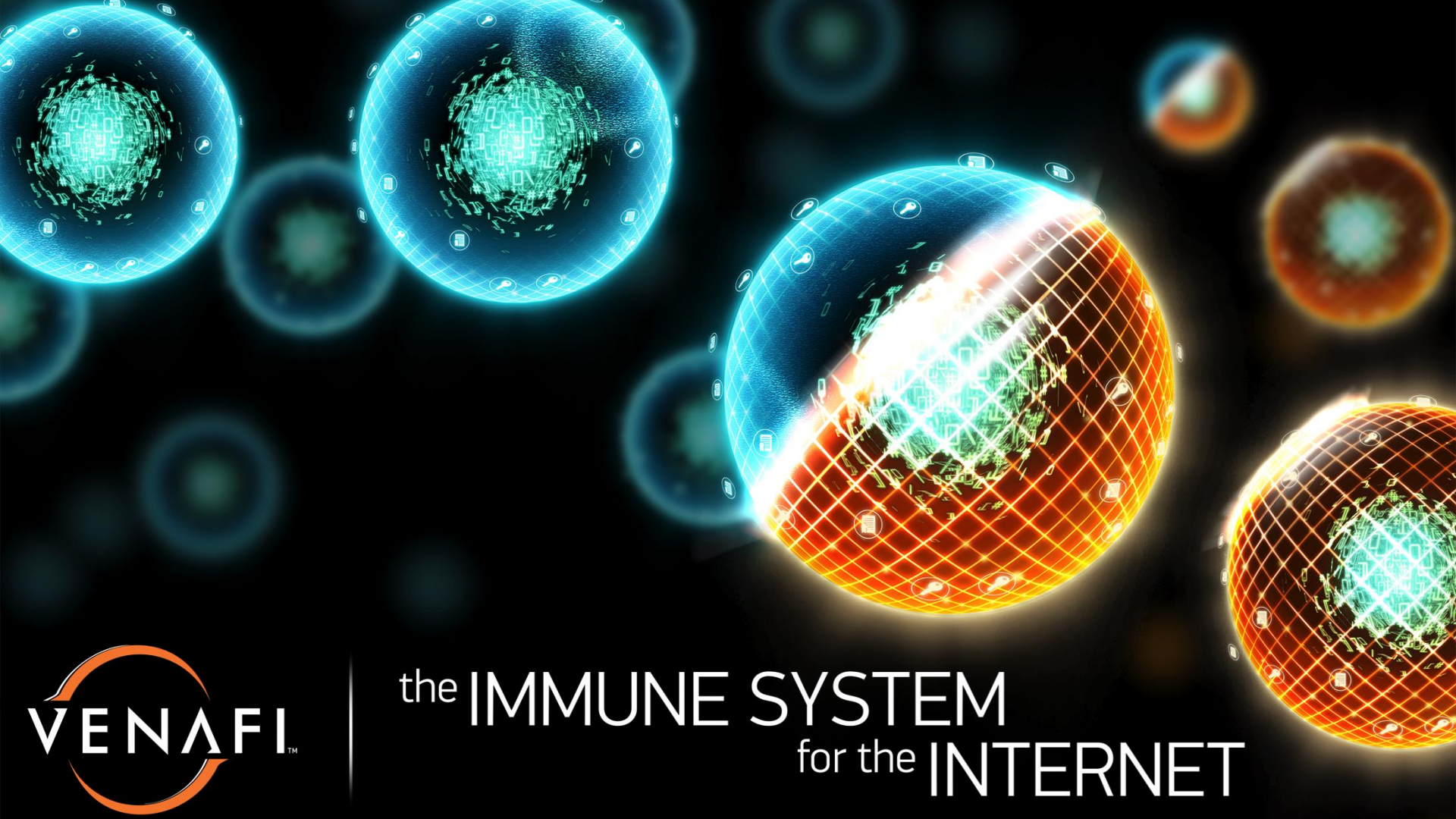

VENAFI™
the IMMUNE SYSTEM
for the INTERNET

Venafi: Uniquely protects the foundation of all cybersecurity that is failing today

Our Mission: To protect keys and certificates so bad guys can't use them

Trusted: Venafi secures hundreds of Global 5000 organizations worldwide

Background

- Encryption keys and certificates form the foundation of trust for individuals and interconnected devices
- Increasing usage of encryption keys and certificates has created a management problem
  - Mobile devices
  - Internet of Things
- Hackers have noticed and are exploiting this issue

Trust takes years to build, seconds to break and forever to repair.

