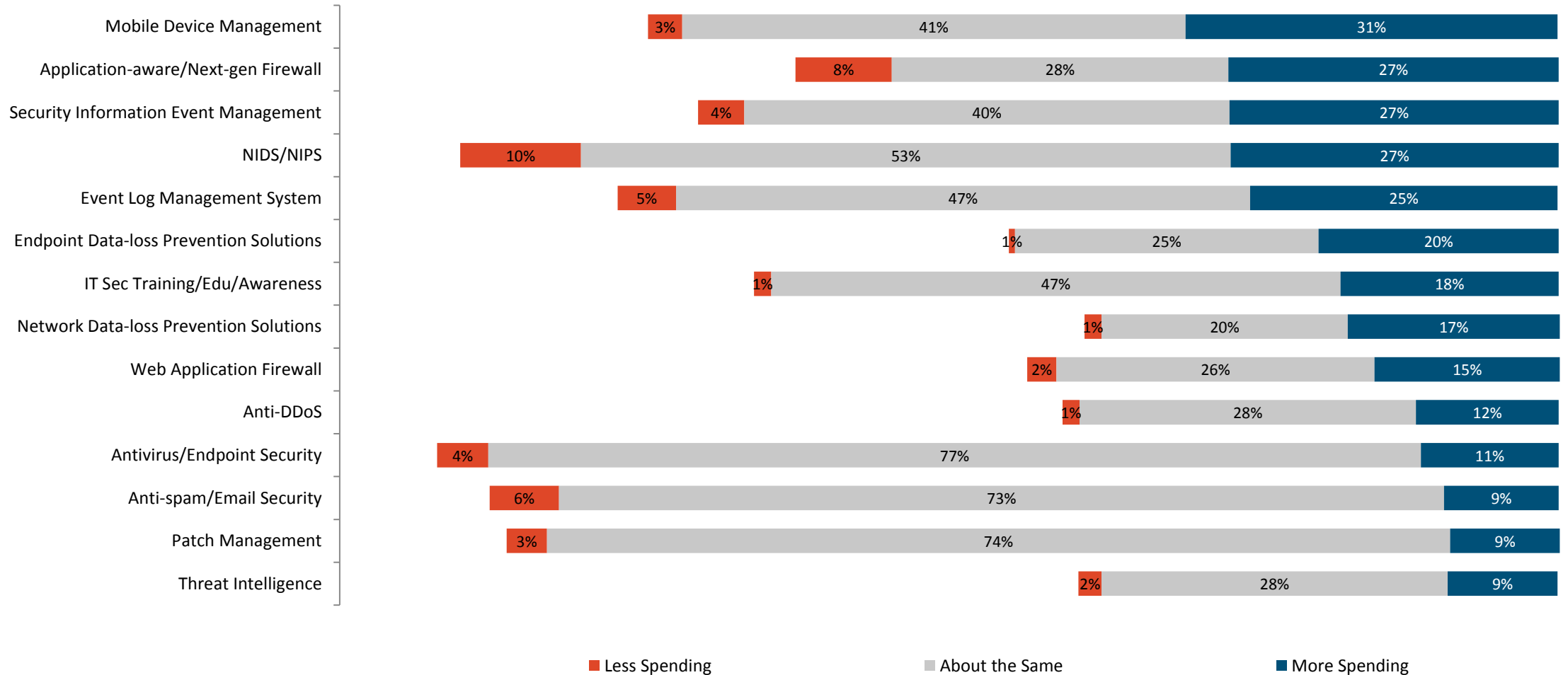


2015 vs. 2014



But We're Changing What We Buy

Chasing effective mitigations



Q. How will your spending on this technology change in 2015 as compared to 2014? n=210 to 213. Data from respondents not using the technology or that don't know about spending are hidden.

