Sophos Synchronized Security

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Affordable Cutting Edge

SOPHOS

Product Portfolio

NETWORKING

OCEDO

Array NETWORKS

peplink

COMMUNICATIONS

CommuniGate SYSTEMS

PATTON

imagicle

SECURITY

SOPHOS

logpoint

corero FIRST LINE OF DEFENSE

SYSTEMS

SEP

Jacarta

PROXMOX

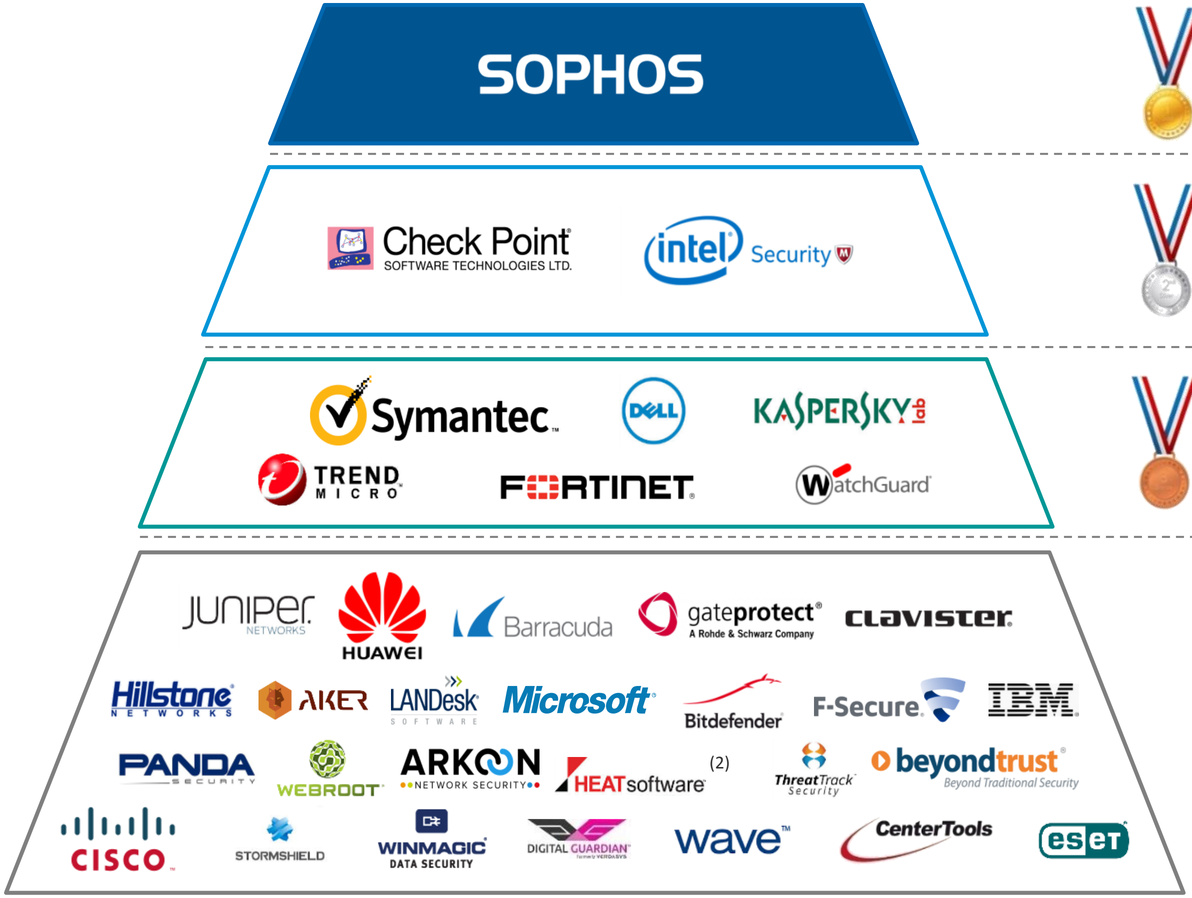
Sophos Snapshot

- Founded 1985 in Abingdon, UK
- $450+ million in FY15 billings
- Solid cash EBITDA margin (20%+) and strong cash conversion
- 2,400 employees
- Over 200,000 customers
- 100+ million users
- 90%+ best in class renewal rates
- 15,000+ channel partners
- SophosLabs: one of world's leading threat research laboratories
- “Channel first” go to market model
- Key OEM Partners: Cisco, IBM, Juniper, Citrix, Lenovo, Rackspace
- History of organic and acquired growth

Sophos HQ, Abingdon, UK

The ONLY Vendor Ranked as a Leader in Endpoint, UTM and Encryption

Endpoint, UTM and Encryption Represent [73]% of Sophos Billings [1]



