

Stallion SIA Seminar 2.12.2015



# PREVENTION FIRST

*Introducing the Enterprise Security Platform*

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# CYBER THREATS ARE GETTING **MORE ADVANCED**



## Advanced

- Uses a broad spectrum of exploits
- Both well-known and zero-day exploits
- Crosses multiple vectors; uses crypting



## Persistent

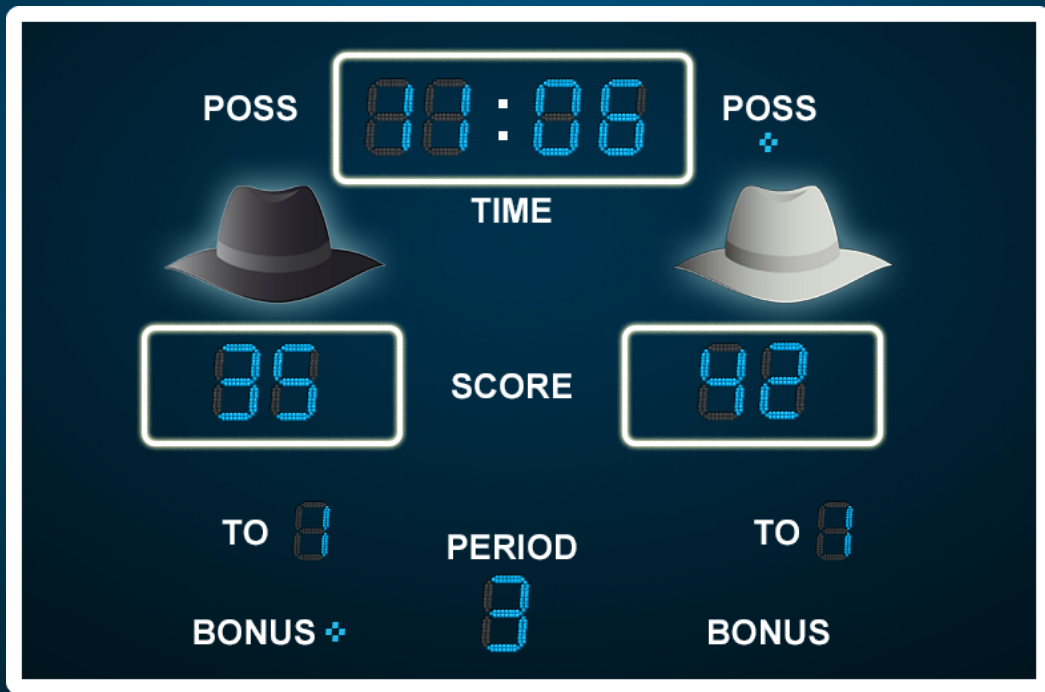
- Goal-oriented rather than opportunistic
- Highly targeted, methodical attacks
- Re-encodes or uses polymorphism



## Threat

- Organized, well-funded criminal adversaries
- Nation-states, cyber-espionage groups
- Thousands of off-the-shelf tools available