Source: 451 Research's Customer Insight, TheInfoPro Information Security 2H 2014

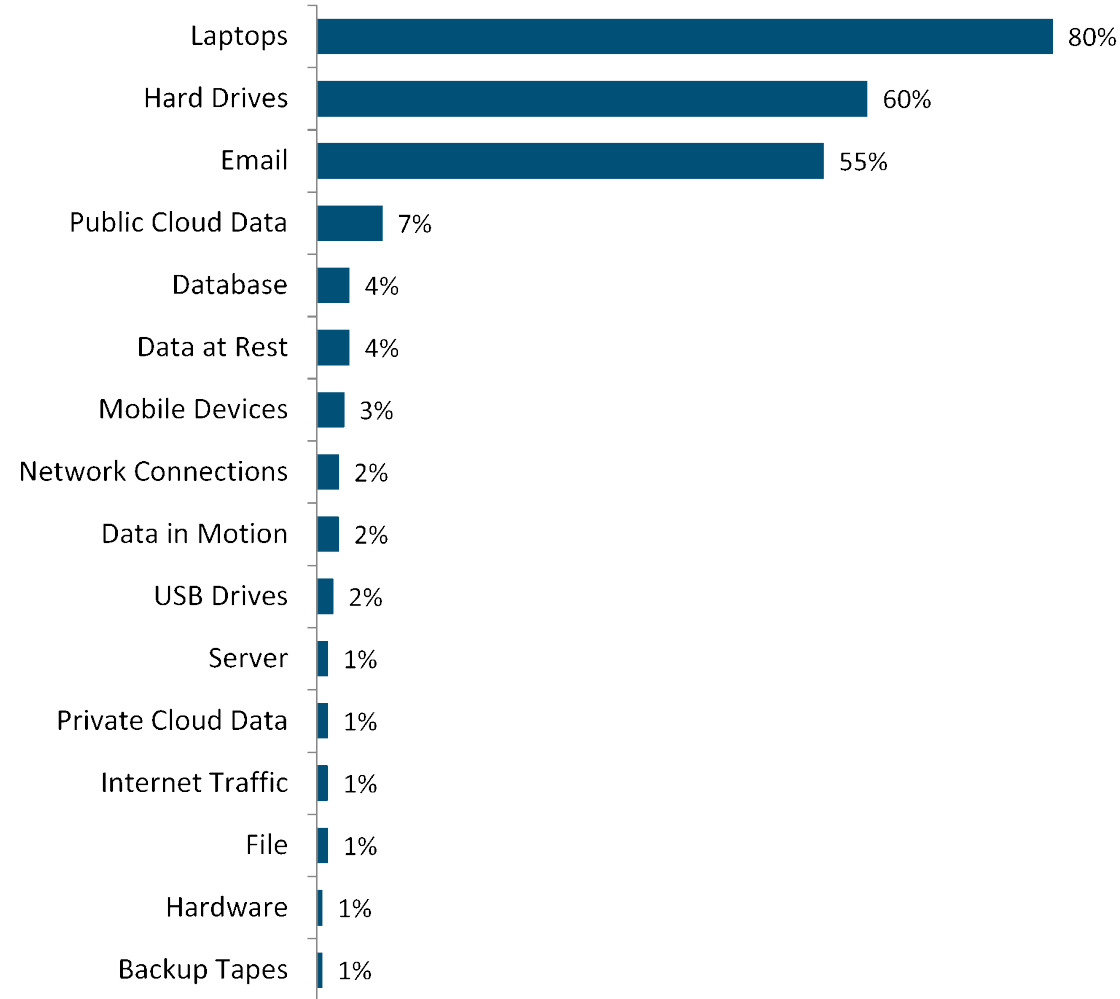
Focusing On Data for Effective Controls

Encryption has to be applied effectively

- Integrating encryption into use
- Becoming transparent to users
- Scalable policy controls
 - Long standing data classification complexity
 - Delegating policy elements
- Dealing with transition
 - Protections for existing data



Utilization of Encryption in Organizations



Q. Since you are using encryption, where is encryption used within your organization? Check all that apply. n=169.

Source: Information Security Wave 17 © 2015 451 Research LLC.

