

Novell® Identity Manager

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Product Management

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Novell.

Risk to The Enterprise is Rising

“Energy company reports \$1 Billion in charges and a loss” —New York Times

“Security Breach Exposes Data on Millions of Payment Cards” —InformationWeek

“British parliament shut down e-mail system to prevent damage” —ZDNet

“Bank loses personal data on 248,000 customers”

“ID-theft case leads to mail conviction”

“Cyber Attacks Now in the Big4”

“Hospital patient data revealed”

“FBI’s Web Site Socked as Hackers Target Feds”
—New York Post

“Identity Theft Remains a Concern for Bank Customers Amid Economic Slowdown”

—The Wall Street Journal

Security Matters

Security must be a top concern in today's world

Each leaked record costs over \$200 on average

Costs of a breach include

- Increased customer churn

- Legal costs

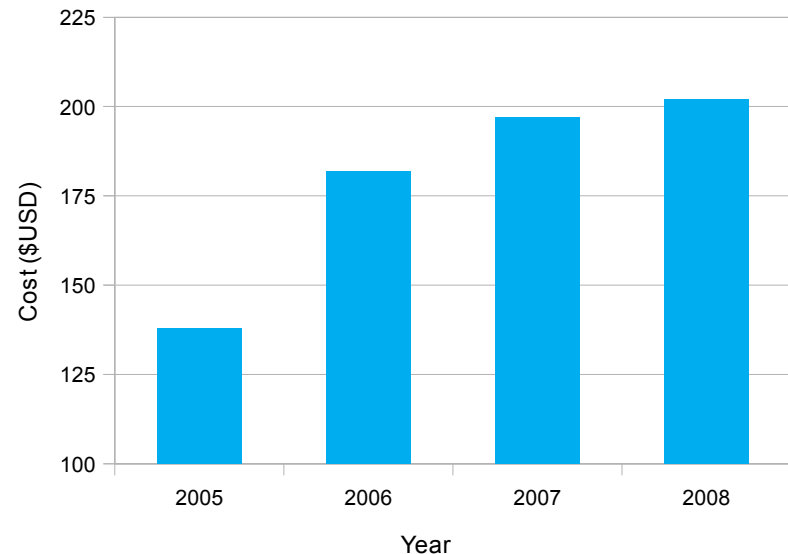
- Auditing and consulting

- Investigation and forensics

Loss of credibility

Average Cost Per Record of a Data Breach

Source: Ponemon Institute



The State of Security

285 Million records compromised in 2008 according to Verizon Business breach report

74 percent compromised by external sources

20 percent compromised by insiders

32 percent implicated business partners

87 percent of the cases were avoidable with simple controls and monitoring

Large, high profile breaches in 2009 garnered intense scrutiny

Why is security so difficult?

Security Then



Keep “bad guys” away from the network
Build a gigantic wall around the enterprise
Deploy point technologies to guard against specific threat vectors at the edge

Today's Reality



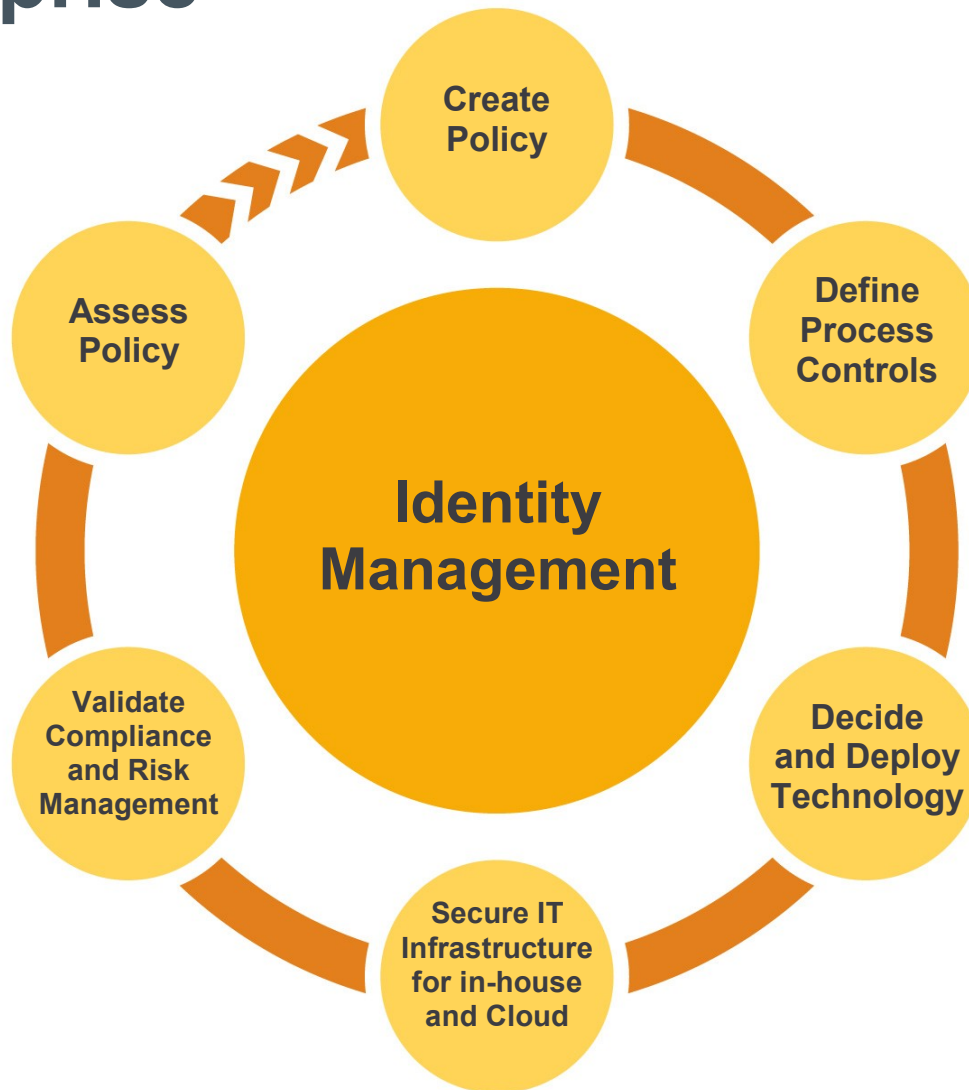
Data and workloads moving off-premise
Threats from insiders and outsiders...