# IT IS **NOT** CLEAR WHO IS WINNING



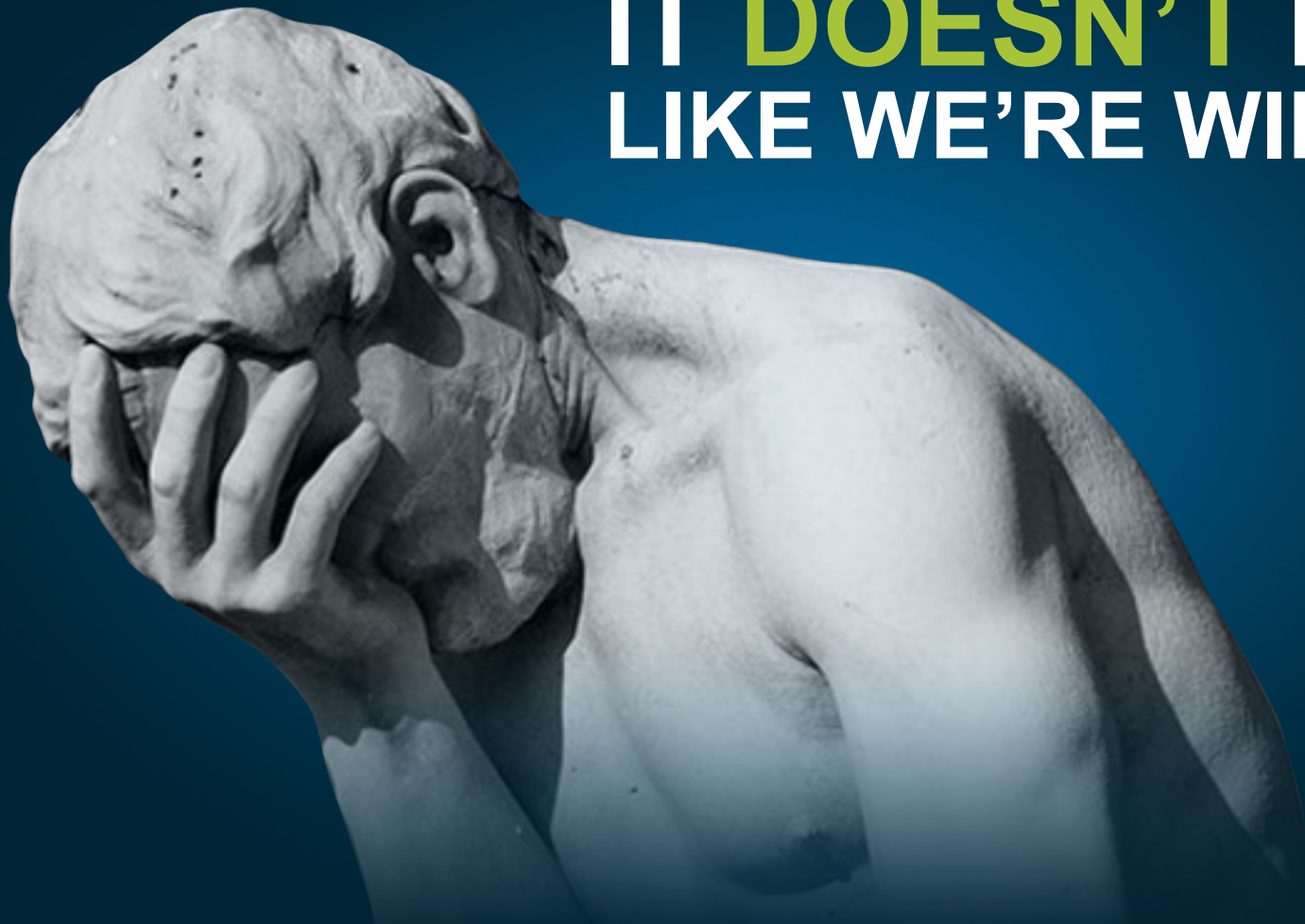


# CONVENTIONAL WISDOM: **DETECT & REMEDIATE**



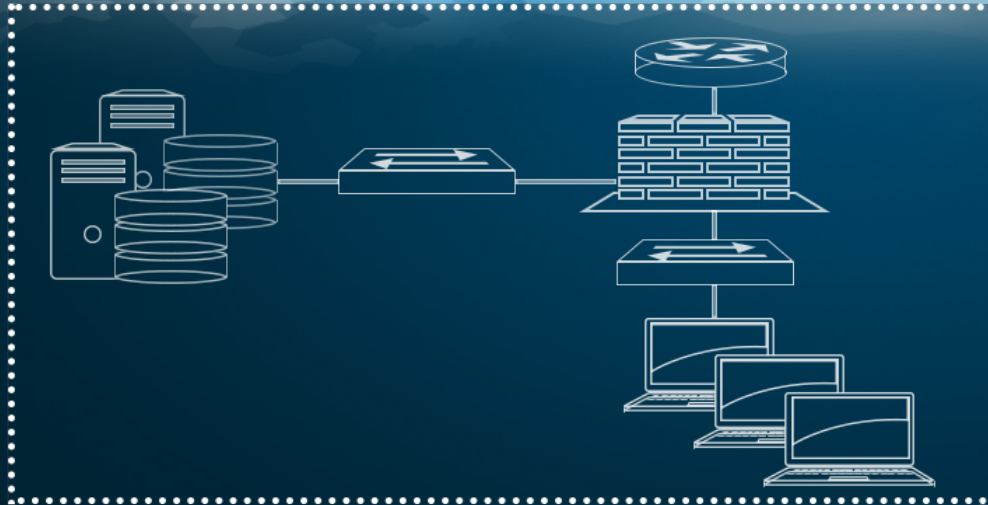


IT **DOESN'T** FEEL  
LIKE WE'RE WINNING



# SaaS

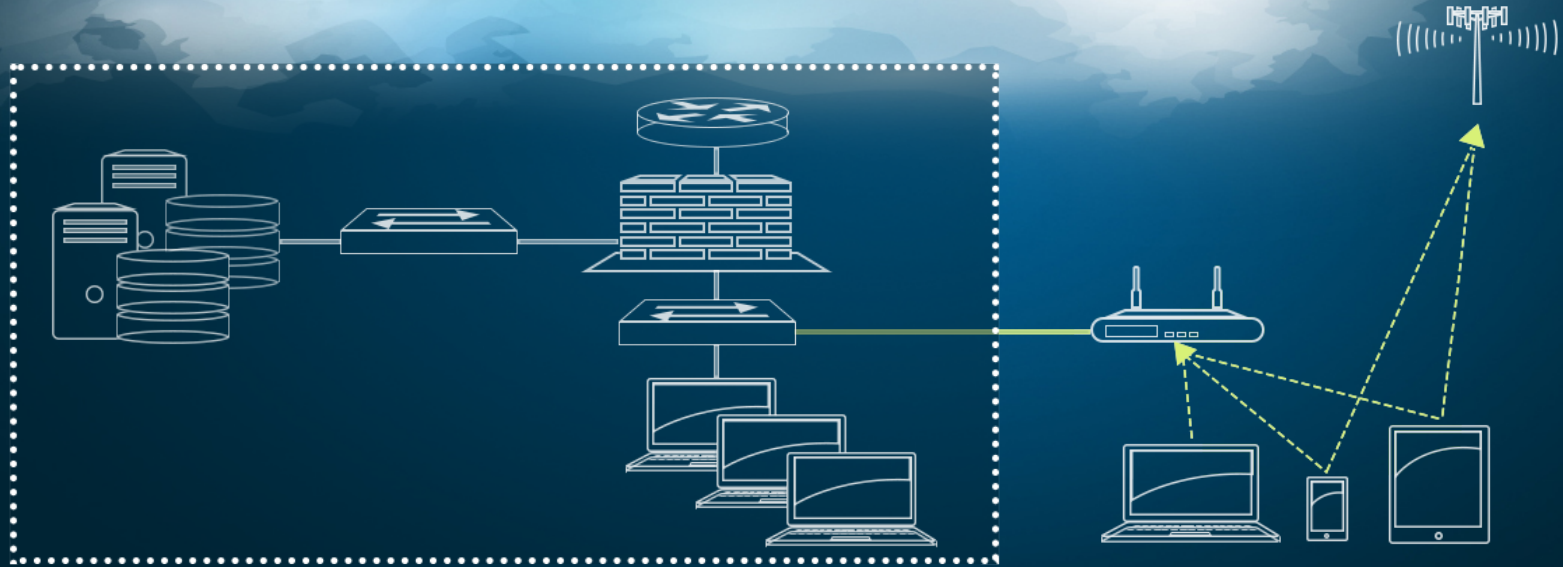
*Apps are moving off the network*





# MOBILITY

*Users are moving off the network*

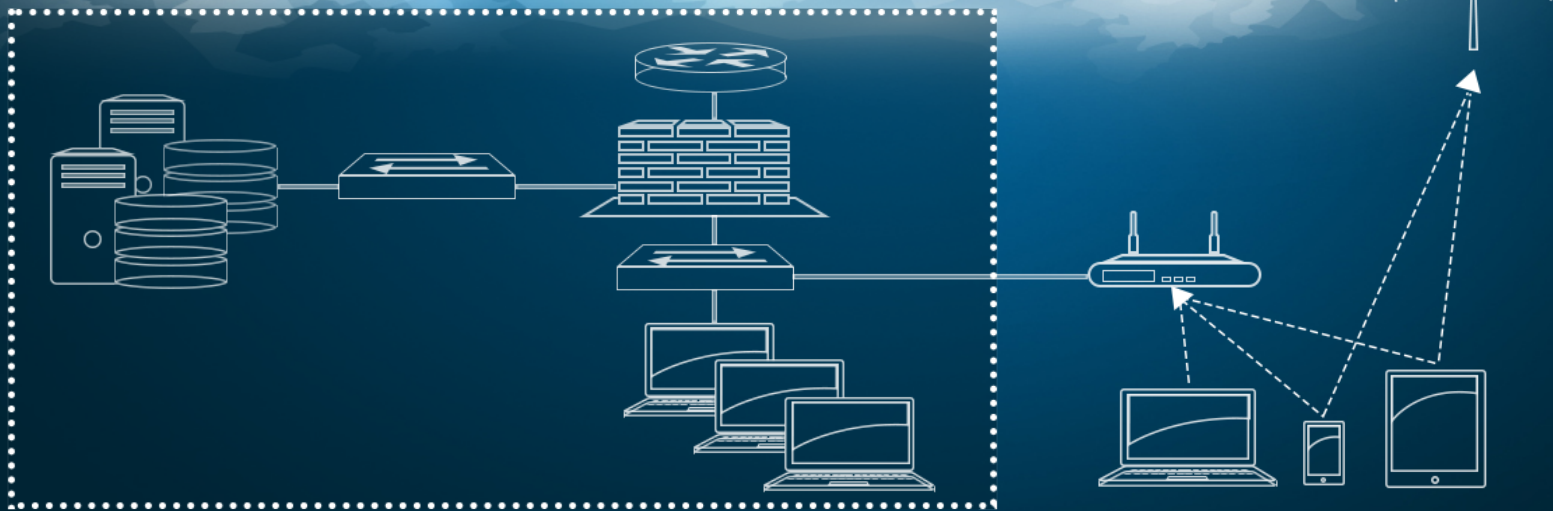


# CLOUD

*Servers are moving to private and public clouds*



Verizon Cloud **BETA**