To be Effective, There Has to be Visibility



Traditional tools are challenged

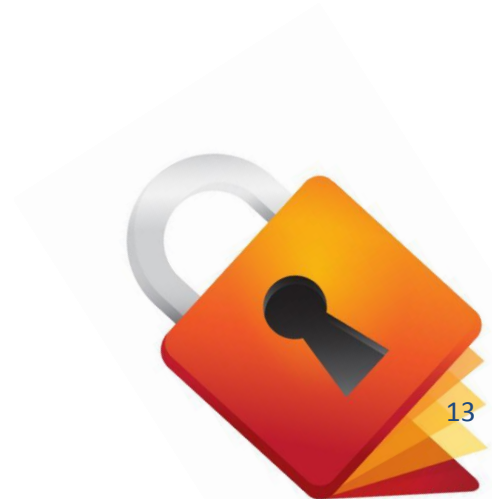
- Fewer points to observe
 - Increasing encryption use
- Mobile users are beyond view and controls
- Activity-based controls face user resistance

We have to look to different ideas for protection



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Watchful®

Keep IT secret.

Tackle the compromised security perimeter
via Data-centric information security

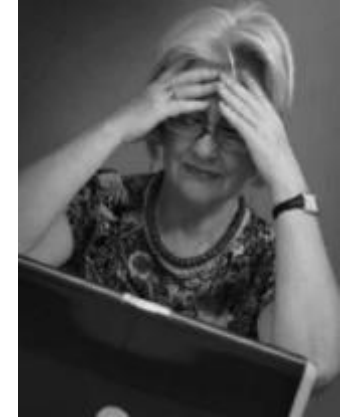
Rui Melo Biscaia, Director of Product Management

Insider Threat

- It's not a matter of 'if' but 'when'
- It's not really about databases anymore
- Hackers aren't the greatest threat
- This doesn't have to keep happening

Well Intentioned Insider

- Accidental disclosure (e.g., via the internet)
- Malicious code
- Improper or accidental disposal of records or portable equipment