LEADER in all **3** of these Gartner Magic Quadrants

LEADER in **2** of these Gartner Magic Quadrants

LEADER in **1** of these Gartner Magic Quadrants

PRESENT in **1** of these Gartner Magic Quadrants

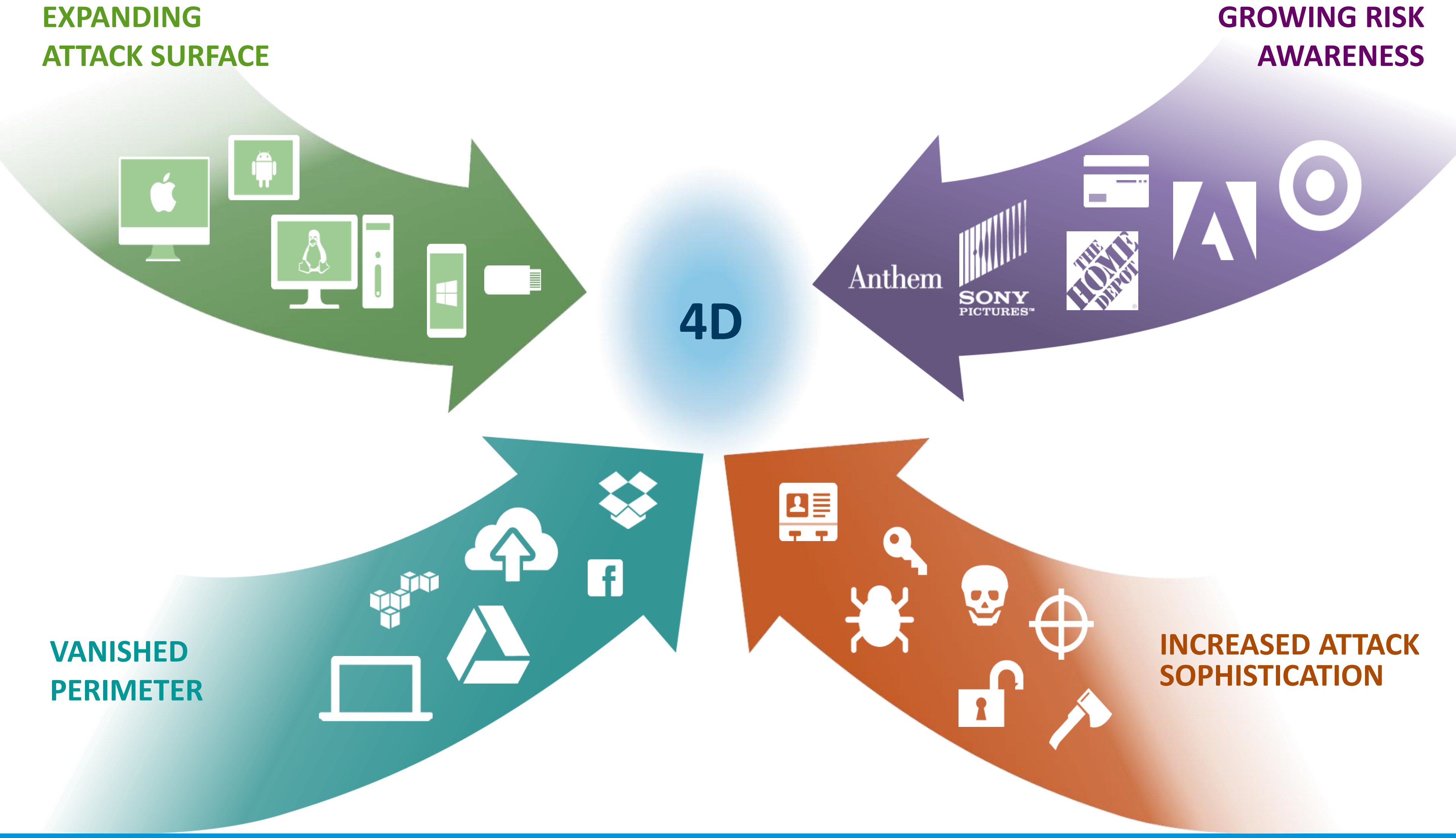
Notes:

[1] Figures refer to fiscal year 2015. Fiscal year-end March 31

[2] In February 2015, FrontRange and Lumension announced they would merge and form HEAT Software, backed by Clearlake Capital Group