# TECTONIC SHIFTS CREATE THE PERFECT STORM



# COMPLEXITY IS EXPONENTIAL: “INTERNET OF THINGS”



*New and attractive targets across infrastructure*



Fri

72  
12

6:30 PM

Set To  
72  
12



System

Cool

Fan Auto

System & Fan

Schedule

Clock & More



# ONE ANSWER





# PREVENTION 1<sup>ST</sup>







**RAISING** **THE BAR**

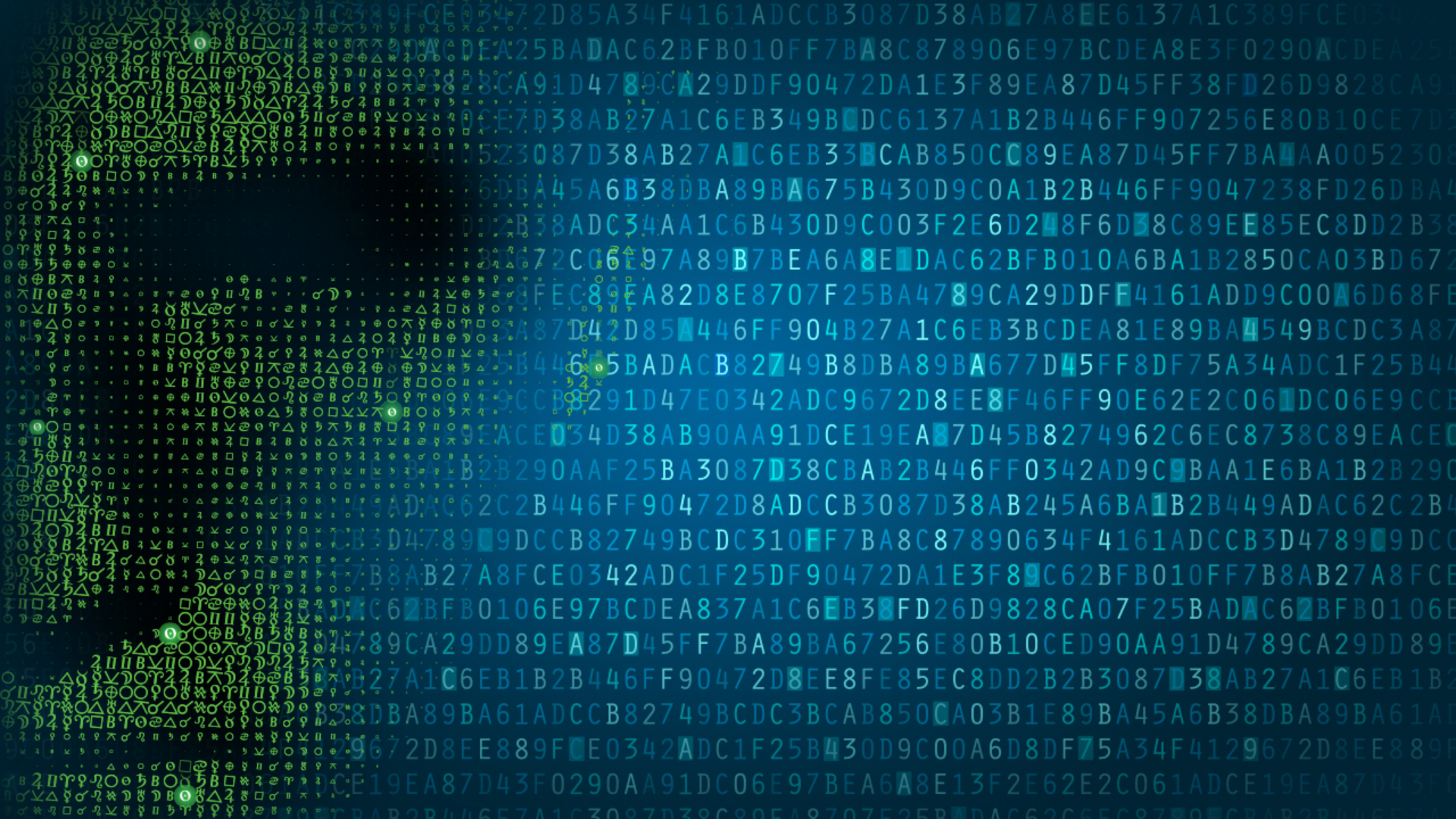


The image features three large, upward-pointing arrows arranged in a row, set against a dark blue background with vertical light blue streaks and digital noise. The first arrow on the left is dark blue with a white outline and contains the word 'TALENT' in white, bold, sans-serif capital letters. The middle arrow is a lighter blue with a white outline and contains the word 'TECHNOLOGY' in white, bold, sans-serif capital letters. The third arrow on the right is the lightest blue with a white outline and contains the word 'RESOURCES' in white, bold, sans-serif capital letters. All three arrows point towards the top of the frame.

