Connected Security for a Connected World

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Powerful Disruptors:

Cloud | 85% | of businesses said their organizations will use cloud tools moderately to extensively in the next 3 years.

Big Data | 35 | By 2020 volume of data stored will reach 35 Zettabytes

Mobility | 5X | Mobility source shifts from 62%/38% corporate/personal owned to 37% corporate owned and 63% personal owned

Security and risk | 79% | of the surveyed companies experienced some type of significant security incident within the past year that resulted in financial and/or reputational impact
Dell’s Vision and Strategy:

“We believe technology has the power to unlock human and business potential”

-Michael Dell
The Power to Do More: Blue print

Deliver technology solutions that enable people everywhere to grow, thrive and reach their full potential

The leading provider of end-to-end scalable solutions

Profitably Grow our Business
Build/Integrate Our Solutions Portfolio
Expand Reach & Improve our Customer Experience

Our purpose
Our differentiated strategy
Our customers’ imperatives
Our end-to-end portfolio

Transform
Connect
Inform
Protect

SCALE
EFFICIENCY
SPEED
PRODUCTIVITY

CUSTOMER CENTRICITY
RISK MITIGATION

Connecting END USERS
Integrating and optimizing the ENTERPRISE
Simplifying and securing through SOFTWARE
Accelerating innovation with SERVICES
Transform
Connect
Inform
Protect
Big forces in the IT landscape are dramatically impacting our customers...

TRANSFORM
Accelerate adoption: virtualization, convergence, cloud

CONNECT
Embrace consumerization: BYOD and beyond

INFORM
Turn data into insights

PROTECT
Overcome the evolving security threat & ensure compliance

... and they are also shaping how we think about our solutions.
Security should enable the business... and not inhibit it

Complex issue
- Threats are everywhere and constantly changing
- Many technology options to mitigate threats

A major pain
- Security is identified in the top 3 as the single greatest obstacle to realizing the full benefits of IT

Barrier to realizing full IT benefits
Top 3
Business can’t stop to wait for security

Desire:
To embrace business trends

Challenge:
Security often gets in the way

How secure is your environment with all these new initiatives coming into play?

- Cloud SaaS
- Data growth
- BYOD
- Web 2.0
- Virtualization
- Compliance
Today, layers and silos get the security job done but often have gaps

**Individual job done well in silos**
- Solutions often don’t work together
- Solutions don’t work across the business

**Silos and layers add stress to your resources**
- Difficult to get to work together
- Limited security resources

Dell belief: there is a better way
Dell’s vision for tomorrow is **Connected Security**

Security to enable business while also meeting the needs of security

**Connected Security is security that…**
- Shares and applies intelligence
- Works with the business, end-to-end
- Maintains flexibility and open architecture
- Enables broad contextual awareness with dynamic control

**Effective**
Protect information everywhere

**Efficient**
Work with the business
Dell’s approach to Connected Security
Empowers you to solve complex security challenges

- **Protect** sensitive information with user access controls
- **Respond** to breaches with quarantine and remediation
- **Embed** security into devices and solutions with integrated security
- **Detect** and mitigate security risks before they impact your environment
- **Respond** to breaches with quarantine and remediation
- **Predict** by detecting and mitigating security risks before they impact your environment

Identity Access Governance
Privileged Acct Mgmt
Identity Administration
User Activity Monitoring

Security Services
Incident Response
Managed Security Svcs
Security & Risk Consult
Threat Intelligence

Data Encryption
Protected Workspace
Email Security
Secure Remote Access
Next Gen Firewall
Network Security

Configuration & Patch Management
Integrated Security
Secure Devices and Solutions
Dell’s Connected Security

Confidentiality
Integrity
Availability
Non-repudiation
Authenticity

Dell’s Connected Security approach empowers you to solve complex security challenges.
Let good guys in

Application Security
- Dell Email Security
- Dell Endpoint Management

Network Security
- Dell SSL VPN
- Dell Next-Gen Firewall

Data Security
- Dell Data Protection Encryption
- Dell AppAssure
- Dell Wyse
- Dell Protected Workspace

Keep bad guys out

Scalable and Mid-Market design point: endpoint to data center to cloud

Security Services
- Dell Managed Security Services
- Dell Security & Risk Consulting
- Dell Threat Intelligence
- Dell Incident Response

Infrastructure & Devices
- Endpoint
- Network
- Server
- Storage
- Cloud
Dell Connected Security for a connected world

Mitigate risks today while staying one step ahead

Connect security to infrastructure

Embed: Security embedded natively into infrastructure

Connect security to information

Protect & Predict, Respond:
Security solutions that gather, analyze, report and act together

Connect security to other security solutions

Embed, Protect & Predict, Respond:
Security that is no longer siloed... Data, User, Network, Application, Services
Dell Connected Security proof points

- Over 2,000 security professionals worldwide; elite security research teams
- SC Magazine named IAM solution “SC Recommended” 3 years in a row
- 2M+ security appliances shipped... and growing daily!
Dell Connected Security provides protection today, while preparing for tomorrow

Collaboration between security and the business helps you realize your true business potential

Effective
Protect information everywhere

Efficient
Work across the business

Connected Security is security that...

- Leverages contextual awareness & shared intelligence
- Delivers superior security results while working with the business
Talk to us

Dell SonicWALL – Wesley Hwang

Dell SecureWorks

Philip Simpson

Lee Evans

Alan Coburn
The power to do more