Malicious Insider

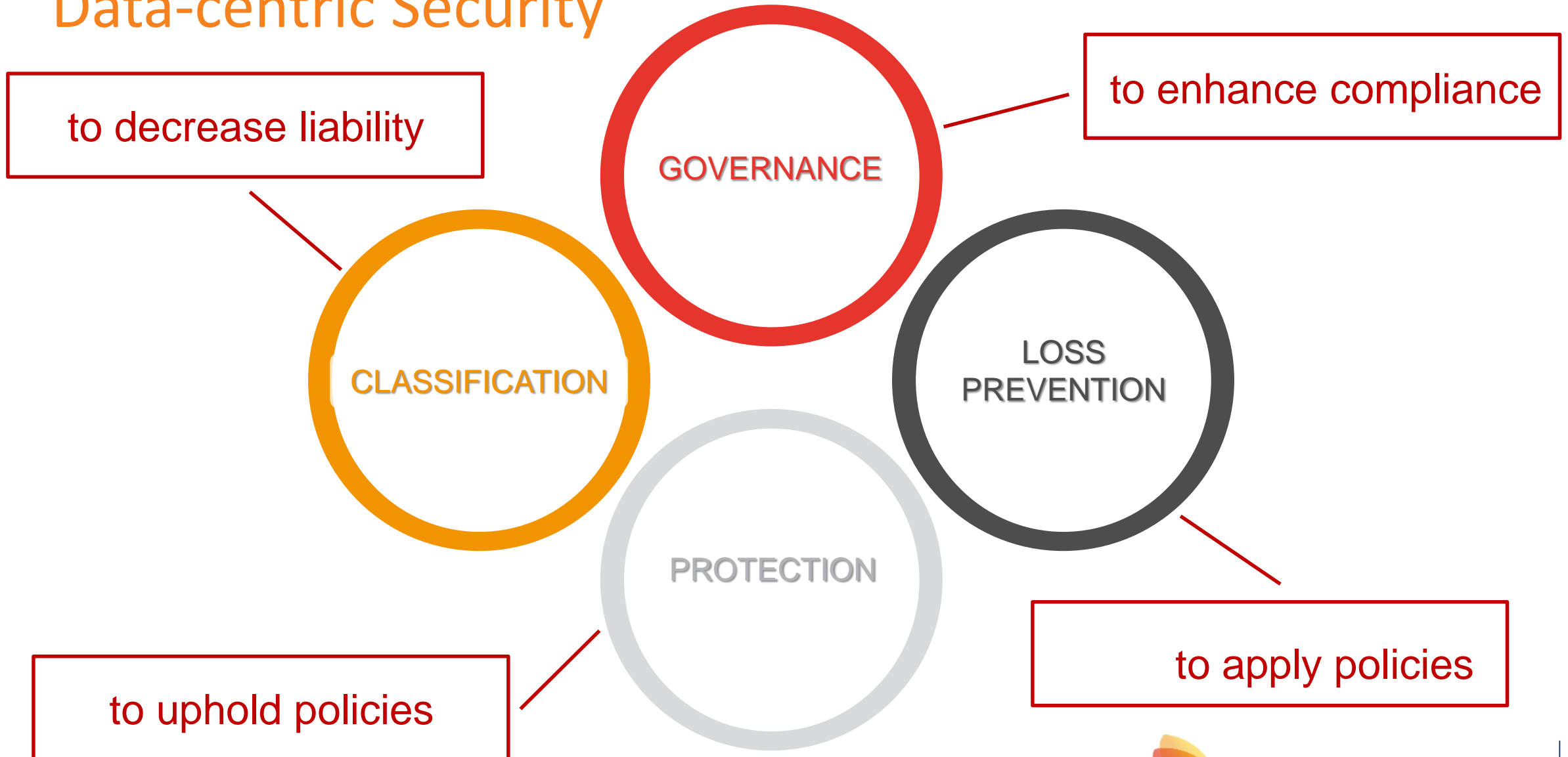
- Disgruntled employee
- Profit-seeking employee
- A Former employee



