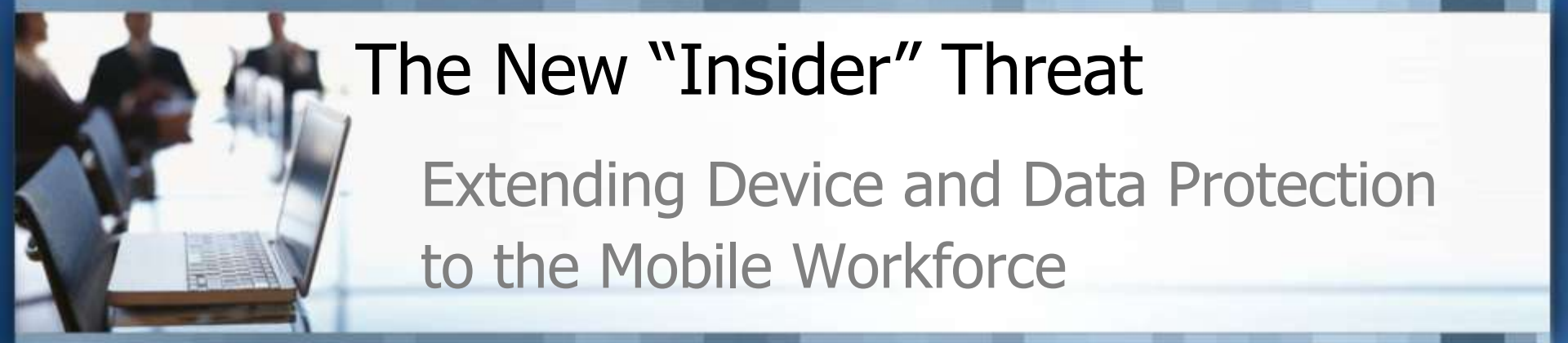




The New “Insider” Threat



Extending Device and Data Protection
to the Mobile Workforce

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The logo for Fiberlink. It features the word "FIBERLINK" in a bold, blue, sans-serif font. Below it, the tagline "Simple. Secure. Mobility." is written in a smaller, grey, sans-serif font.

> Agenda

- Mobility Trends and Their Impact on IT
- Investment Impact on Mobile Security
- Pursuit of a Solution
- Closing the Security Gaps

> Fiberlink Overview



- **Company** – Founded in 1994. Headquarters in Blue Bell Pennsylvania. Presence in NA, EMEA & Asia. Over 250 employees.
- **Mission** – Make Laptop mobile computing simpler and more secure, so enterprises can realize the full potential of mobile work.
- **Customers** – Over 1,000,000 deployed users across over 700 enterprise customers,
- **Leadership** – Recognized by industry analysts as an innovator and leader in the mobile market.
- **Financial** - Privately held, profitable and growing. Investors include Goldman Sachs, GE and TCV

> Let's Set the Stage....

- On a scale of 1 – 5 (5 the highest), how would you rate your overall security?
- Now, pretend you had no remote or mobile users.
- What happens to your rating?

