

Migration to Cloud. Optimization and Security

> George Kouimintzis Commercial Director NSS

### Company

- > Founded by Engineers
- > Values (Flexibility, Trust, Effectiveness)
- > Solutions Oriented
- > Value Add Distributor
- Method (Specialization, Improvement, Innovation)
- > Motto (Affordable Cutting Edge)



### **NSS Approach**

STRATEGIZE

Provide Strategic Guidance & Advice

**DESIGN** 

Plan & Architec Solutions **DEPLOY** 

Implement & Integrate Technology **OPERATE** 

Optimize & Manage Customer Environments

**EDUCATE** 

Train the Custome Workforce **SUPPORT** 

aintain & Support Ongoing

### NETWORK/ INTERNET/CLOUD



- Build Efficient Network
- Optimize it
- · Ready for Business Breakthrough

- · Optimize & Manage Cloud Infrastructure
- Transform IT Operations & Organization
- Deliver Expert Customer Support

#### SECURITY



#### Securing & Protecting Information to Safeguard Business

- Develop Information Protection Strategy
- Create Programs For Governance, Security, & Availability
- Optimize & Manage Business Continuity
- · Train IT Staff to Drive Trust Initiatives
- Deliver Expert Customer Support

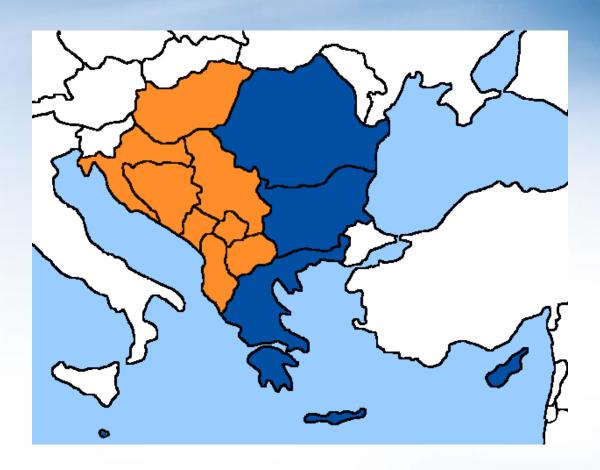


### **Ways to Deliver Services**





### **International Presence**

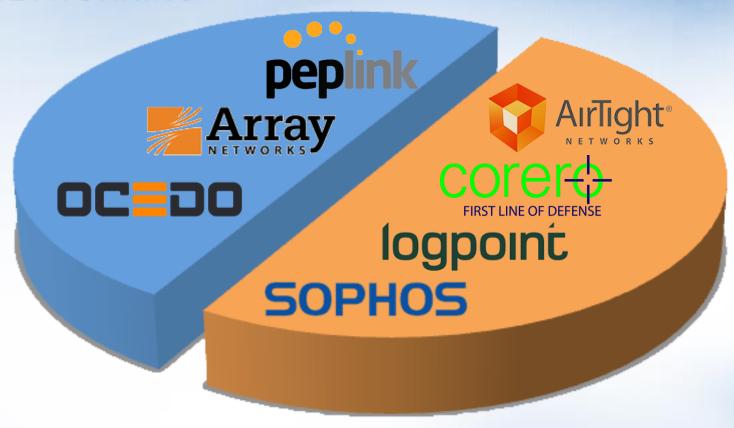


50% REVENUE OUTSIDE GREECE 100% VIA SELECTED PARTNERS MORE COUNTRIES UNDER DEVELOPMENT



### **Network Optimization & Security**

#### **NETWORKING**





**SECURITY** 

### **Sophos Snapshot**

- > Founded 1985 in Oxford, UK
- > Appx. \$400 million in FY13 billings
- > Appx. 2,200 employees
- > Over 220,000 customers
- > Over 100 million users
- > HQ in Oxford, UK and Boston, MA
- > Best in class renewal rates (90+%)
- > 20,000+ channel partners
- > OEM Partners: Cisco, IBM, Juniper, Citrix, Lenovo, Rackspace
- Key development centers: Abingdon, UK; Vancouver, BC; Karlsruhe, Germany; Linz, Austria; Budapest, Hungary; Ahmedabad, India
- > 20+ additional offices worldwide