Security industry 2D view

Security dimensions



EXPANDING ATTACK SURFACE

GROWING RISK AWARENESS

4D

VANISHED PERIMETER

INCREASED ATTACK SOPHISTICATION

SOPHOS

It’s time for a security revolution

Generations of security

Point Products

Anti-virus

IPS

Firewall

Sandbox

Layers

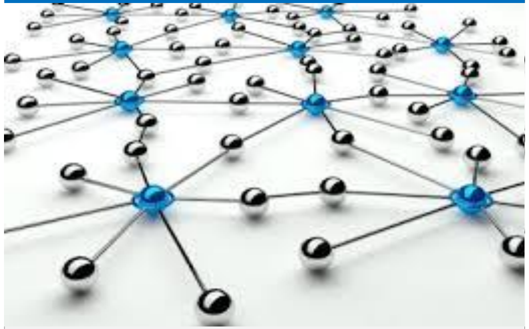
Bundles

Suites

UTM

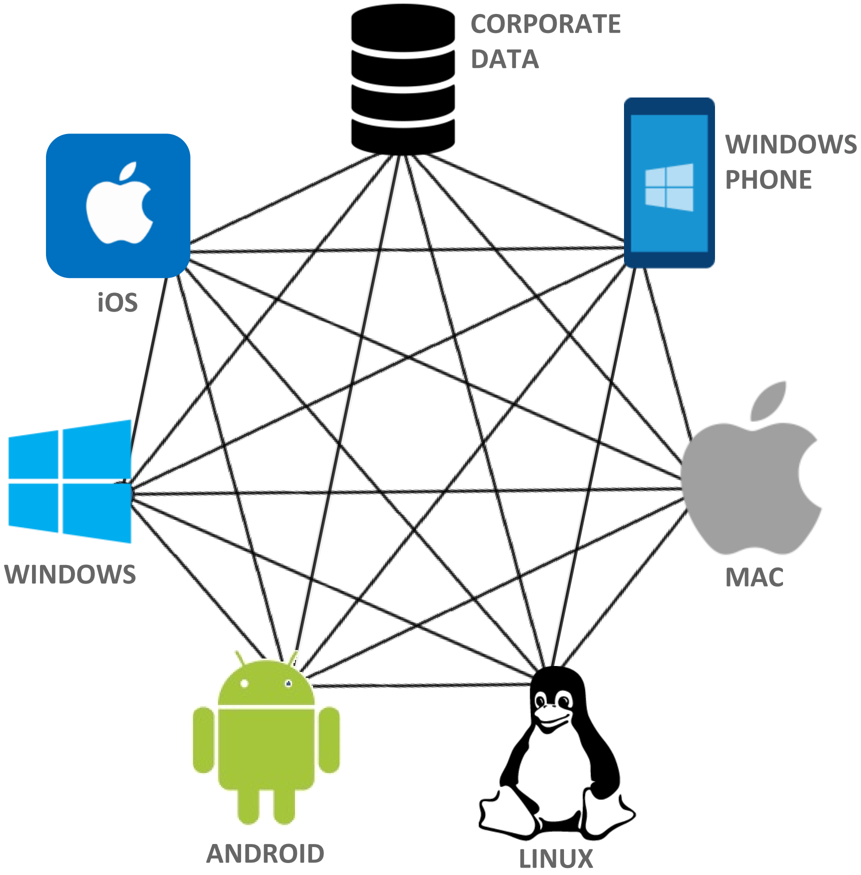
EMM

Synchronized Security



Security Heartbeat™

Synchronized Security

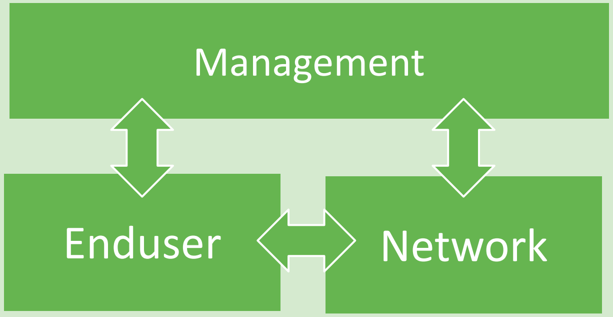


Comprehensive protection

- Prevent Malware
- Detect Compromises
- Remediate Threats
- Investigate Issues
- Encrypt Data

Integration at a different level

Synchronized Security



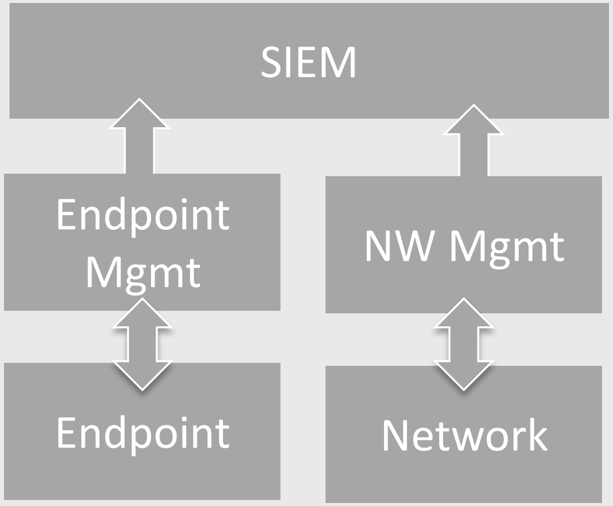
Management

Enduser

Network

- System-level intelligence
- Automated correlation
- Faster decision-making
- Accelerated Threat Discovery
- Automated Incident Response
- Simple unified management

Alternative



SIEM

Endpoint Mgmt

NW Mgmt

Endpoint

Network

- Resource intensive
- Manual correlation
- Dependent upon human analysis
- Manual Threat/Incident response
- Extra products
- Endpoint/Network unaware of each other