> Today Everyone is Mobile and Access is Everywhere

Road Warriors



Planes

Trains



Automobiles

Highly Mobile Employees: 25%

Day Extenders



Morning

Noon



Night

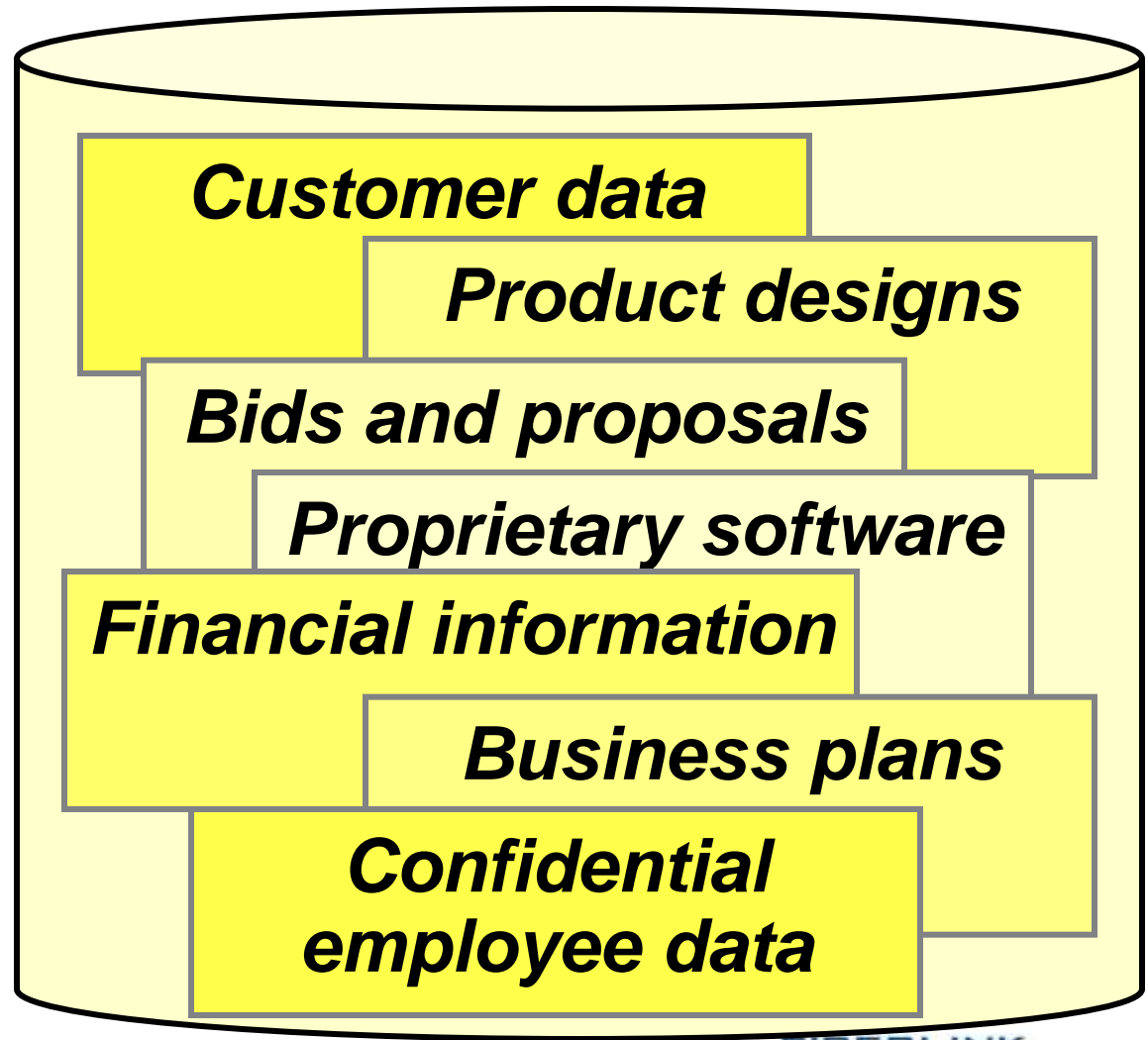
Employees with Laptops: > 50%

[Mobility] is not limited to the traditional 'hot' employee categories, who are typically 'road warriors' seeking to access corporate applications while on the move or in public places; increasingly it also includes part-time and full-time home workers and so-called 'day extenders.'