Sophos in Oxford, UK





### A Recognized Industry Leader

Endpoint Protection

Mobile Data Protection

UTM

Mobile Device Management



### **Complete Security Solutions**

#### **Complete Security...**

#### **Network**



Firewall

Wireless







Antimalware and IPS

URI Filtering

Network Access Control









#### Servers



Anti-Malware



Webserver Protection



Virtualization

#### **Devices**









Encryption



Assessment

Anti-Mobile Malware



Application

Control



Control



for Cloud



**Endpoint** Web Protection

#### Made Simple.

#### Simple Deployment

- On premise
- Virtual
- Cloud
- User self provision











#### **Simple Protection**

- Active Protection real-time protection powered by SophosLabs
- Live lookups via the Cloud
- SophosLabs experts tune the protection so you don't have to

#### **Simple Management**

Intuitive consoles: On Premise or From the Cloud

Backed by expert support

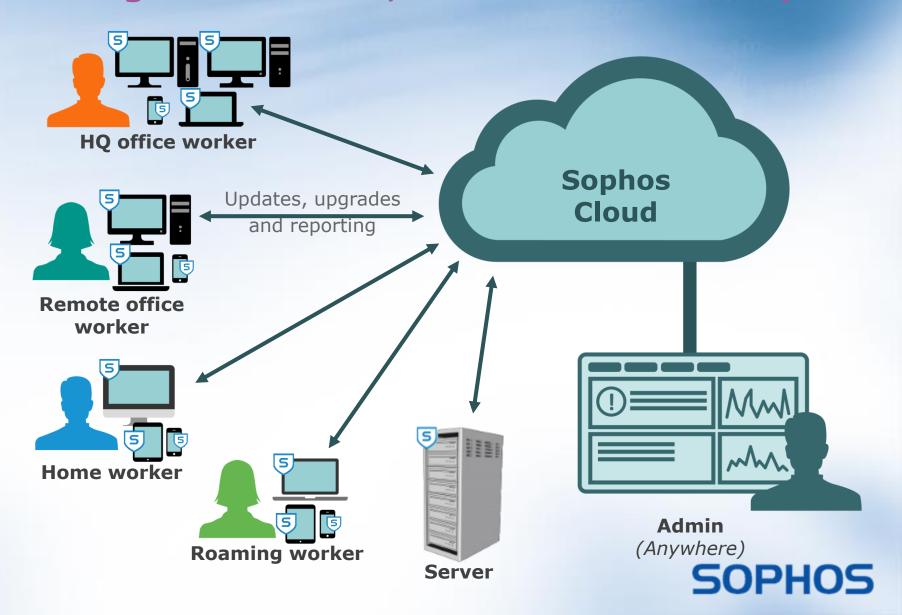








## Sophos Cloud Security Integrated Windows, Mac and Mobile Security



### **Mobile**

- > Manage users, not just devices
- > Simplify administration and save time

Great way to easily set up employees on wifi Set up Exchange email access once and apply to all employee's phones Easy to implement password policies

> Easily enable app restrictions and compliance rules



Wow! So simple to just add Sophos Cloud Mobile Management!





### **MDM: Sophos Mobile Control**



#### **Manage Device**

- Support BYOD
- OTA enrolment and configuration
- One policy for iOS and Android

#### **Secure Device**

- Enforce passcodes & encryption
- Lock and wipe
- Monitor compliance

#### **Protect Data**

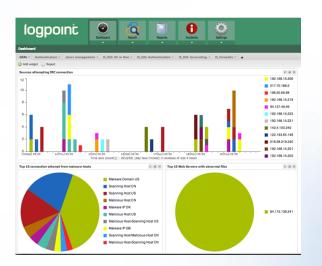
- Configure email access
- Configure Wi-Fi access

Simple to Manage, Enhanced (IT) Productivity & Cost Savings (50% Savings Compared to Competitors)



### SIEM & Log Management

- LogPoint takes the hassle out of SIEM by keeping it plain and simple – the architecture, categorization and search language are all straightforward, from implementation through integration to performance
- Support of many devices by templates including normalizations & dashboards
- > Complex event processing with simple methodology
- > Easy deployment and maintenance
- > High availability, scalability & decentralization possibilities
- > Affordable in price