Security Heartbeat

Green

Endpoints have full access to internal applications and data as well as internet

Yellow

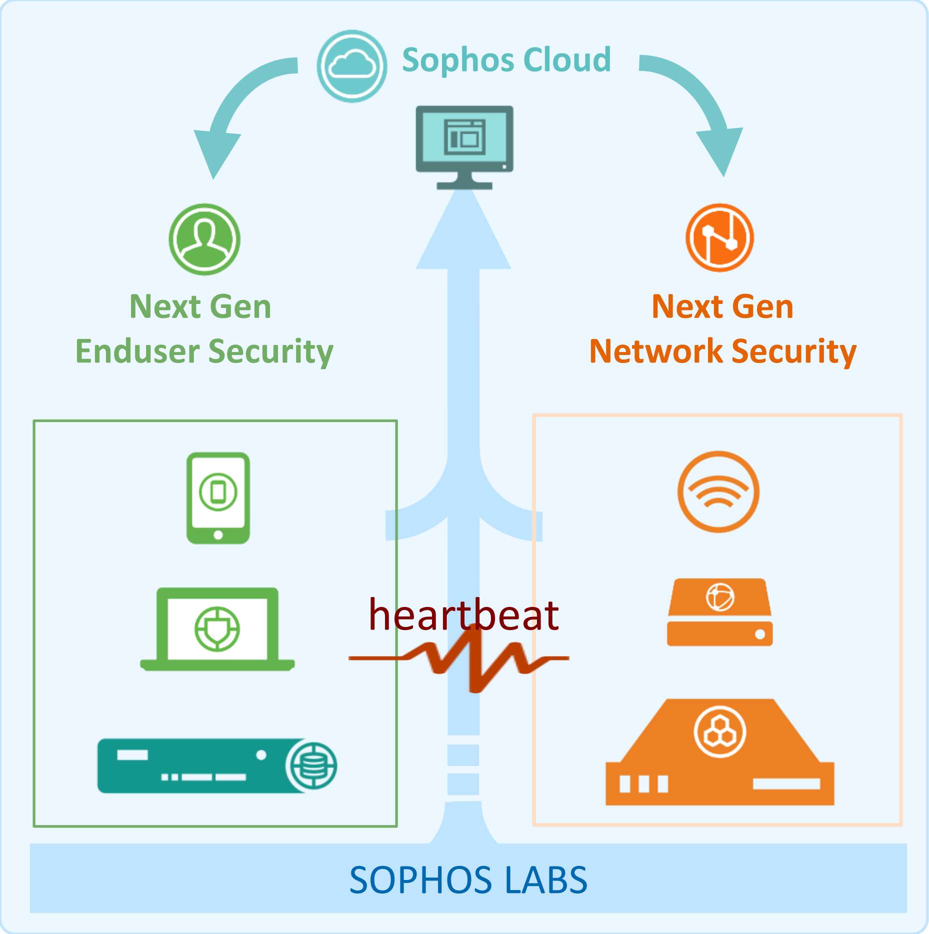
Affected endpoints can be isolated from internal/sensitive applications and data while maintaining access to internet

Red

Affected endpoints are isolated from the network and have no access to internal systems or external internet

Defaults and customization

There are no default policies based on health status so admins can customize responses as needed. We are developing a best practices guide to assist customers in recommended policy setup.



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How it works

System Initialization

Registration

NGEP & NGFW register with Sophos Cloud which sends certificate/sec info to both

Connection

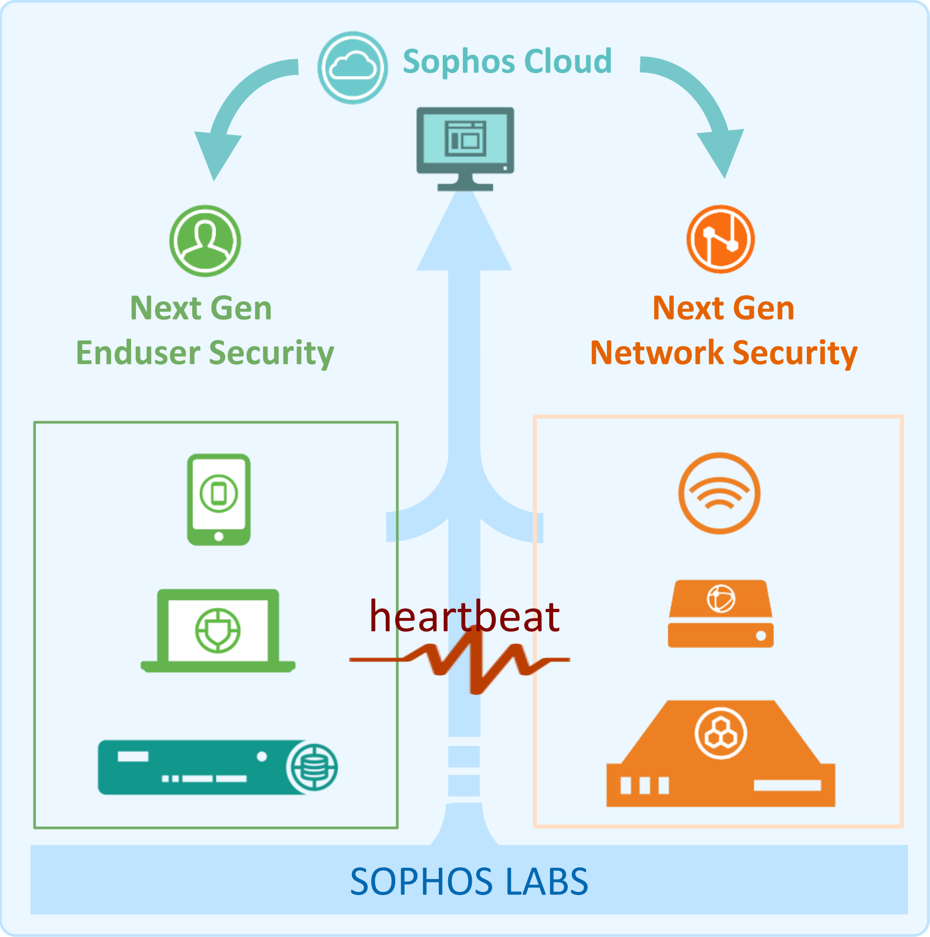
Endpoints initiate connection to the trusted Firewall