**TALENT**

**TECHNOLOGY**

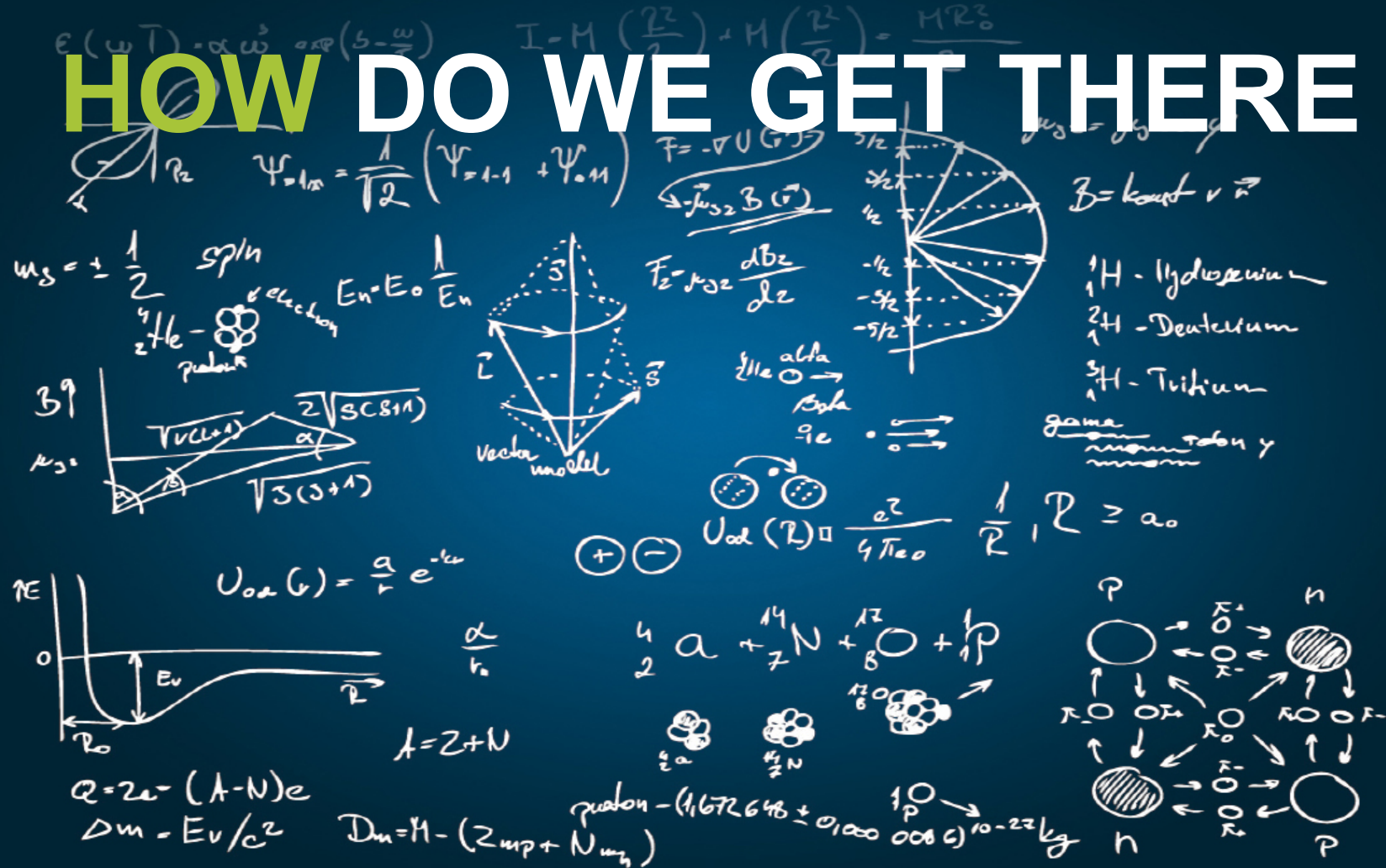
**RESOURCES**



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# HOW DO WE GET THERE





# NEXT-GENERATION PLATFORM

Palo Alto Networks  
*Next-Generation Threat Cloud*

## Next-Generation Firewall

- Inspects all traffic
- Safely enables applications
- Sends unknown threats to cloud
- Blocks network based threats

## Next-Generation Threat Cloud

- Gathers potential threats from network and endpoints
- Analyses and correlates threat intelligence
- Disseminates threat intelligence to network and endpoints

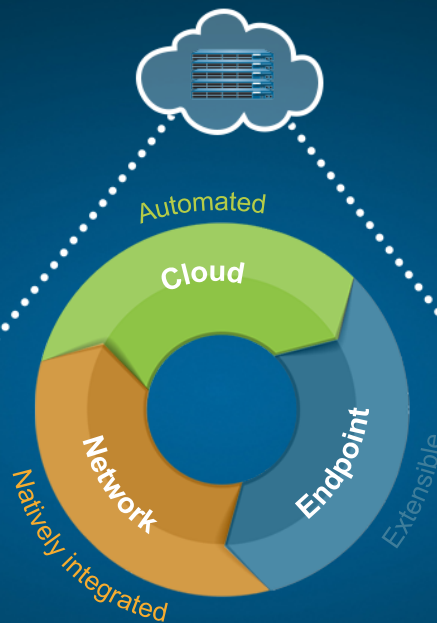
Palo Alto Networks  
*Next-Generation Firewall*



## Next-Generation Endpoint

- Inspects all processes and files
- Prevents both known and unknown exploits
- Protects fixed, virtual, and mobile endpoints
- Lightweight client and cloud based

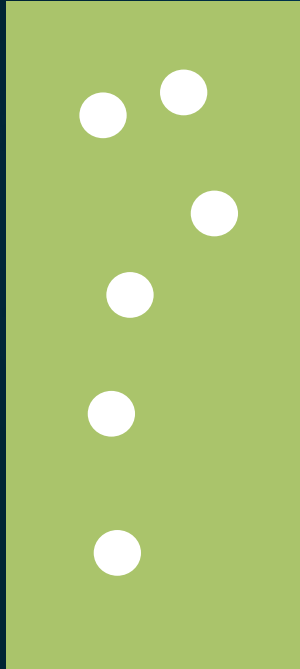
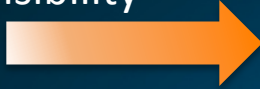
Palo Alto Networks  
*Next-Generation Endpoint*