What defines an insider?

Targeted attacks increasing

Business partners require access

Identity Touches All Aspects of an Enterprise



Your Identity & Security Challenges

- **Provisioning new users** - Users wait up to 3 weeks for activated accounts
- **Managing users** - Help desk costs \$25-40 per call for password resets, with 25-35% of calls related to password resets
- **De-provisioning users** - 30-60% of existing accounts are invalid
- **Deploying new initiatives** - Up to 30% of development time is for controlling access to applications and data
- **Reconciling user data** - 100+ user data sources at typical firm provide out-of-sync and untrustworthy identity data
- **Protecting trust** - Many new privacy and regulatory requirements around the world
- **Achieving compliance** – Up to 25% of IT budget is consumed to support compliance
- **And more...**

How Does Novell® Identity Manager Help?

Security

- Revoke system access in minutes, not days
- Manage all password policies centrally
- People get access to only what they need based on business roles
- Eliminate siloed and duplicative systems

Compliance

- Clear visibility into who has access to what, when and how they got it, and who approved it
- Historical/forensic review of access
- Insightful risk metrics illuminate compliance conflicts
- Easy policy updates to stay current
- Instant documentation for auditors

Cost

- Reduce your help desk costs by 40%
- Automate manual processes and work-flows
- Extend the value of legacy applications
- Simplified implementation and administration
- End vendor lock-in and high switching costs

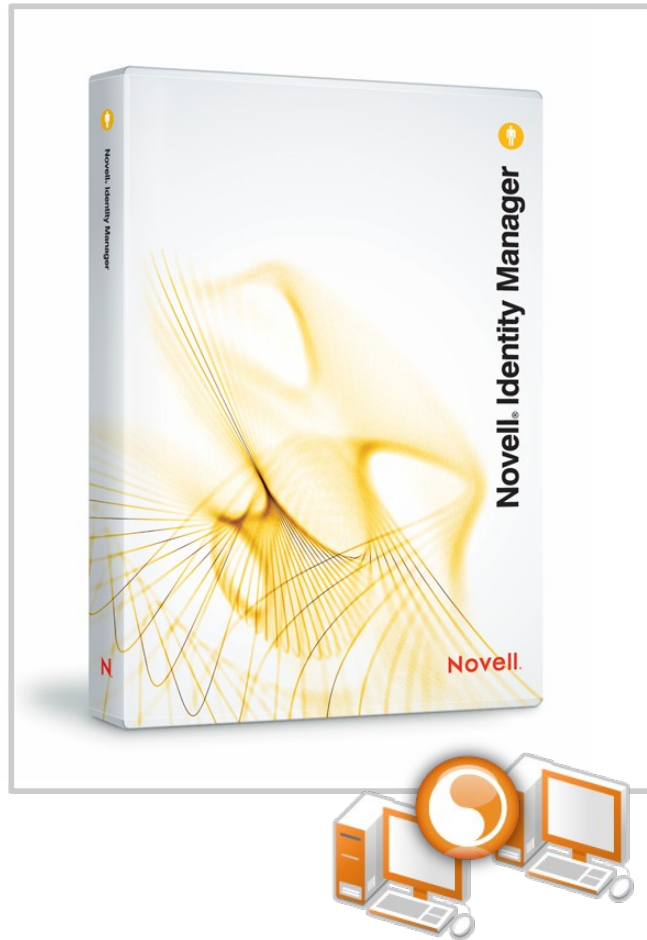
Agility

- Integrate new businesses in days, not months
- Hire a new employee and have all their systems ready automatically on their start date
- Empower users with provisioning control
- Have business decisions drive IT and not the other way round

Identity and Access Management Throughout the User Lifecycle



Novell® Identity Manager



Enable your organization to be more open and agile without limiting security, control or compliance.