Validation

Firewall and Endpoints check sec info sent to them by Cloud to verify they are valid

Support of multiple locations

Endpoints can establish connection to Firewalls at any customer's location as the Sophos Cloud registry can be shared among all Galileo-enabled Firewalls



Accelerated Threat Discovery

Security Heartbeat

A few bytes of information are shared every 15 seconds from Endpoint to Network

Events

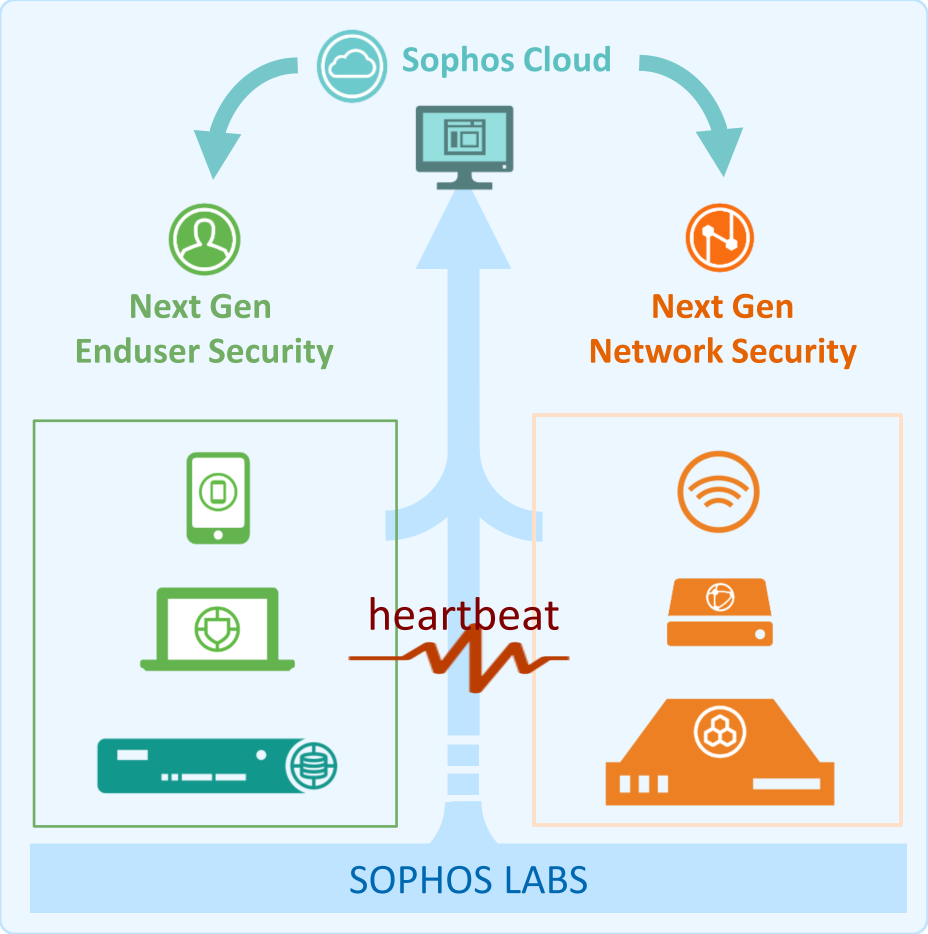
Upon discovery, security information like Malware, PUA is shared between Endpoints and Network

Health

Endpoint sends Red, Yellow, Green health status to Network

VPN support

Galileo supports endpoints connected within the local network as well as those connected via VPN as long as they are connecting to the Firewall.