# REDUCE THE ATTACK SURFACE

Full visibility

0



1

Limit network traffic to business-relevant applications and geo-locations



2

Eliminate all known threats



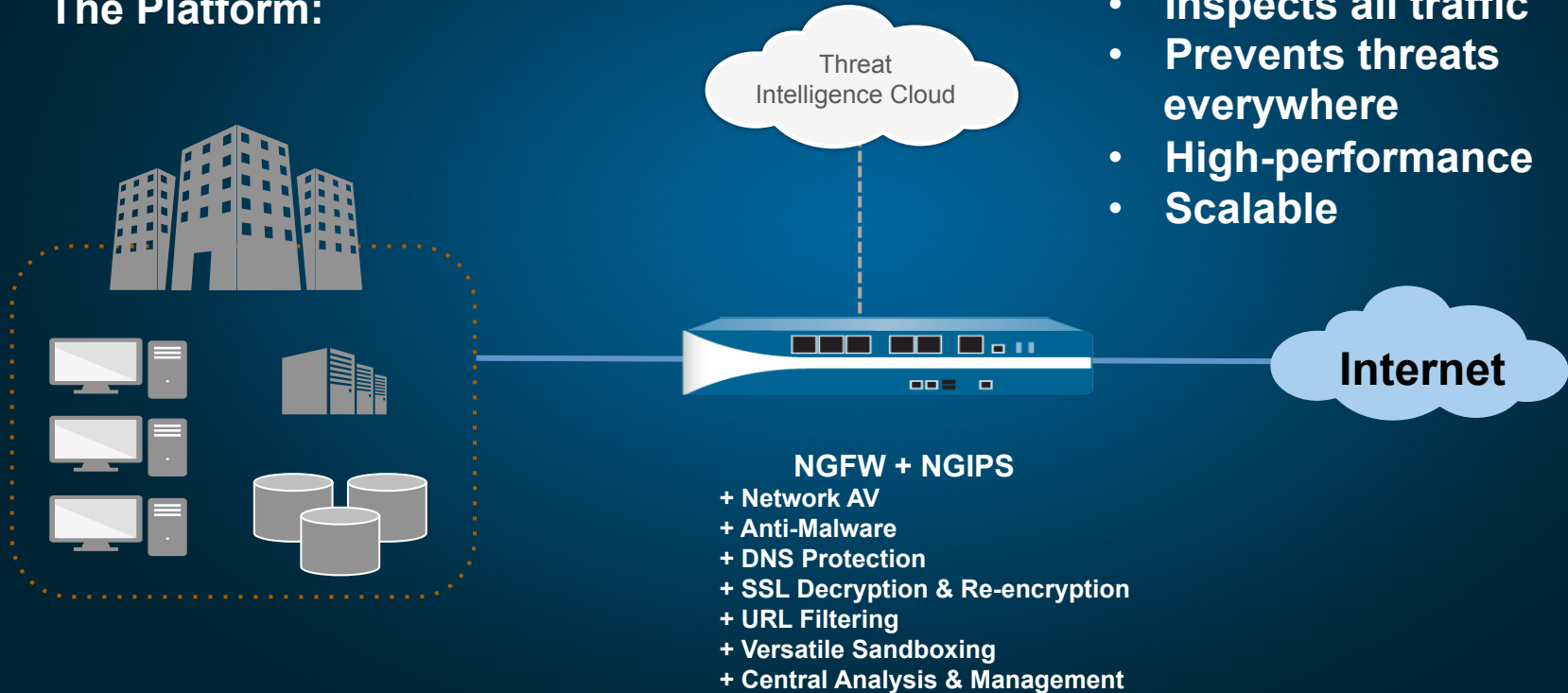
3

Eliminate all unknown threats



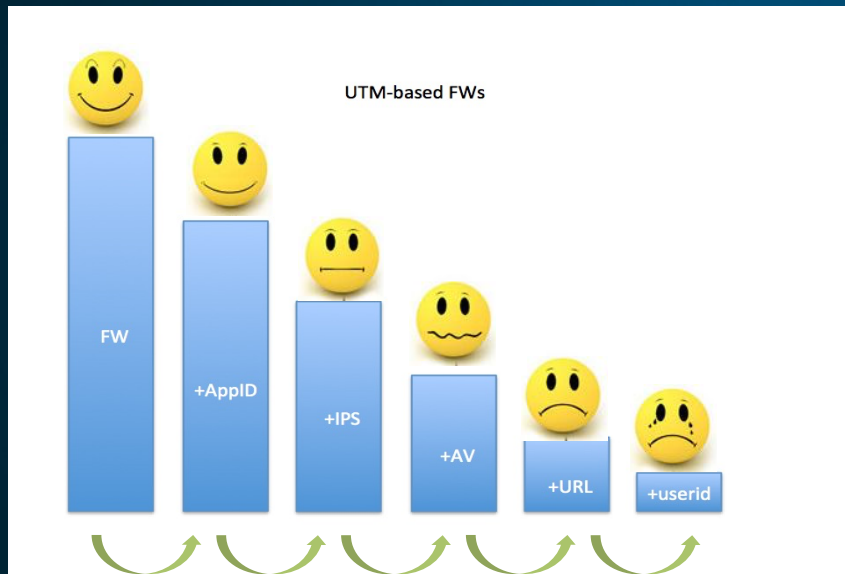
