



**Controlware
Security Day**

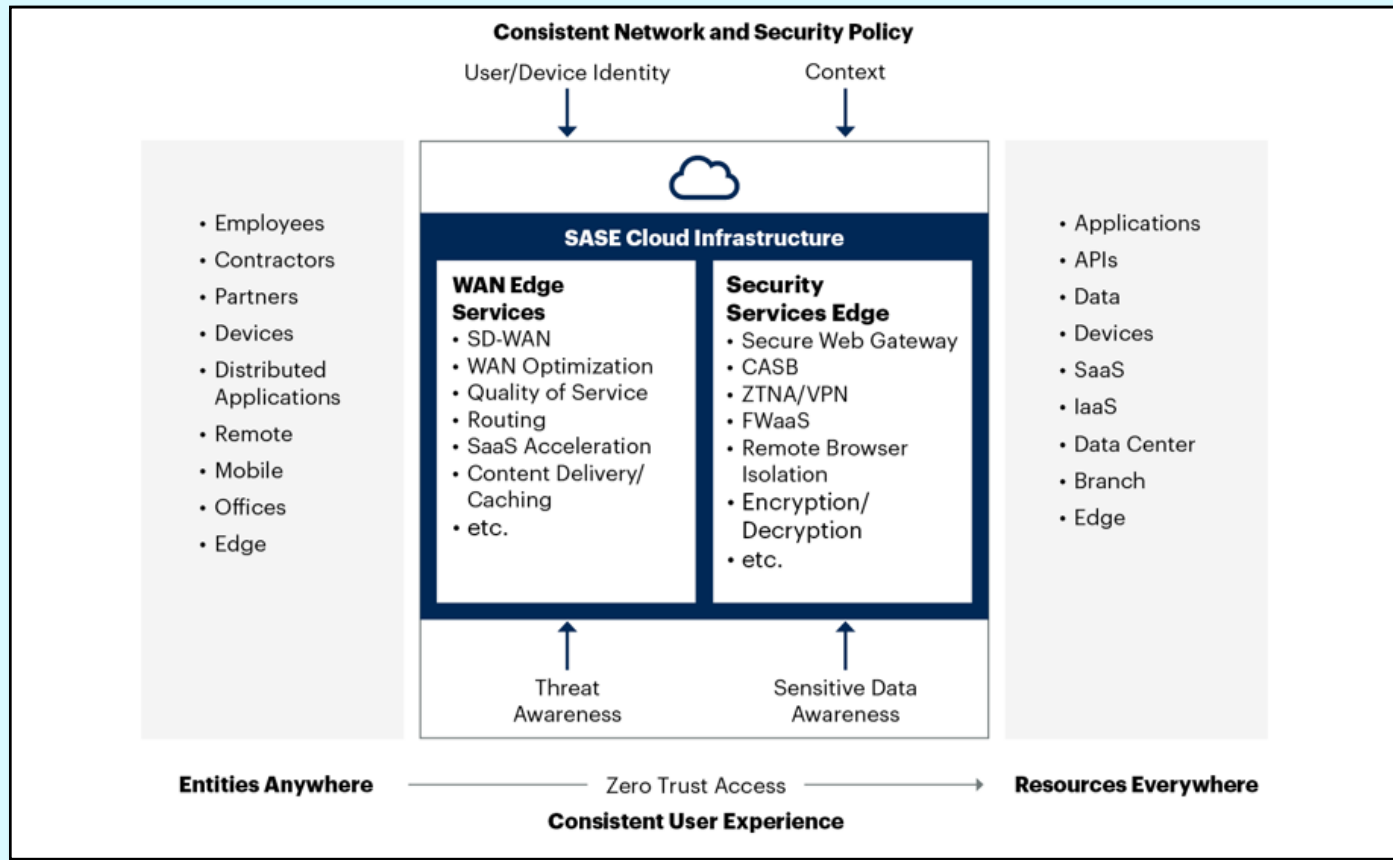
22. - 23. September 2022
Congress Park Hanau