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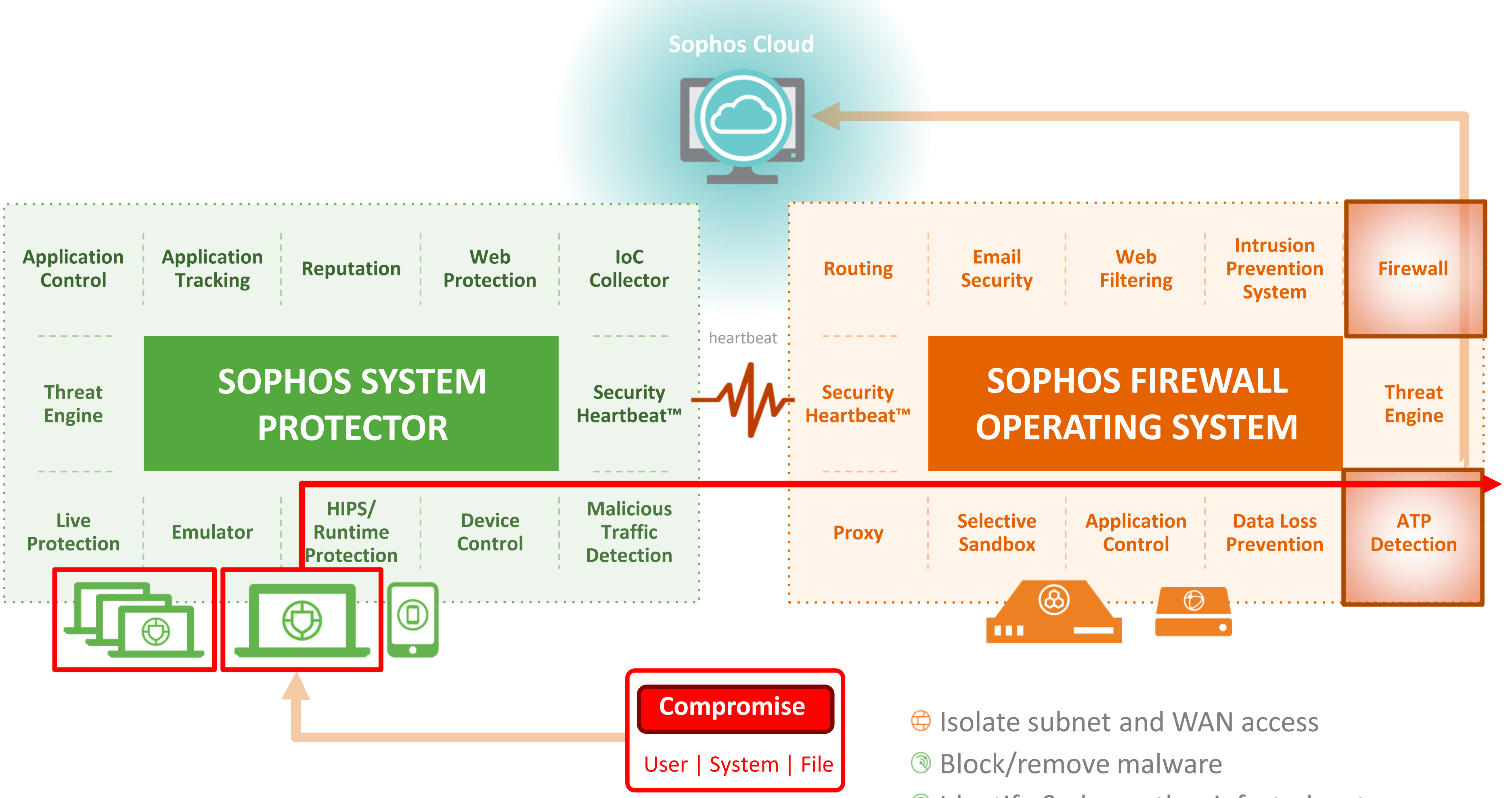
Synchronized Security 2015

Next Generation Threat Detection



- Isolate subnet and WAN access
- Block/remove malware
- Identify & clean other infected systems

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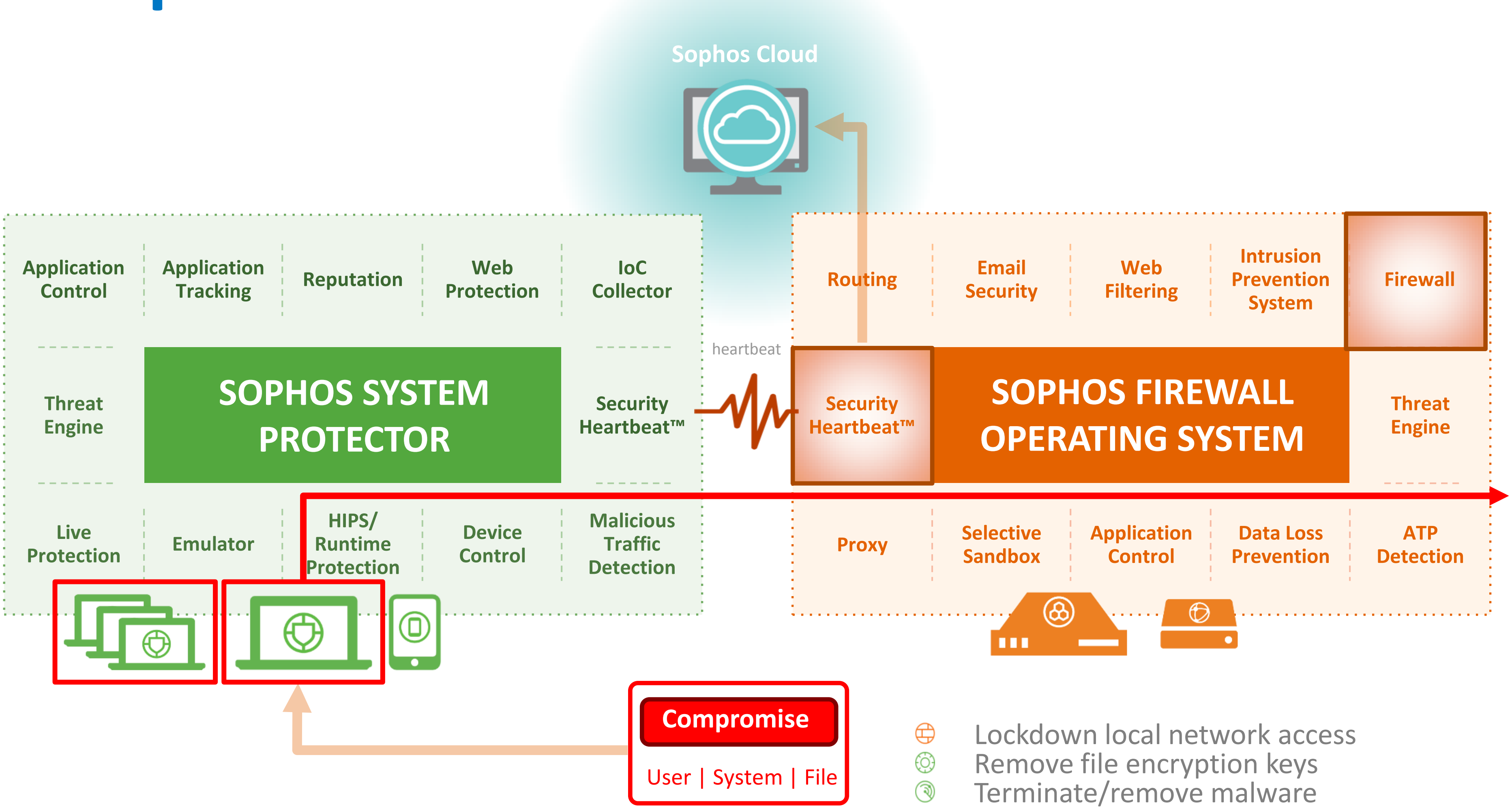
Synchronized Security 2016