Integrate, automate, and secure access to information for customers, partners, and employees.

Maintain clear visibility of people, actions, and compliance, past and present.

The result: Simplify and secure the enterprise while controlling costs and meeting regulatory demands.

Product Preview

A series of horizontal lines in various shades of blue and cyan, located at the bottom of the slide.

Press Highlights

Ahead of the Competition

CTOEDGEfrom the editors of **ITBUSINESSEDGE***Mike Vizard, CTO EDGE*
05/19/2010

"Novell Scales Identity Management Heights. Novell today rolled out a **comprehensive** approach to identity management that **scales from on-premise deployments through public cloud computing deployments.**"

NETWORKWORLD*Dave Kearns, NETWORK WORLD*
05/21/2010

"Novell unveils new version of Identity Manager. Version 4 **unifies identity management across physical and virtual servers** as well as cloud-based environments, both public and private."

Enterprise
Networking™
Planet*Sean Michael Kerner, ENTERPRISE NETWORKING PLANET*
05/29/2010

"**Novell Expands Identity Manager to the Cloud.** The Novell Identity Manager 4 release extends the capabilities of Novell's previous release of Identity Manager, with **improved support for Microsoft SharePoint** as well as applications that live in the cloud, **including Google Apps and Salesforce.com.**"

 **SearchSecurityChannel.com**
The Web's best resource for security channel professionals*Billy Hurley, SEARCH SECURITY CHANNEL*
05/21/2010

"In an effort to address business models like distributed management and on-demand Software as a Service (SaaS), Novell Inc. will prepare partners for Identity Manager 4, a new product designed to **manage identity and access across physical, virtual and cloud environments.**"

How Analysts Rate Us

Novell is one of the few vendors in both the leaders quadrant of Gartner's Magic Quadrant and positive recommends in MarketScope for all four markets: user provisioning, security information and event management, enterprise single sign-on and security information and event management (SIEM).



Figure 1. Magic Quadrant for User Provisioning



Figure 1. Magic Quadrant for Security Information and Event Management

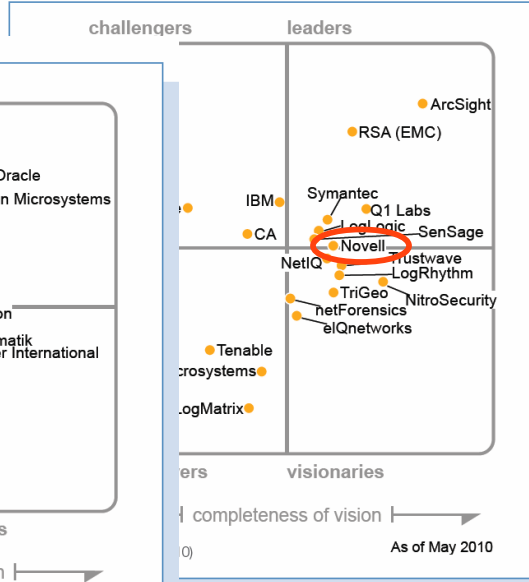


Figure 1. MarketScope for Enterprise Single Sign-On

	RATING				
	Strong Negative	Caution	Promising	Positive	Strong Positive
Actividentity				x	
Avencis			x		
CA				x	
Evidian				x	
IBM					x
Imprivata				x	
i-Spect Innovations			x		
Novell					x
Passlogix					x
Sentillion				x	

As of 10 September 2009
Source: Gartner (September 2009)

Figure 1. MarketScope for Web Access Management

	RATING				
	Strong Negative	Caution	Promising	Positive	Strong Positive
CA Technologies				x	
EMC-RSA			x		
Entrust		x			
Evidian			x		
IBM (Tivoli)				x	
Novell				x	
Oracle				x	
P2 Security		x			
Siemens			x		

As of 11 November 2010
Source: Gartner (November 2010)

Source: Gartner, Inc. "MarketScope for Enterprise Single Sign-On." Gregg Kreizman.

Source: Gartner, Inc. "Magic Quadrant for Security Information and Event Management." Mark Nicolett, Kelly M. Kavanaugh.

