Shifting from a Platform to Prevention Mindset.

Keith Poyser
Sales Director, UK & Ireland Territory.
Palo Alto Networks

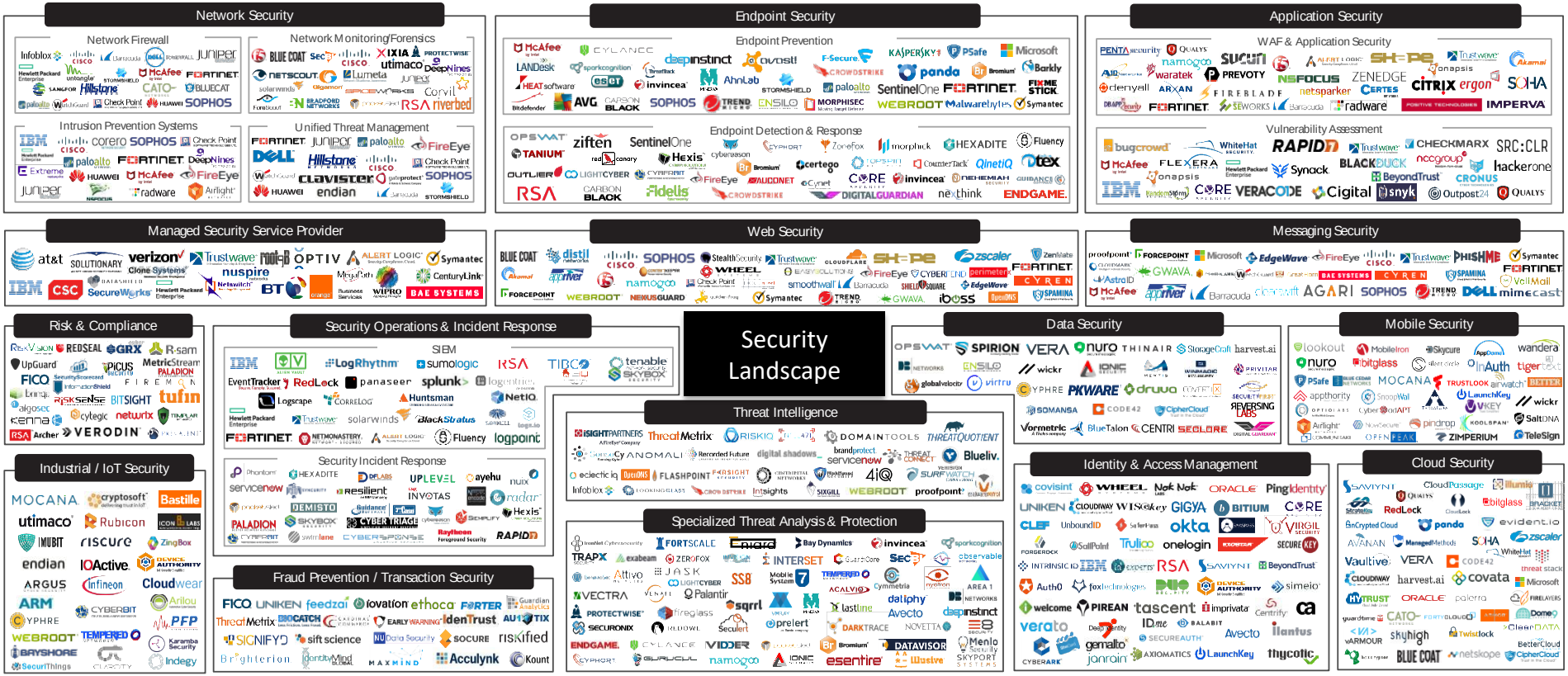
675k **1.5m** **25BN/IP**

NCSC/ NatCyStr DEFEND DETER DEVELOP MAGIC AMULETS VELOCITY & VOLUME

Defend & Detect ! Michael Daniels/ CyberCA Data Lake 45000

3rd Pillar: Dev……Skills shortage…….Humans $$$ v automated velocity & volume……..