Improved Threat Detection

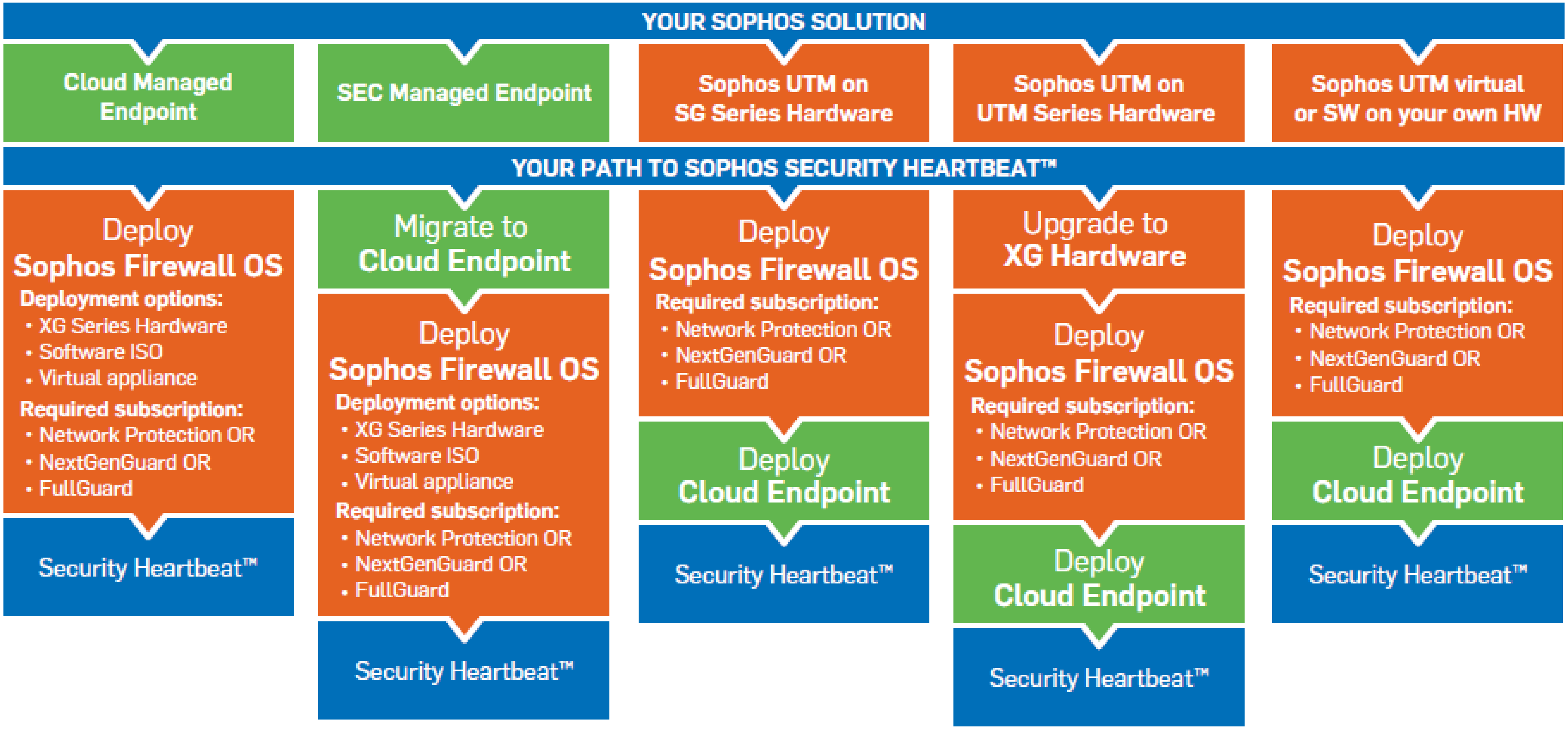


- Lockdown local network access
- Remove file encryption keys
- Terminate/remove malware
- Identify & clean other infected systems