# THE SIMPLEST SOLUTION

## The Platform:

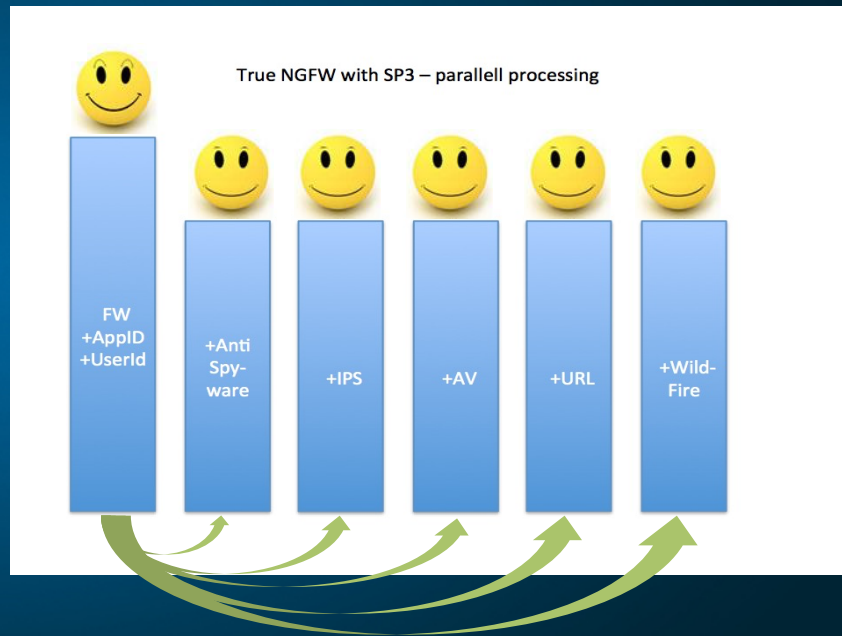




# UTM VS. PAN PREDICTABLE PERFORMANCE

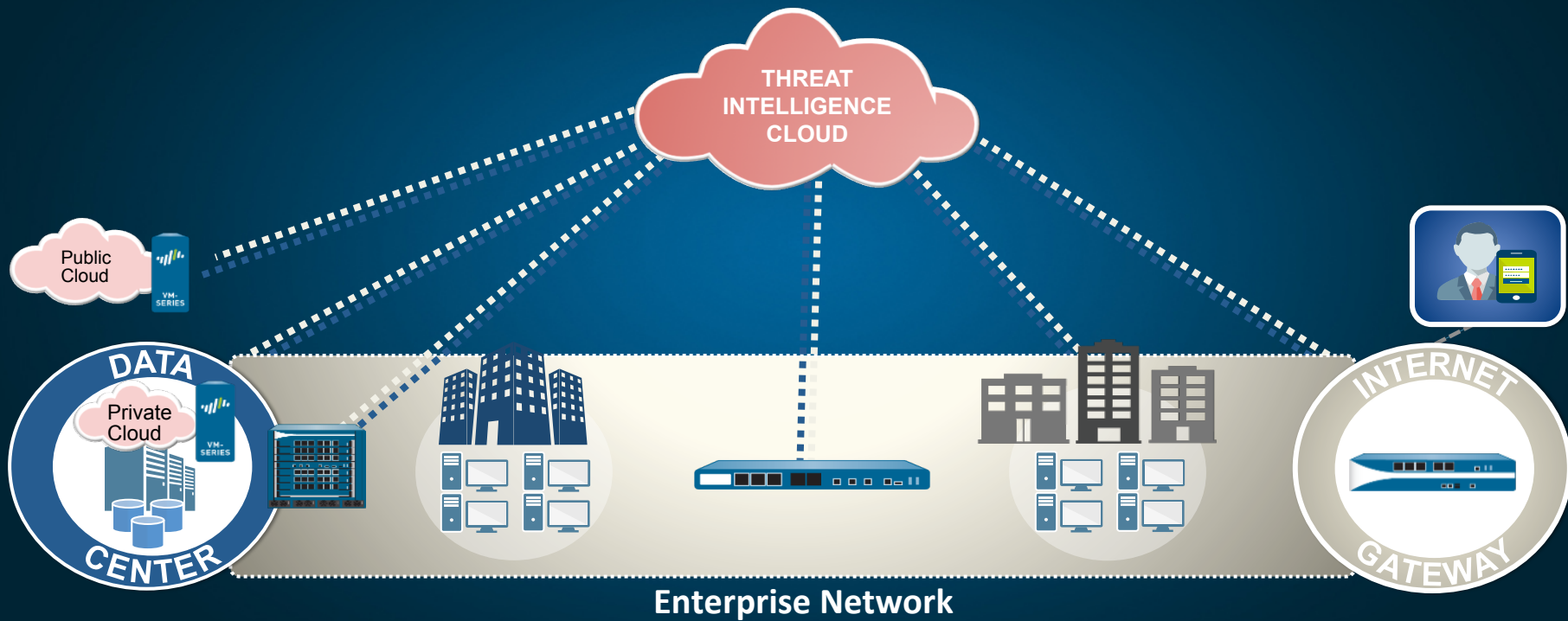


UTM: Serial processing degrades performance and adds latency for every feature turned on.