Zero trust Journey - Smarte Security für vernetzte Unternehmen

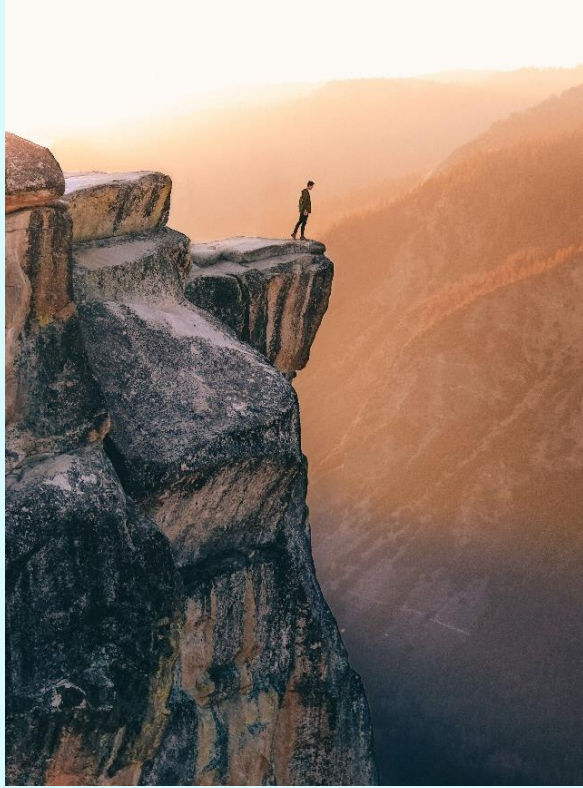
Rainer Singer, Netskope, Manager Solutions Engineering
Christoph Schmidt, Controlware GmbH, Lead Consultant Information Security



SASE? – Buzzword?



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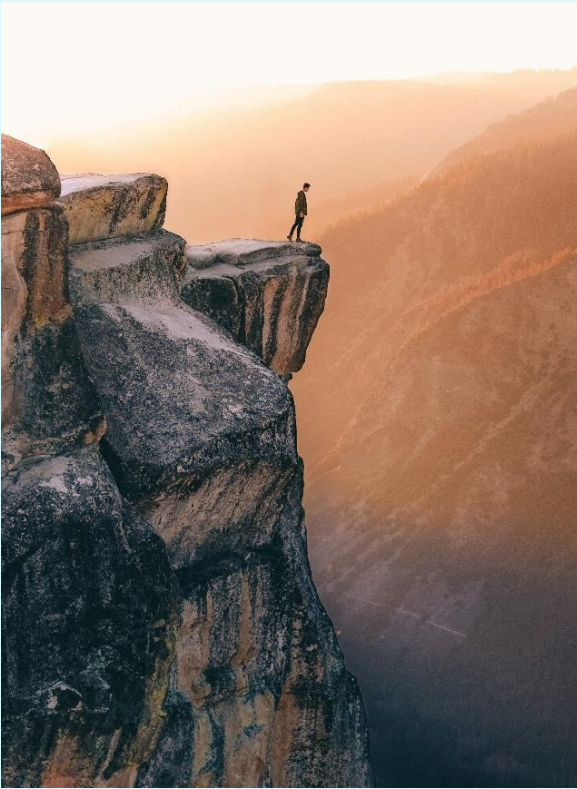


Security
Service
Edge

Es ist sowohl aus philosophischer als auch aus architektonischer Sicht sinnvoller, die Sicherheits-Aspekte von SASE getrennt vom Netz zu bewerten. Eine solche Trennung erleichtert die Planung, die Budgetierung und letztlich die Umsetzung.