VENAFI®

Who is Venafi?

- Founded in 2004
- HQ in Salt Lake City, UT
- EKCM is our core competency
- Recognized leader in this space
- Protect the Global 5000 from this threat

VENAFI PROTECTS

4 *of* 5 TOP BANKS

8 *of* 10 TOP HEALTH INSURERS

4 *of* 7 TOP RETAILERS

Hundreds of Global 5000 customers demonstrate the uniqueness of our vision and ability to protect

"50% of network attacks will use SSL by 2017"

Gartner

Certificates

Keys

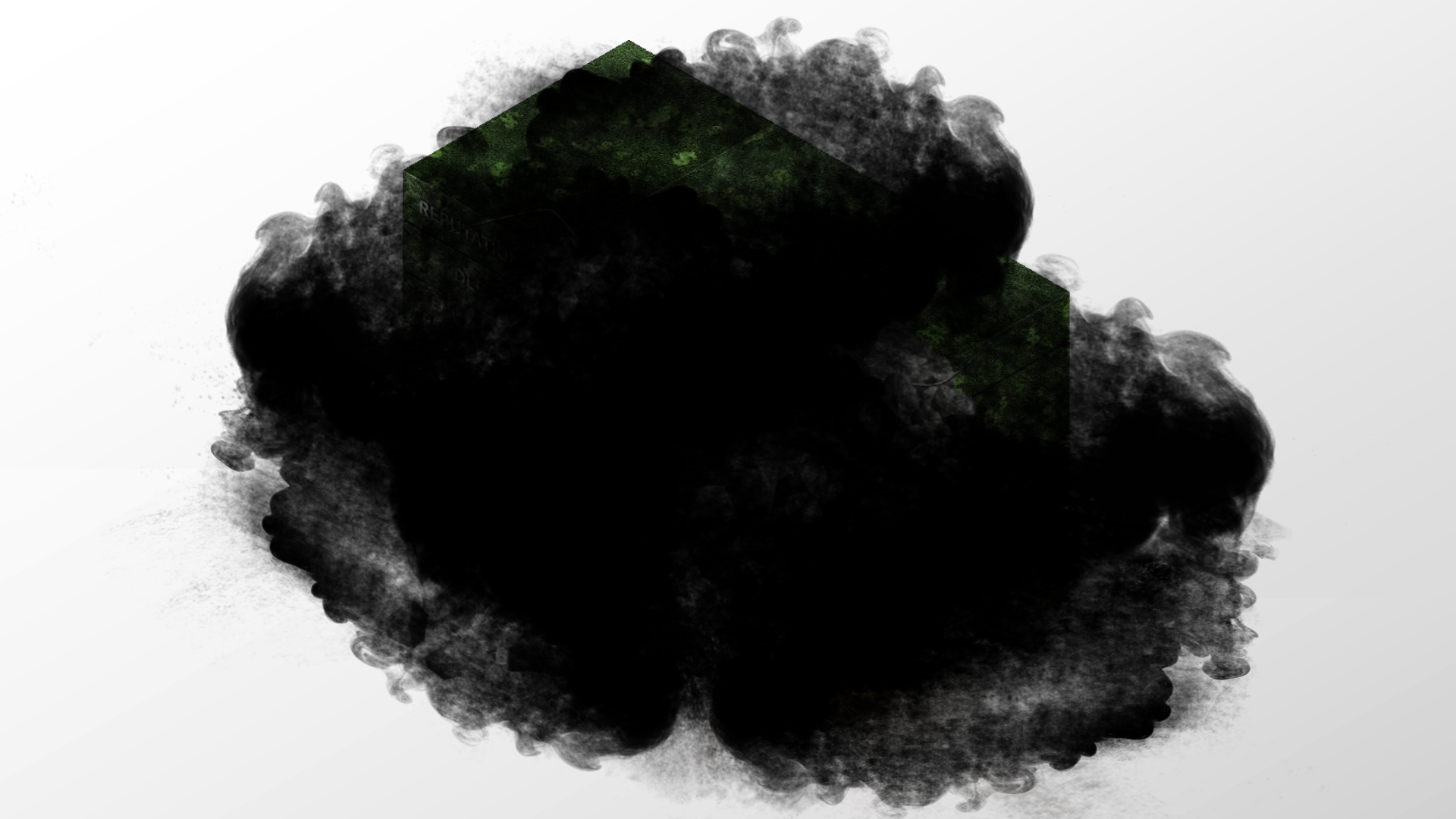
Keys and certificates establish what is trusted or not for software, applications, devices