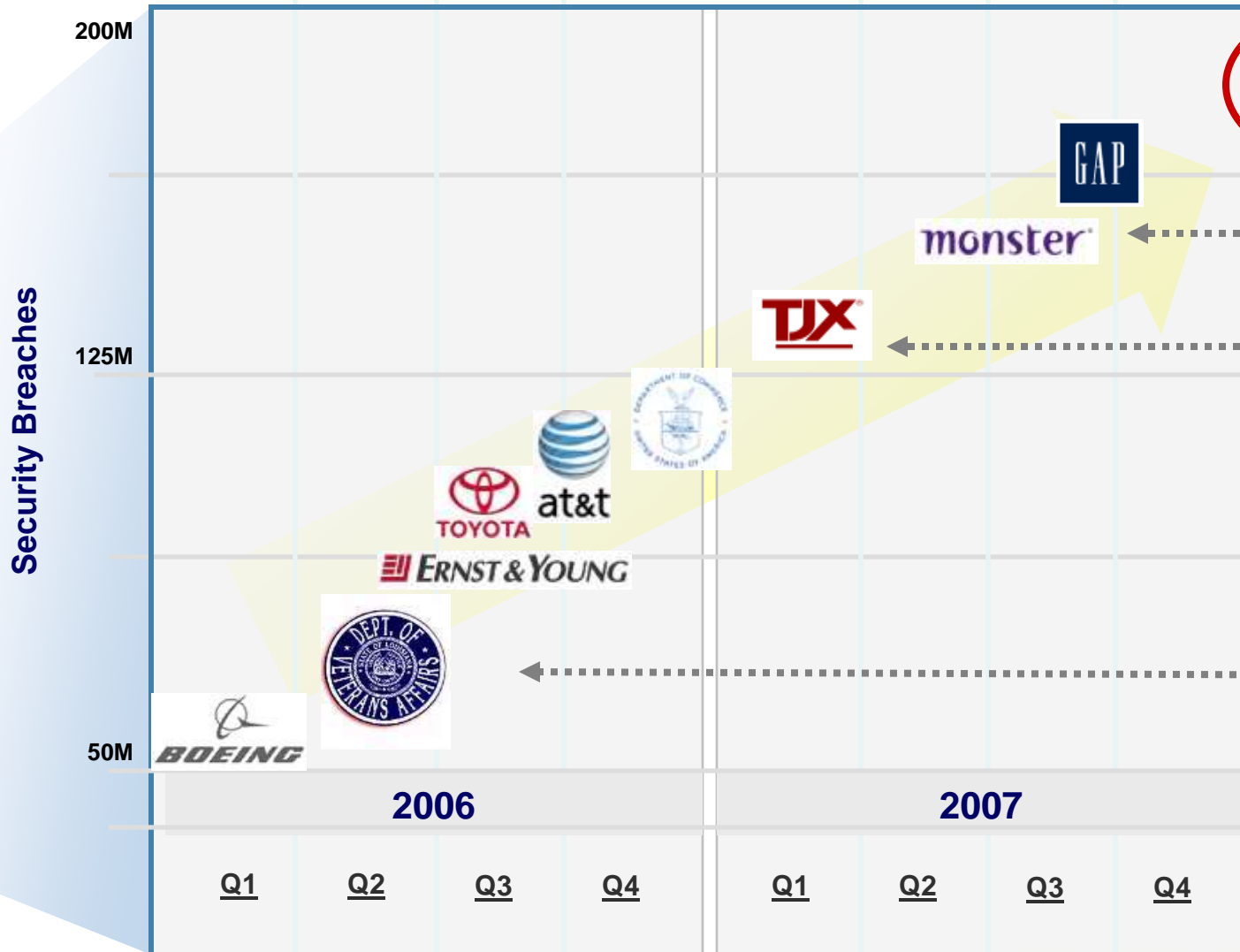
- Jeremy Green & Pauline Trotter, Ovum, 12/05

> More Data is Exposed on Laptops

IDC estimates that 60% of corporate data resides on laptops and PCs



> Security Breaches Are Growing



1/1/2008: Over 217 million data records of U.S. residents have been exposed due to security breaches since Feb. 2005.

8/23/07: Details of some 1.6 million job seekers had been stolen. Fewer than 5000 were outside the US.