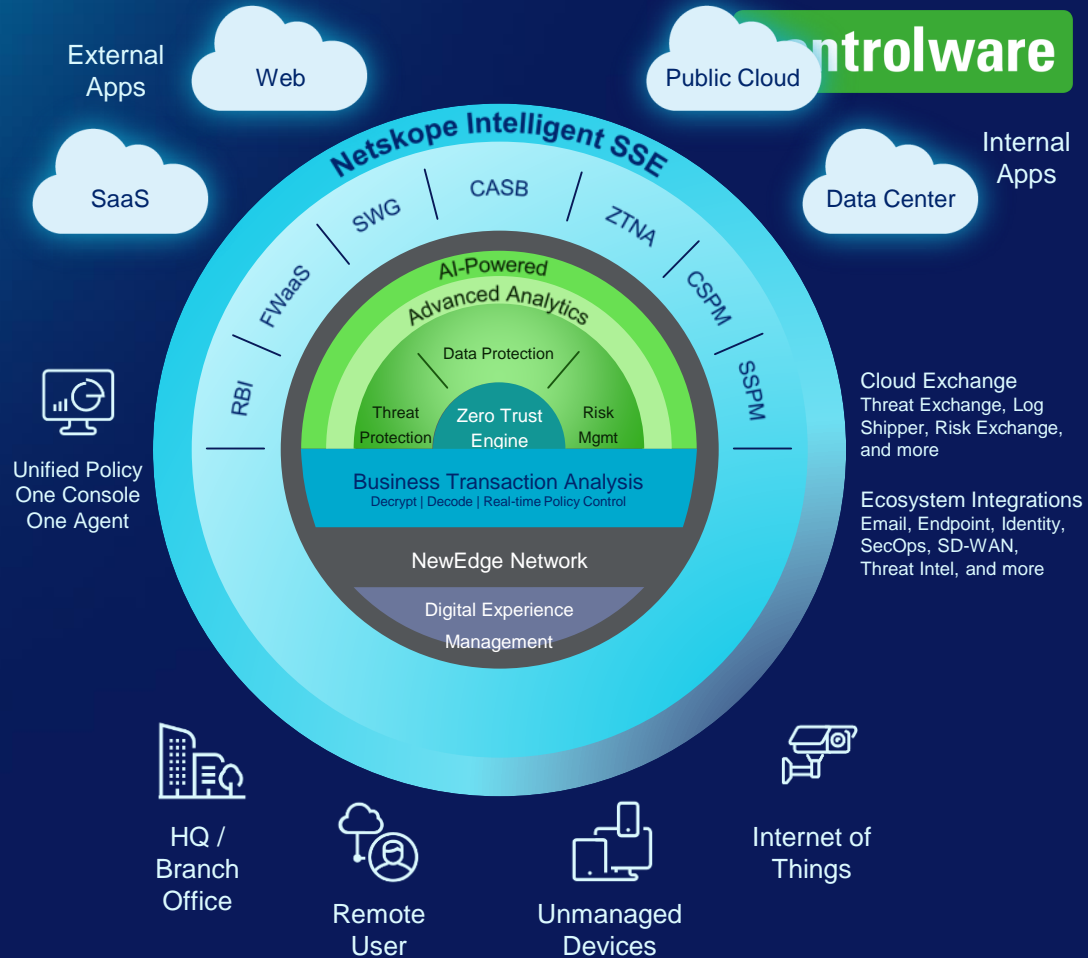
SASE? – Buzzword?