HUMANS
User name, Password, Biometric

1 0 1 0
0 1 0 1
0 1 0 1

SILICON BASED LIFEFORMS
Keys and Certificates

"On the Internet, nobody knows you're a dog."



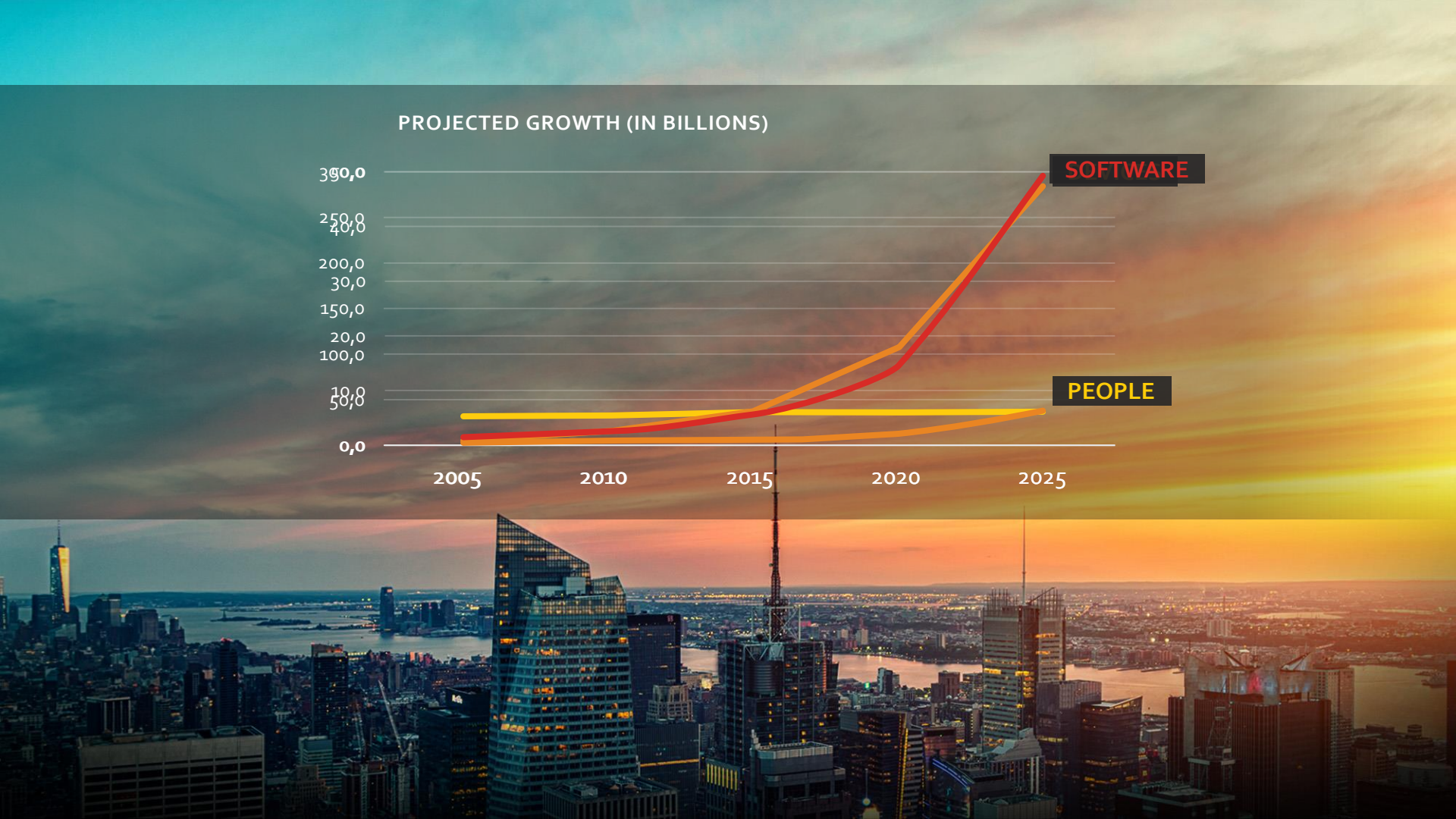

IDENTITEITSKAART
xxxxxxxxxx
xxxxxxxxxx
xxxxxxxxxx
100 ft. underground tunnel


100 ft. underground tunnel

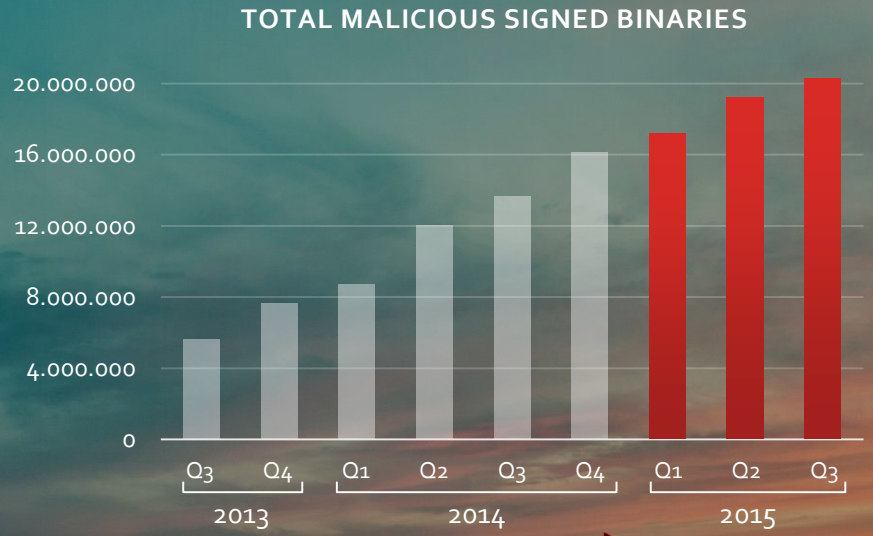

Keys and Certificates


Compromise