Data-centric Security



Data-centric Security

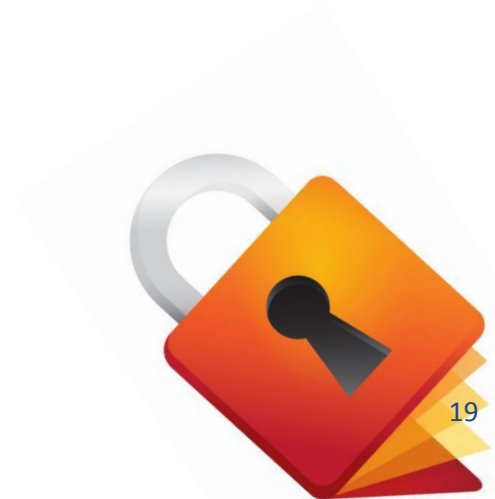


New Perimeter Spectrum



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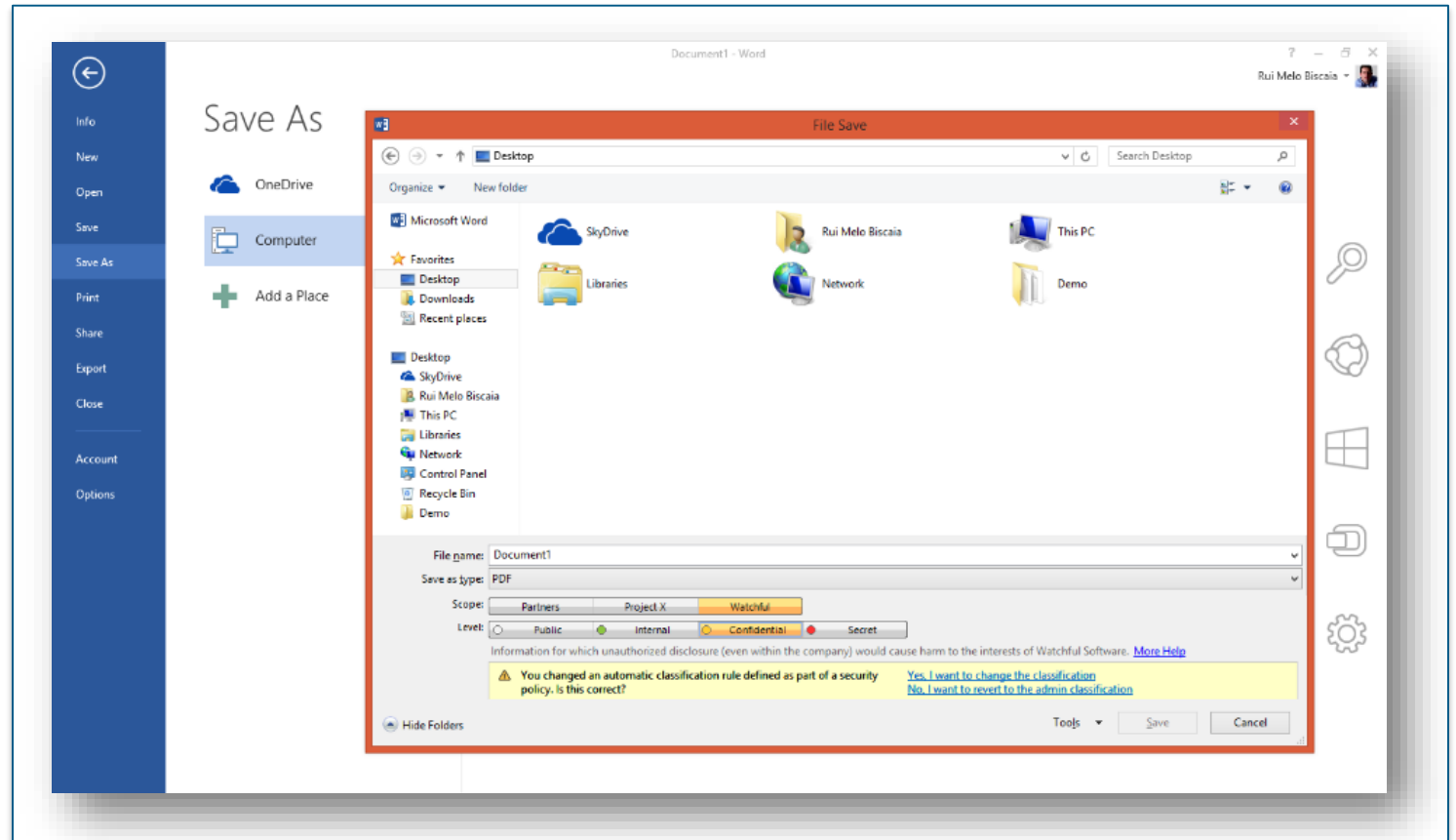
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RightsWATCH Live Demo

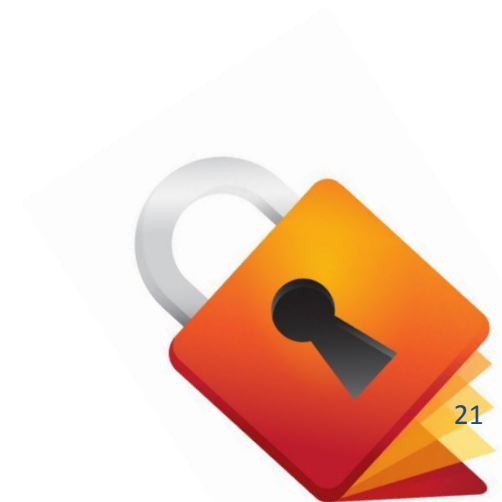


RightsWATCH
data-centric security



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Questions & Answers

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