Security Service Edge



Netskope Intelligent SSE

- Cloud-native and truly unified
- Quickly connects people safely to their destination
- Follows data everywhere
- Understands context
- Delivers exceptional user experience powered by NewEdge



Netskope Zero Trust Engine

Risk-based context decoded from every transaction

Identity/Access

MFA, SSO, ZTNA
Step-up Authentication

Cloud Context

Web, SaaS, IaaS Traffic
Decodes Cloud Traffic
App, Instance, Activity

App Trust

50,000+ apps & services
Actionable in policies
Real-time Coaching

Threat Protection

Anti-malware, ML Analysis
Malicious Docs, Phishing
Sandbox, RBI, CFW, IPS

User Trust

Insiders, Compromise, Data Exfiltration
User confidence index scoring (UCI)
Actionable in policies

Data Protection/DLP

Inline & API for Un/Managed Apps
AI/ML Document/Image Classifiers
Web, SaaS, IaaS, Email, & Endpoint

Device Trust

Posture Checks, SW/Config, Location
Un/Managed, Laptop, Mobile, IoT

Analytics

Continuous Monitoring, Behaviors, Trends,
Unknowns, Closed Loop Policy Refinement

Ecosystem Trusts

IOC Sharing, Automation/Workflow
Log Export, Risk Exchange



Transforming the Enterprise for Hybrid Work

Security Transformation

ensure ubiquitous access

App Transformation

improve privacy and decision-making

Network Transformation

accelerate the user experience

Zero Trust Security

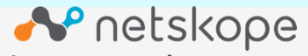
extend visibility and control with risk management, threat & data protection

USE CASE – Secure Internet Access



http://paypal.co.uk.79u7.pw
http://205.145.2/te32.exe

Uncategorized
Risky websites



Important notice

Access to this website is restricted by company policy



Security notice

Access to this website is restricted by threat protection

RBI Secure Browser (read-only)
3 RBI JavaScripts | 0 CSS Scripts | 0 External URLs



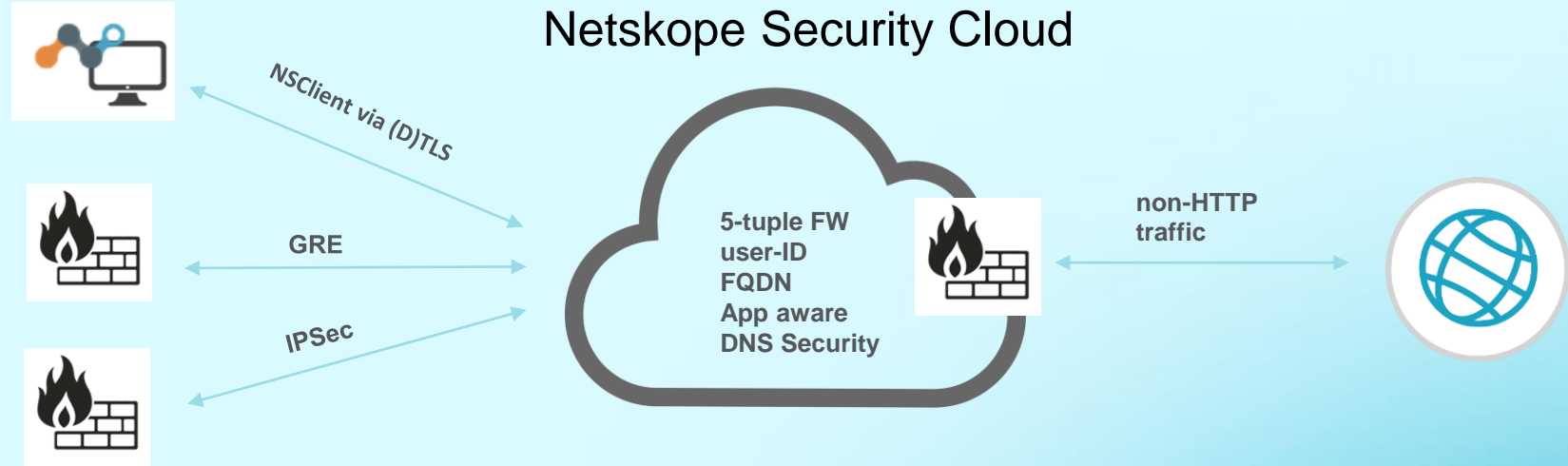
Important notice

You are not permitted to upload/post this file/content to this website

My SWG needs simplification and needs to provide protection for employees going direct-to-internet.