1/17/06: 45,700,000 credit and debit card account numbers through an "unauthorized intrusion" into its computer systems that process and store customer transactions including credit card, debit card, check, and merchandise return transactions.

5/3/06: Data of all American veterans were stolen from a VA employee's home. Theft of the laptop and computer storage device included data of 26.5 million veterans.

> Gone Phishing? They are Motivated!

Recent Information Week Article:

- **\$10 - \$150**
 - Price range on the black market for full set of identity information
- **\$.50 - \$5**
 - Price range per stolen credit card number
- **196,860**
 - Unique phishing messages detected by Symantec for the first half of 2007, up 18% over previous 6 months
- **52,771**
 - Number of active bot-infected computers per day during first half of 2007

Source: Symantec Internet Security Threat Report Trends, Jan. to June 2007

> Targeting the Mobile Device

Data In Motion:



Wireless Hacking:



Lost Device:

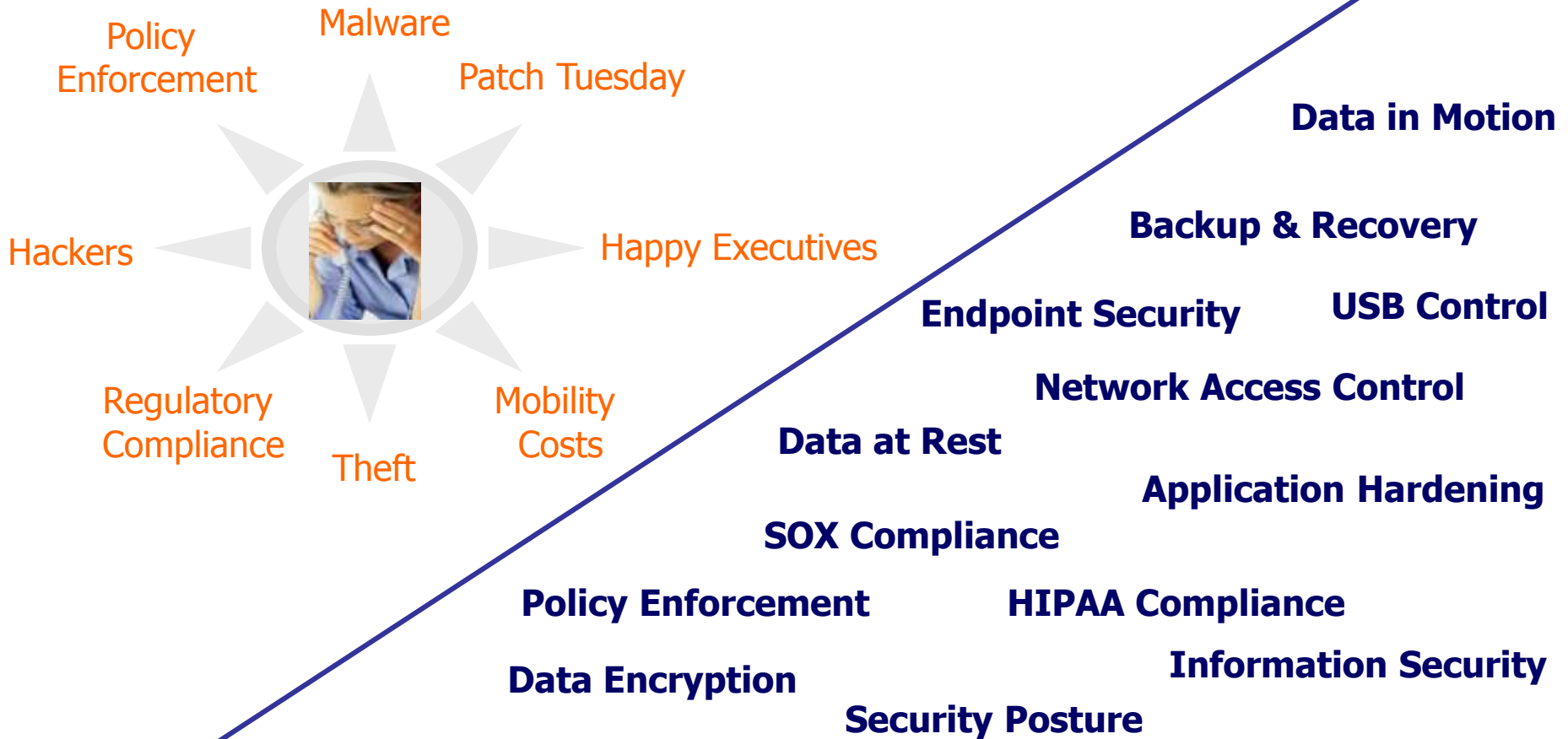


Stolen Laptop:



Taking Aim

> Decisions, Decisions...

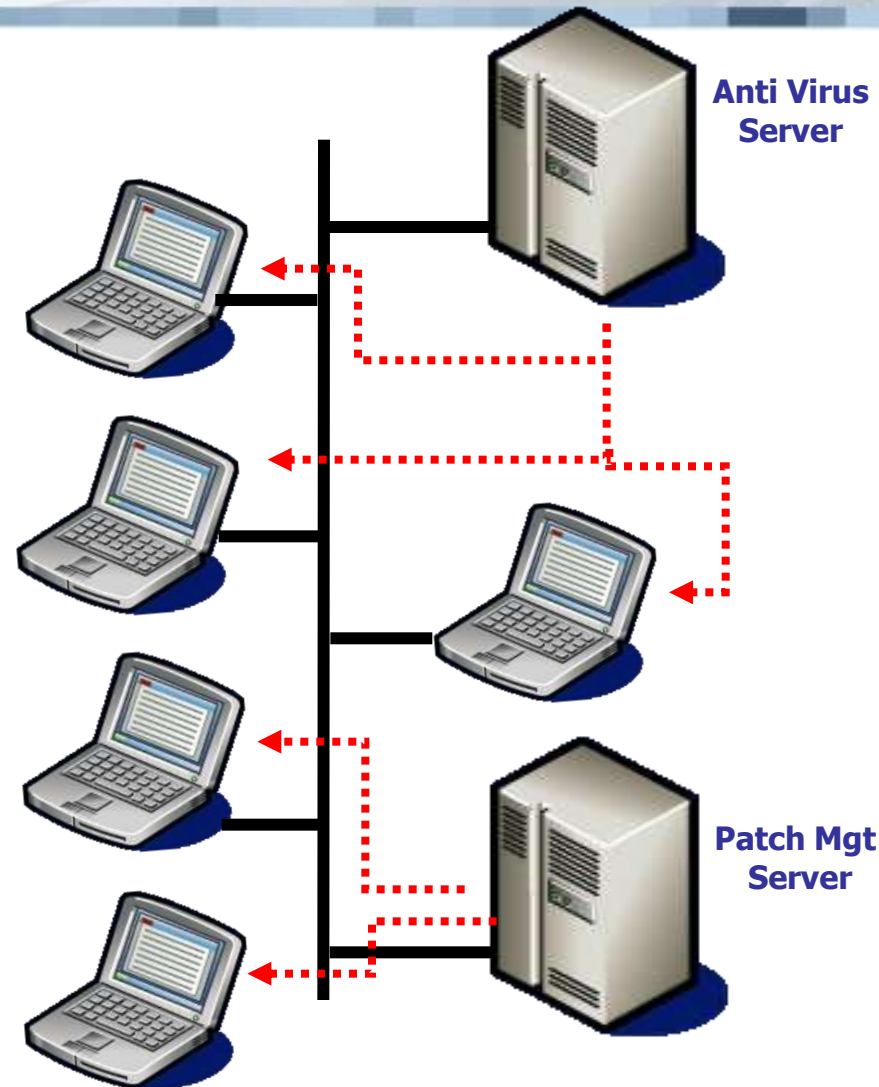


How do you extend this protection to the remote device?