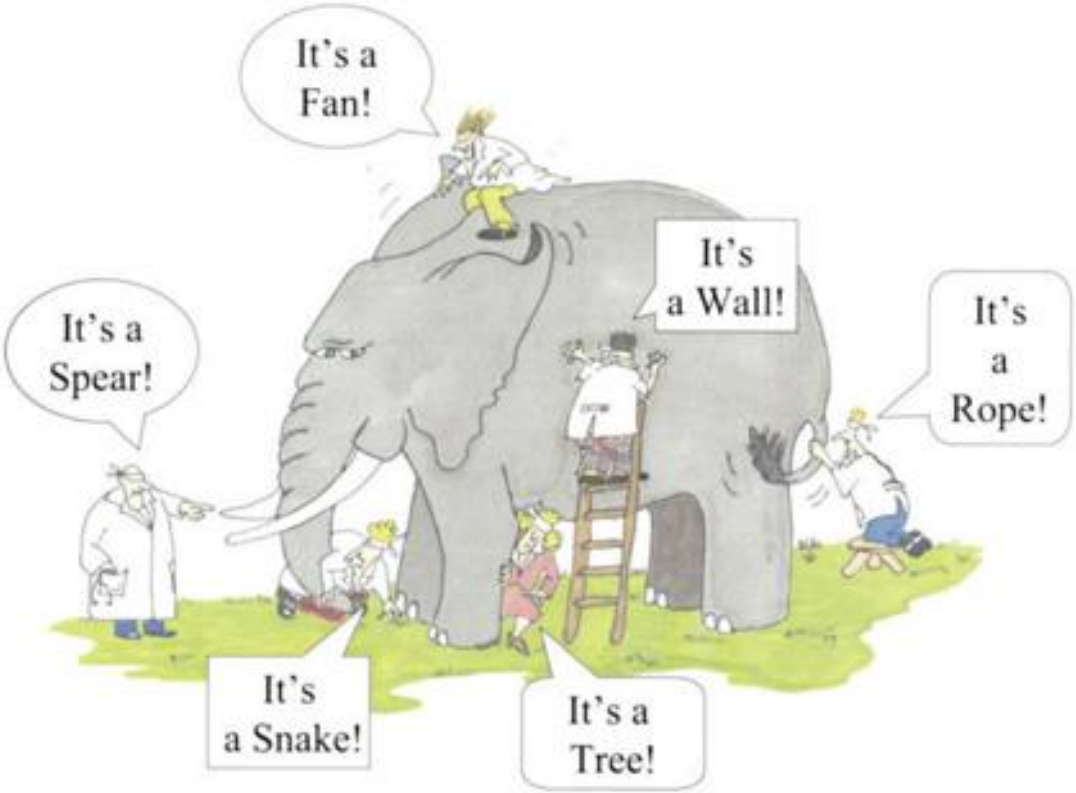
Best of Breed…versus desire to reduce cost and complexity



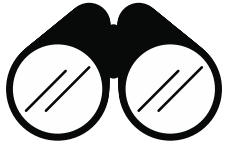
TOO MANY TOOLS, TOO MANY PEOPLE, TOO MANY ALERTS, TOO MANY CONSOLES, TOO MANY LOGS, TOO MANY GAPS, TOO COSTLY:…OLD SCHOOL APPROACH….DETECT AND REMEDIATE…V AUTOMATED V&V.


LOGS !!

Partial visibility without broader context = flawed conclusions



The four requirements for preventing successful attacks



Complete visibility

- All applications
- All users
- All content
- All endpoints
- Encrypted traffic
- SaaS & Cloud
- Mobile

Reduce attack surface area

- Block “bad” apps
- Limit app functions
- Limit file types
- Block high risk websites
- Verify users
- Limit devices
- Control sharing

Prevent all known threats

- Exploits
- Malware
- Command & control
- Malicious websites
- Bad domains
- Stolen credentials

Prevent new threats

- Dynamic analysis
- Exploit techniques
- Malware techniques
- Machine learning
- Static analysis
- Anomaly detection
- Analytics

Legislation isn't decreasing....GDPR....and Brexit wont help !

How do you define "state of the art" ?

Legislation isn't decreasing contd....NIS: Network and Information Security Directive...(U.K Gov)

GOV.UK

Search

Departments Worldwide How government works Get involved
Policies Publications Consultations Statistics Announcements

Home

Open consultation

Consultation on the Security of Network and Information Systems Directive

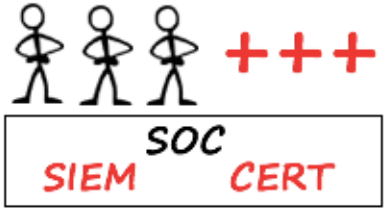
From: Department for Digital, Culture, Media & Sport and The Rt Hon Matt Hancock MP
Part of: Cyber security
Published: 8 August 2017

paloalto NETWORKS

675 000 (THREATS/APPS)

1.5 M SHORTFALL (F & S)

25 BN/IP



!!!!!!!!