USE CASE – Secure Internet Access



Remote User / Work-from-home
Protection

Branch Offices
unified policy management

NewEdge latency optimised
for better user experience

I need to provide protection (all outbound ports and protocols) for my employees going direct-to-internet.

Transforming the Enterprise for Hybrid Work

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Network Transformation

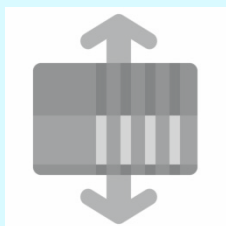
accelerate the user experience

Zero Trust Security

extend visibility and control with risk management, threat & data protection

USE CASE – Enable Safe Cloud

controlware



Web Proxy or Firewall



Virtual Appliance UI or SFTP



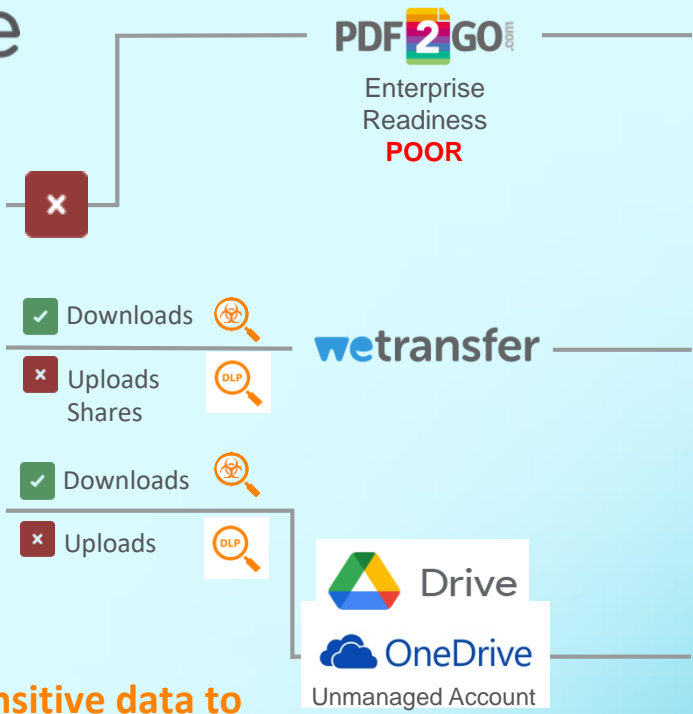
Application	Uploaded Data	Enterprise Readiness
Salesforce	950GB	High
PDF Converter	450MB	Poor
Microsoft Office 365	300MB	High
LinkedIn	200MB	Medium
Facebook	20MB	Low

I have no visibility of what cloud applications are being used in my organization.

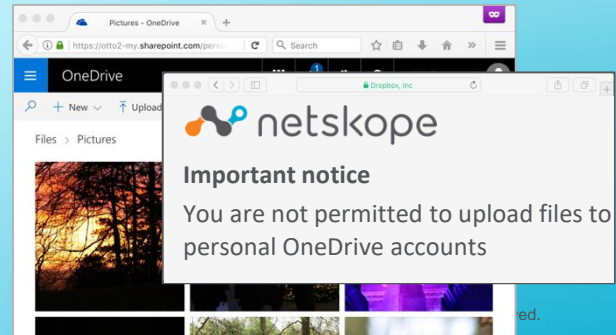
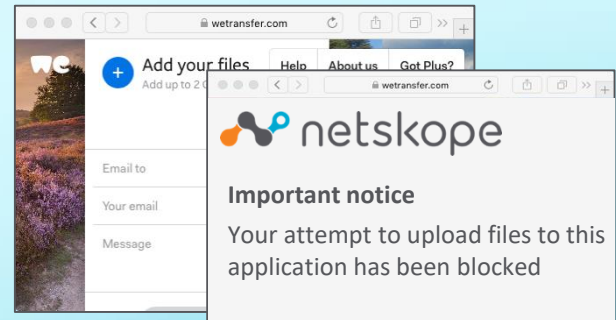
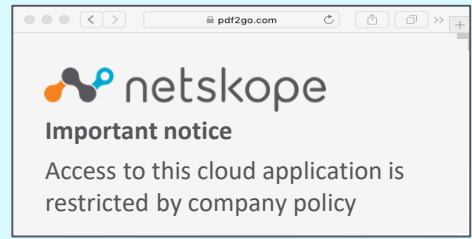
USE CASE – Enable Safe Cloud