> Managing Endpoints – LAN Based

“Un-Touchable” Devices

- Off the LAN, devices miss the updates
 - Updates don't occur
- Remote and mobile devices are exposed to more attacks



> It's a Mobile Paradox ...

Companies spend more time addressing the least vulnerable devices that they can see, on the network ...

... and less time addressing the most vulnerable devices they cannot see, outside the network.

This is the "Mobile Blindspot"

Case in Point:

> Are Companies Investing in the Right Area?

- Companies are spending millions in Anti-Virus support
 - When was the last big virus outbreak?
 - Likely a small % increase in protection for the money
- With data replication capabilities, approximately 60% of the data required by the end user is on the PC/laptop already
 - When did you last have a lost or stolen device?
 - Probably much more recent



SSL VPNs:

> Expanding The "Mobile Blind Spot"?

"By 2008, SSL VPNs will be the primary remote-access method for more than two-thirds of business teleworking employees, more than three-quarters of contractors and more than 90% of casual employee access (0.8 probability)." *Gartner*

- An SSL VPNs is referred to as an "application layer" technology.
 - Great for email access, the "killer app"
 - IPSec VPNs are Network Layer connections
- *The Question: Even if the user connects, will IT have the ability to update this device?*

> Pursuit Of A Solution – Access Control

- Access control initiatives being considered
 - Cisco NAC, Microsoft NAP, TCG, software suites
- Basic functions of these solutions
 - Policy definition
 - Assessment of the device
 - Quarantine the device
 - Remediation where possible
- The basic concept:
 - Devices that are not in compliance with enterprise security policies should be blocked from accessing corporate networks.