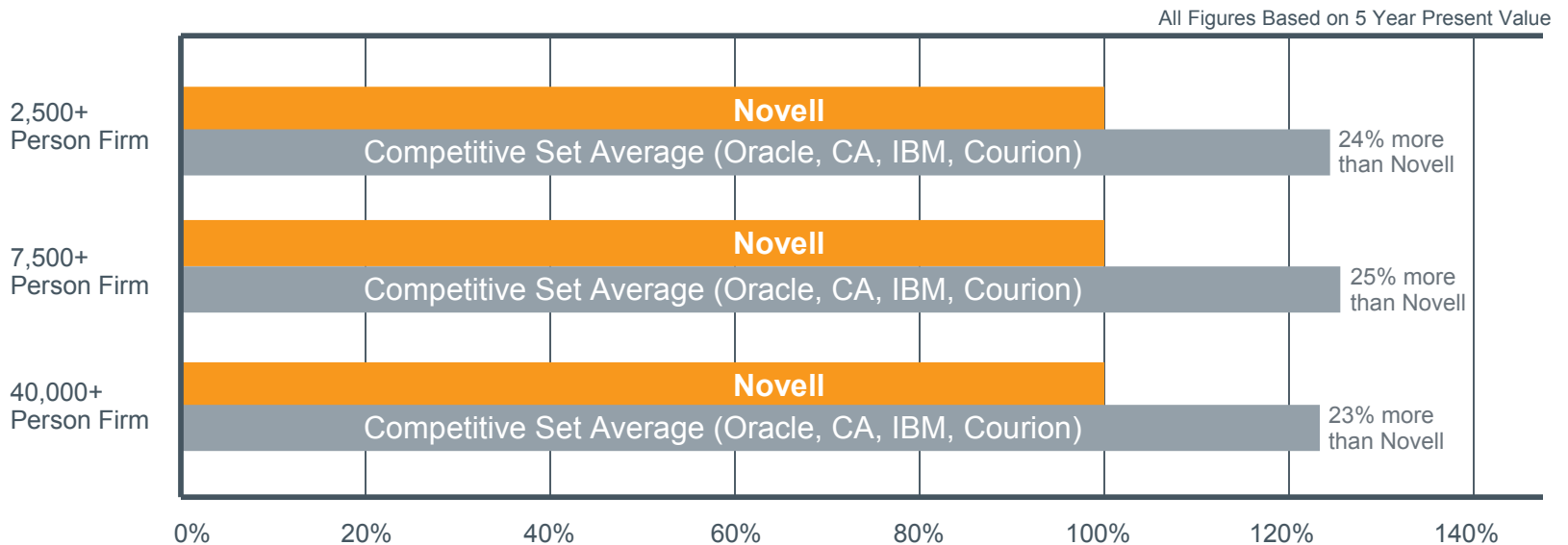
Source: Gartner, Inc. "MarketScope for Web Access Management." Gregg Kreizman, Earl Perkins, Ray Wagner

Source: Gartner, Inc. "Magic Quadrant for User Provisioning." Earl Perkins, Perry Carpenter.



IAM Solutions from Novell Provide Lowest TCO

Novell® Identity Manager and Novell Access Manager™ products have a lower total cost of ownership (TCO)* than competitive products because they are easier to configure, integrate and administer.



Total cost of ownership of IAM products compared by vendor and by size of organization

* Based on an independent study conducted by Rencana in September, 2010

Industry's Best Partners

Awards and Accolades



Nearly 7000 Customers



What Do Our Customers Say?

SYNOVUS

“We use Identity Manager to synchronize and manage more than 6,700 identities across our IT environment. When a user changes roles or moves from one location to another, their **access rights are updated automatically, giving our users unimpeded, secure and compliant access** to the resources they need to do their jobs.”

– *Steven Jones, Director of Operational Risk, Synovus*



“Security is paramount for us and we simply cannot afford a data breach. Novell Identity Manager helps us ensure that the **right people have access to the right information**. We can also safeguard sensitive information by **automatically revoking network access when users leave**.”

– *William C. Schneider, senior systems administrator
at the Data Center Operations and Services for
The University of Texas Health Science Center at Houston*

What Do Our Partners Say?

Deloitte. “Through our relationship with Novell and our joint efforts meeting the needs of these very large companies, the ***paramount issues associated with security and identity can now be addressed.*** Novell helps us . . . deliver optimal value to our customers with a solution that is well designed, well architected and functions as intended.” said Lyle Carlson, director, Deloitte & Touche LLP.



“At Atos Origin, we enable enterprises to reduce costs, create value and achieve a real competitive advantage,” said Chris Van Den Abbeele, Solution Manager ISRM, Atos Origin. “Novell Identity Manager ***secures the enterprise from the data center to the cloud, ensuring risk management and compliance.*** As cloud computing becomes more prevalent, it’s certain that identity and access will play a major role. Novell is helping customers to be ready for these challenges through innovative partnerships with companies like Atos Origin to provide excellence in identity management through our managed services platform.”

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