My employees can upload sensitive data to unmanaged & unsafe cloud applications.








controlware






USE CASE – Enable Safe Cloud

Box, Dropbox, Google Drive,
Microsoft Office 365 OneDrive

	Ransomware Trojan Crypto-miner												
	<table border="1"> <tr><td>Visa</td><td>4900044320043113</td><td>06/18</td><td>123</td></tr> <tr><td>Amex</td><td>3758111111111153</td><td>12/18</td><td>1234</td></tr> <tr><td>Visa</td><td>5404000487763271</td><td>04/18</td><td>123</td></tr> </table>	Visa	4900044320043113	06/18	123	Amex	3758111111111153	12/18	1234	Visa	5404000487763271	04/18	123
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Robert Kent	11/07/2014	Oslo											
Kristina Lee	09/01/2015	Madrid											
	Company Confidential Patent Pending #00992543-1 Project 'Skyhook' Briefing												

 Shared



 Share
  Copy link
  Download

I have data that should not be stored in my cloud applications.
The data that is stored in my cloud applications might be exposed publicly.

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USE CASE – Work from Anywhere

WEBSITES



CLOUD APPS



PRIVATE APPS

Public Clouds



Data Centers



Next Generation
Secure Web Gateway (NG SWG)

Data and Threat
Protection



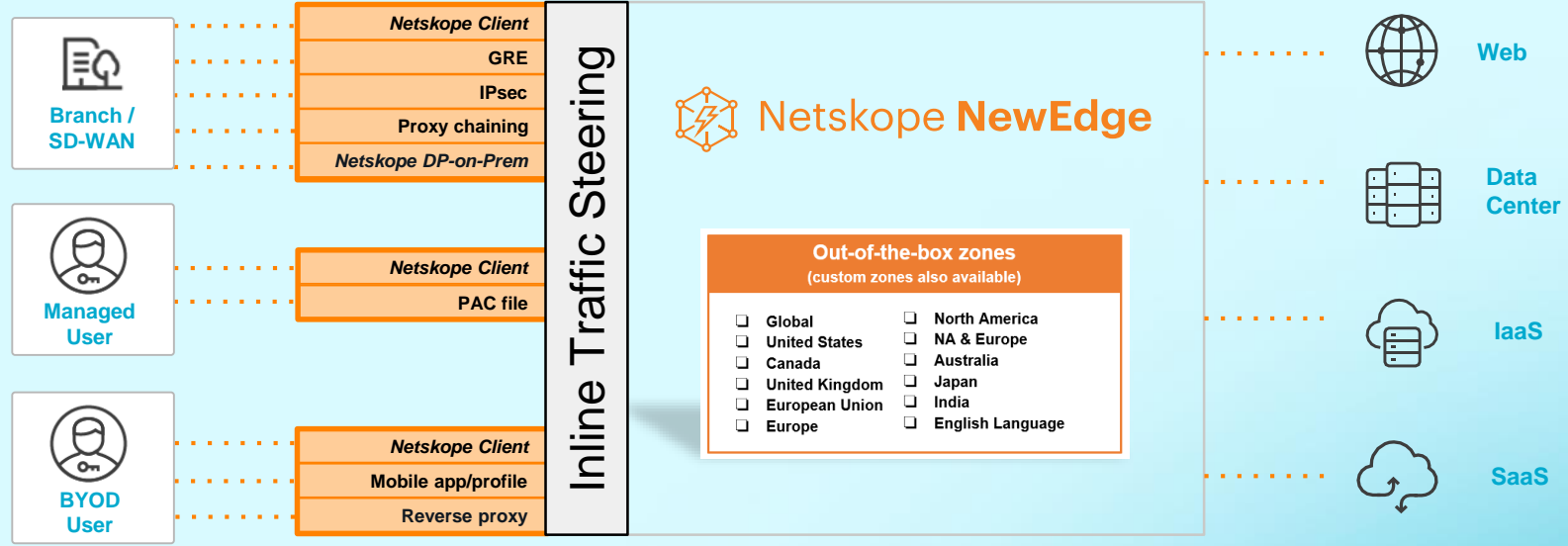
Zero Trust
Network
Access
(ZTNA)