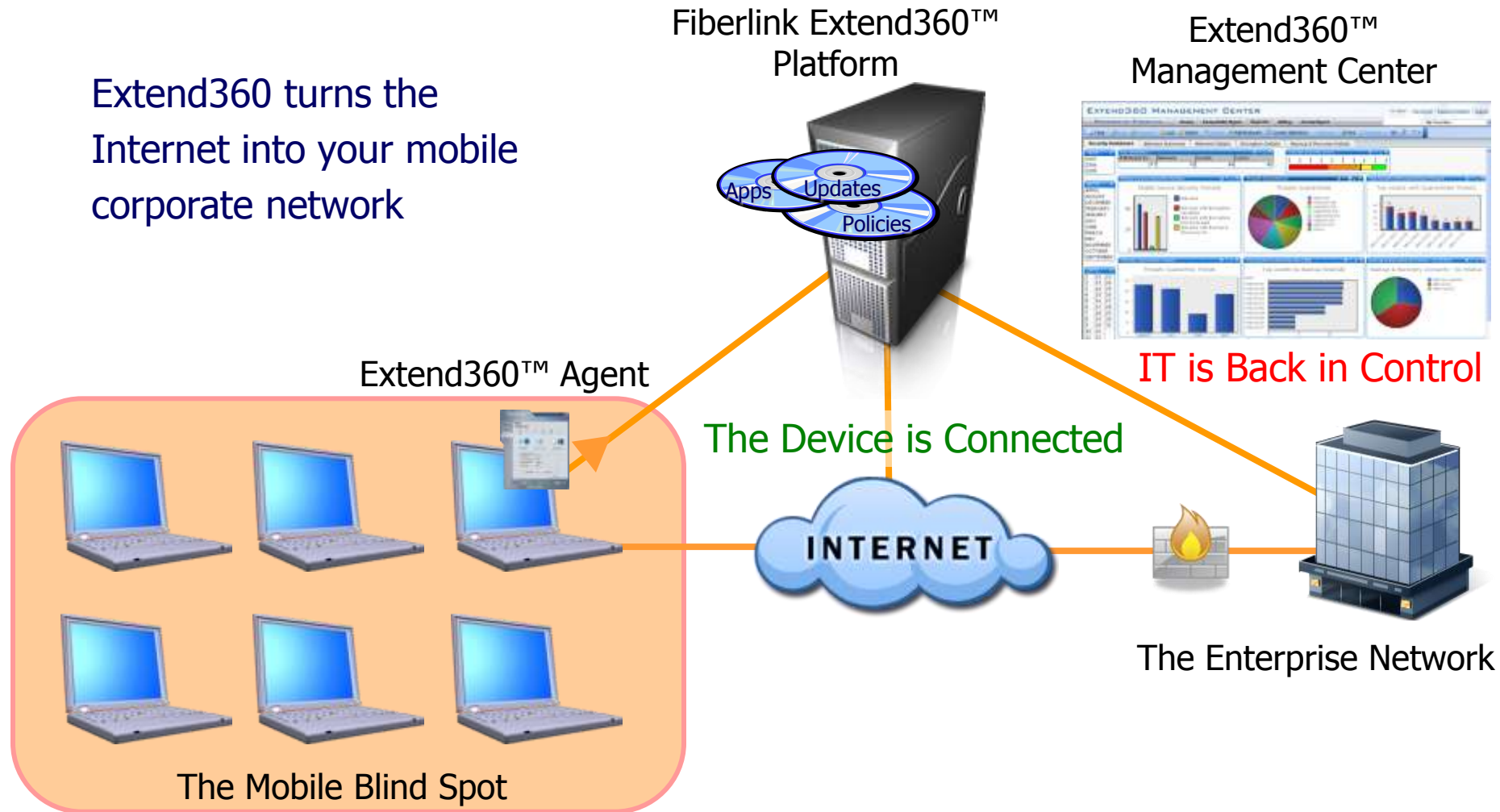
> Limitations of Access Control

- Fundamental goal: Protect the network, not specifically the data or device
- Users must connect to the LAN (physically or through a VPN)
 - What if they gain Internet access only
- Addressing “baseline” problems
 - AntiVirus, AntiSpyware, Personal FW
 - Not all remediate, many just block the user
- The products do not address “the mobile blind spot” and their unique threats

A Mobile NAC Approach

Address the Problem Where it Occurs

Extend360 turns the Internet into your mobile corporate network



> Mobile NAC Benefits

- **Protects the corporate network**
 - Blocks non-compliant systems from connecting
- **Addresses the “mobile blind spot”**
 - Monitors, protects and updates mobile computers even when they don’t connect with the corporate LAN
 - Provides protection from start-up to shut-down, anywhere
- **Protects “data at rest” and “data in motion”**
 - Beyond firewalls: data encryption and backup & recovery if devices are lost or stolen
 - Device control and information protection to reduce the risk of internal threats
- **Real-time compliance reporting**
 - Audit trail provides visibility to The Blindspot

> Recommendation: A Phased Approach to Securing the New Insider Threat

Defend against network-based threats and phishing

- Zero-Day Protection
- Intrusion Prevention
- Anti-Spyware
- Anti-Virus
- Firewall

2

Defend against loss and theft (Data at rest)

- Data encryption
- Backup and recovery

3

Defend against user policy violations (Incl. data in motion)

- Device control
- Information protection

4

- 1** Endpoint monitoring and remediation, patch management, vulnerability management, inventory management

Improve administration; Support other defenses

> Summary: What's It All Mean To You?

- Increased mobility is creating new device and data threats
 - Insiders are becoming outsiders
- Mobile devices are the most vulnerable
- Implement security solutions that reach the “unconnected users” – the Mobile Blind Spot
- Data in motion exposures can occur maliciously or by accident
- Devices are exposed, with or without the Internet
- You will need a blended/layered approach with security
- An integrated NAC and Mobile NAC solution will provide the overall most compliant and secure solution



Thank You

Questions? STAYLOR@Fiberlink.com



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