### **IPS & DDOS Prevention**

- > Pioneering technology against DDoS attacks and cyber threats
- Patented & Purpose-built DDoS defense technology- Optimized to Inspect, Analyze and Respond
- Combination of signature matching as well as protocol behavioral analysis techniques to safeguard against known and yet to be discovered, zero-day attacks.
- Comprehensive attack visibility and network forensics
- > Behavioral & Multi-Layer Defense analysis
- > Eliminates attacks that degrade or disable the IT infrastructure, ensuring the unimpeded flow of legitimate customer traffic
- > Available in Appliances for Enterprises (DDS) or Carriers with Scalable Multi-Gigabit Deployment in Modular Increments of 10 Gbps using SmartWall™ Threat Defense System (TDS)







### **Airtight WIPS**

- > True Wireless Intrusion Prevention
- > 29 Granted Patents
- > Comprehensive Threat Coverage
- > Automatic Device Classification
- > Accurate Location Tracking of Threats
- > Automated Compliance Reporting
- > Certified for EAL2+, FIPS 140-2, US DoD UC APL
- > Strong Positive by Gartner
- Flexible Deployments supporting OPEX only or Zero CAPEX if necessary

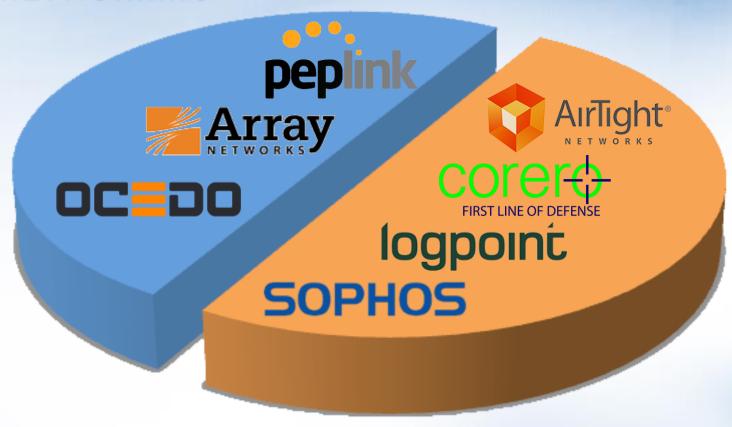






### **Network Optimization & Security**

#### **NETWORKING**





**SECURITY** 

### **Software Defined Networking**

- Cloud Management of all Networking Components
- Configuration Automation & Maintenance Optimization
- Enterprise Mobility and Next Generation WiFi
- User-based Access and Configuration in all aspects
- Social media applications for Guest self registration
- > Secure WAN Virtualization & Optimization
- Easy configuration for Zoning, Tagging, VPN and VLAN
- Lowers Operating Expense of resources
- > Provides Excellent Network Experience for Users
- Make Administrator's life easy





Gateway



G50 Gateway



S24 Switch



AP3 Access Point



AP5r Access Point





### **Link Load Balancers & Wireless**

- > PePLink specializes in Internet redundancy, WAN Link Load Balancing, Failover, High Availability and Business Continuity solutions. PePLink also manufactures specialized wireless solutions for industrial networking, wireless mobility, service providers, and professional hotspots.
- > PePLink load balance devices enable the aggregation of multiple lower-cost Internet connections to effect a high-speed connection.
- > They are managed easily via Web Browser, and can be setup without particular knowledge and extensive time of setup.
- > The wireless mobility solutions are unique for the marketplace. Hotspots and access point devices is available for business WLAN solution or large scale citywide deployment.
- > PePLink is used by leading companies worlwide like BBC, Google, Apple, Facebook and many others.

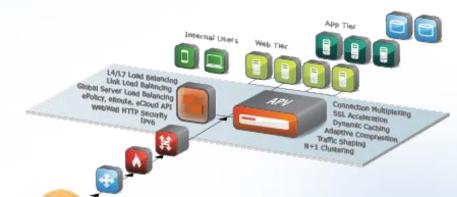






# Server Load Balancers & Secure Access Gateways

- > Array's solutions are designed to dramatically increase employee productivity and business agility while streamlining network management and delivering dramatic cost savings.
- > Array's secure access solutions seamlessly connect employees with the applications and information they need to drive productivity and profitability.
- Array solutions can easily adapt to meet the access requirements of any organization.
- Vodafone, Humana, KDDI, Amdocs, ChinaCache, Morgan Stanley, Moody's KMV, CNN, Bank of New York, Bank of China and many others.







### Questions?

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