Fast and
Scalable Access

Netskope
Publisher



USE CASE – Work from Anywhere



- Any user, any device (including legacy proxies, NGFW & **SD-WAN**), from anywhere, to any app...
- Customers can define zone-specific (15+) steering for their traffic to ensure compliance

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Cloud Security Market Leadership

“Leader” in the 2022 Gartner Magic Quadrant for Security Service Edge

“Leader” in the 2021 IDC Marketscape for Worldwide Cloud Security Gateways



THE leading vendor for both Capabilities and Strategies



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© Gartner Magic Quadrant for Security Service Edge, Nat Smith, et. al., January 2022

Source: IDC MarketScape: Worldwide Cloud Security Gateways 2021 Vendor Assessment, by Christopher Rodriguez, November 2021, IDC #194830201
IDC MarketScape provides a vendor market or category or product assessment of the competitive arena of IT companies. It is a graphic chart. This research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical placement of each vendor's position within a given market. The Capabilities score measures vendor product, service, market and business readiness in the short-term. The Strategy score measures alignment of vendor strategies with customer requirements in a 1-3 year time frame. Vendor market share is represented by the size of the circles.

Secure Service Edge (SSE)

Secure Web Gateway (SWG)

(FWaaS)

SaaS Security Posture Management (SSPM)

Cloud Security Posture Management (CSPM)

Zero Trust Network Access (ZTNA)

Defined market areas

Cloud Access Security Broker (CASB)

Cloud Applications

Non-Web Traffic

Managed

Unmanaged

Websites

TCP SSH
UDP RDP
ICMP SQL
FTP Telnet

Public Cloud Environments

Private apps

Private apps

Private Cloud (data center)

API-enabled Protection | Risk Insights | Reverse Proxy | Real Time Inline Security | Remote Browser Isolation | Egress Firewall | API-enabled Protection and Assessment | Clientless NPA | Cloud Native Zero Trust Network Access

CASB | NG Secure Web Gateway | Cloud Firewall | Public Cloud and SaaS Security | Netskope Security Cloud



Security Service Edge: Was vor dem Kauf zu klären ist

In dem Maße, in dem Unternehmen zunehmend auf die Cloud setzen und flexible Arbeitsortmodelle etablieren, gewinnen neue Lösungen der Kategorie Security Service Edge an Bedeutung.



von Ed Moyle, Prelude Institute

Zuletzt aktualisiert: 20. Sept. 2022

Die Entwicklung von Security-Service-Edge-Produkten verläuft parallel zu der Entwicklung, die Unternehmen im Zuge der Anpassung an ein ortsunabhängiges Arbeiten unternehmen, um sich stärker auf die Cloud zu konzentrieren. In der Tat ergibt die Entwicklung und Entstehung von SSE aus dem umfassenderen Konzept des Secure Access Service Edge (SASE) sehr viel Sinn.

Bei der Einführung von SSE im Jahr 2021 nannte





Thank you

Please visit us at the Booth gegenüber

„Coffee Bike“ ☺

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