Keys and Certificates
One Key or Certificate

The Perfect Target


PROJECTED GROWTH (IN BILLIONS)
350,0
300,0
250,0
200,0
150,0
100,0
50,0
0,0
40,0
30,0
20,0
10,0
2005
2010
2015
2020
2025
SOFTWARE
PEOPLE

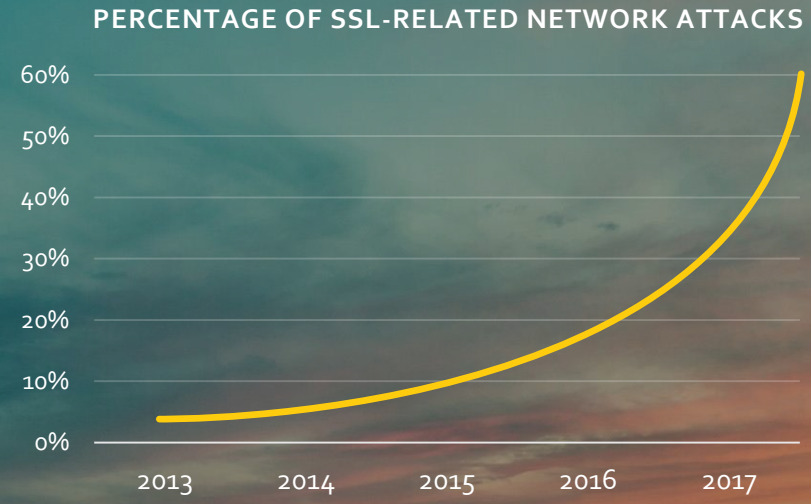

95%
of organizations don't know where keys/certs are active in their networks



"The next big hacker marketplace is in stolen certificates."