AUTO COSTS

RECY

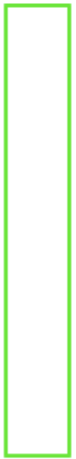
EXP

MAL

CC

EXFIL

PREVENT



SELF LEARN

FW

AV

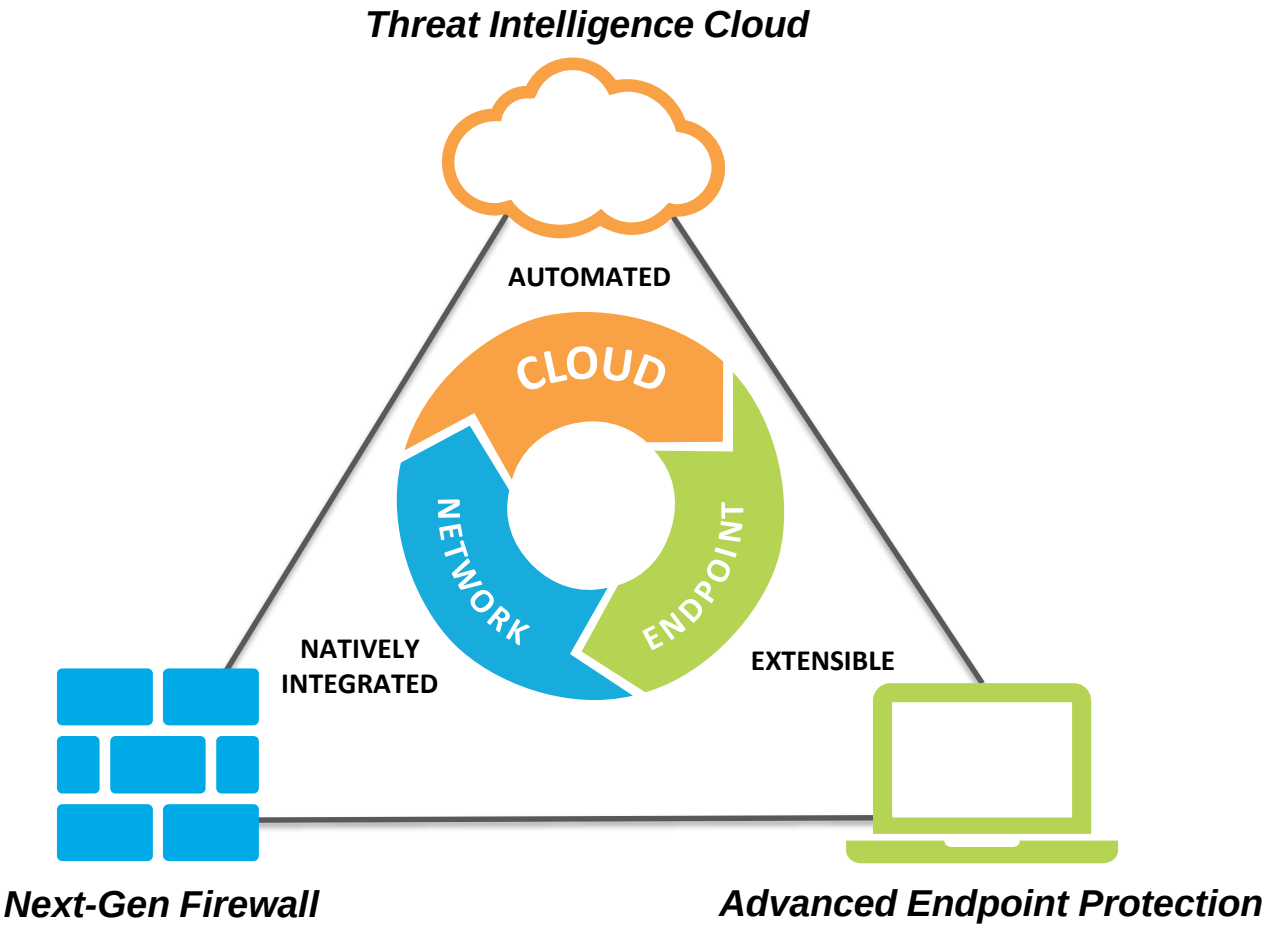
IPS

URL

SANDBOX

MANUAL COSTS

CISO



Thank you...

https://youtu.be/Rs17MirSa8Q

if you ant to really understand what we do…..
Or come to talk to us.

kpoyser@paloaltonetworks.com

+447711773878