PAN: Parallel processing maintains a linear performance with all features turned on.

# ONE PLATFORM



# NSS LABS NGIPS TEST



*Using a tuned policy, the **PA-5020 blocked 98.8% of exploits**. The device proved effective against all evasion techniques tested. The device also passed all stability and reliability tests.*

***THE FIRST APPLIANCE EVER TO CATCH 100% OF LIVE EXPLOITS***

The Palo Alto Networks PA-5020 PAN-OS v6.1.1 correctly identified traffic and did not fire IPS alerts for non-malicious content.

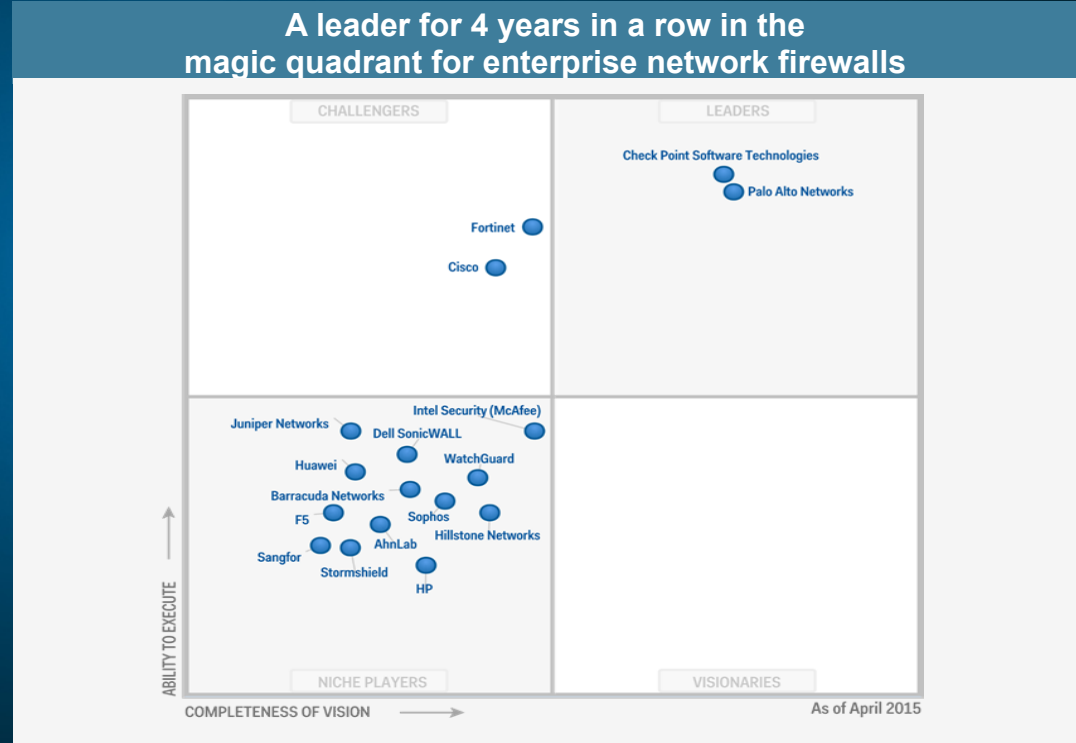
*The Palo Alto Networks PA-5020 is rated by NSS at 2,973 Mbps, which is higher than the vendor-claimed performance; Palo Alto Networks rates this device at 2Gbps.*



# GARTNER MAGIC QUADRANT

*"Palo Alto Networks is assessed as a Leader, mostly because of its NGFW focus, and because of its consistent visibility in Gartner shortlists for advanced firewalls use cases, frequently beating competition on feature quality."*

**--Gartner, Magic Quadrant for Enterprise Network Firewalls**



**DON`T JUST BELIEVE US**

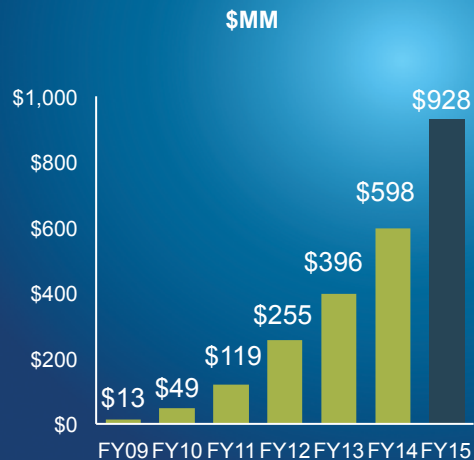
**HAVE THE PROOF OF CONCEPT**

# PALO ALTO NETWORKS AT A GLANCE

## CORPORATE HIGHLIGHTS

- Founded in 2005; first customer shipment in 2007
- Safely enabling applications and preventing cyber threats
- Able to address all enterprise cybersecurity needs
- Exceptional ability to support global customers
- Experienced team of 2,600+ employees
- Q4 FY15: \$283.9M revenue

## REVENUES



## ENTERPRISE CUSTOMERS





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networks®**  
**the enterprise security company™**

**Sami Walle**

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