SOPHOS

Your path to Synchronized Security

Already using Sophos



YOUR SOPHOS SOLUTION

YOUR PATH TO SOPHOS SECURITY HEARTBEAT™

Cloud Managed Endpoint

Deploy **Sophos Firewall OS**

Deployment options:

- XG Series Hardware
- Software ISO
- Virtual appliance

Required subscription:

- Network Protection OR
- NextGenGuard OR
- FullGuard

Security Heartbeat™

SEC Managed Endpoint

Migrate to **Cloud Endpoint**

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Security Heartbeat™

Sophos UTM on SG Series Hardware

Deploy **Sophos Firewall OS**

Required subscription:

- Network Protection OR
- NextGenGuard OR
- FullGuard

Deploy **Cloud Endpoint**

Security Heartbeat™

Sophos UTM on UTM Series Hardware

Upgrade to **XG Hardware**

Deploy **Sophos Firewall OS**

Required subscription:

- Network Protection OR
- NextGenGuard OR
- FullGuard

Deploy **Cloud Endpoint**

Security Heartbeat™

Sophos UTM virtual or SW on your own HW

Deploy **Sophos Firewall OS**

Required subscription:

- Network Protection OR
- NextGenGuard OR
- FullGuard

Deploy **Cloud Endpoint**

Security Heartbeat™

* Cloud Endpoint requires Sophos Cloud Endpoint Protection Advanced or Sophos Cloud Enduser Protection subscriptions

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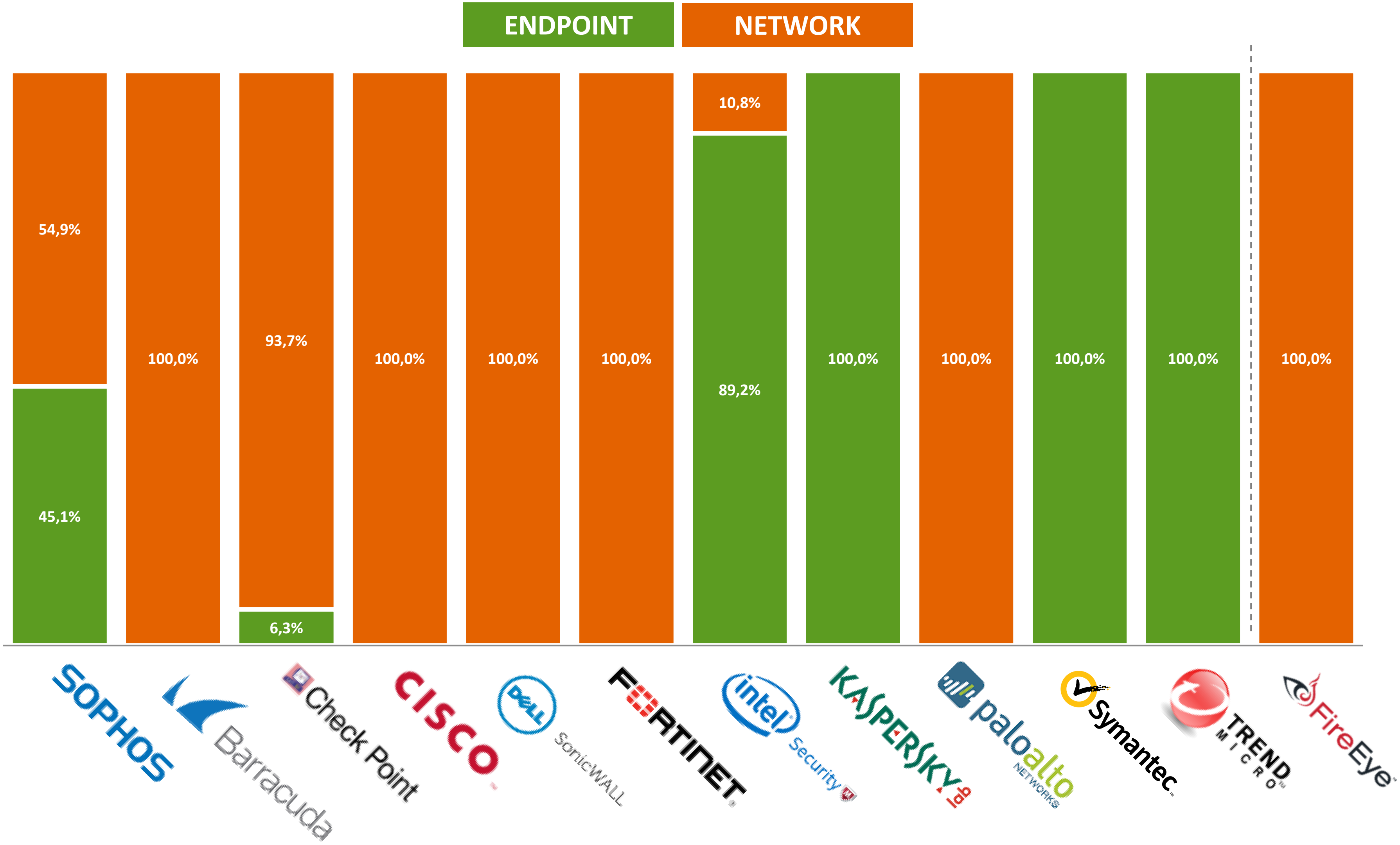
Conclusion

Unique balance between Endpoint and Network



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