Mathew Rosenquist,
Security Strategist

Source: Intel Security, 2015



"50% of network attacks will use SSL by 2017"

Gartner 2013

Would your organization tolerate

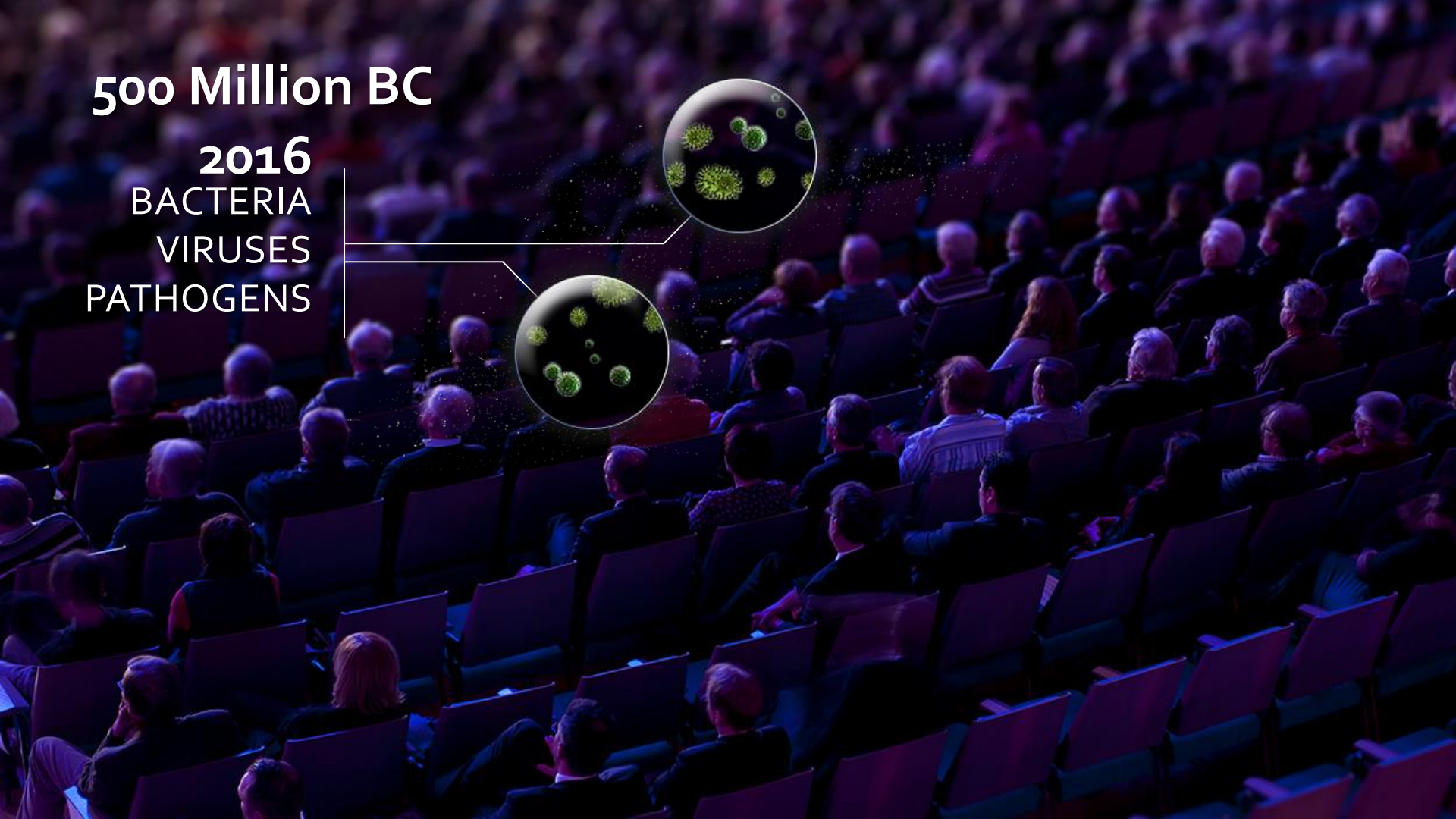
24,000 user IDs & passwords

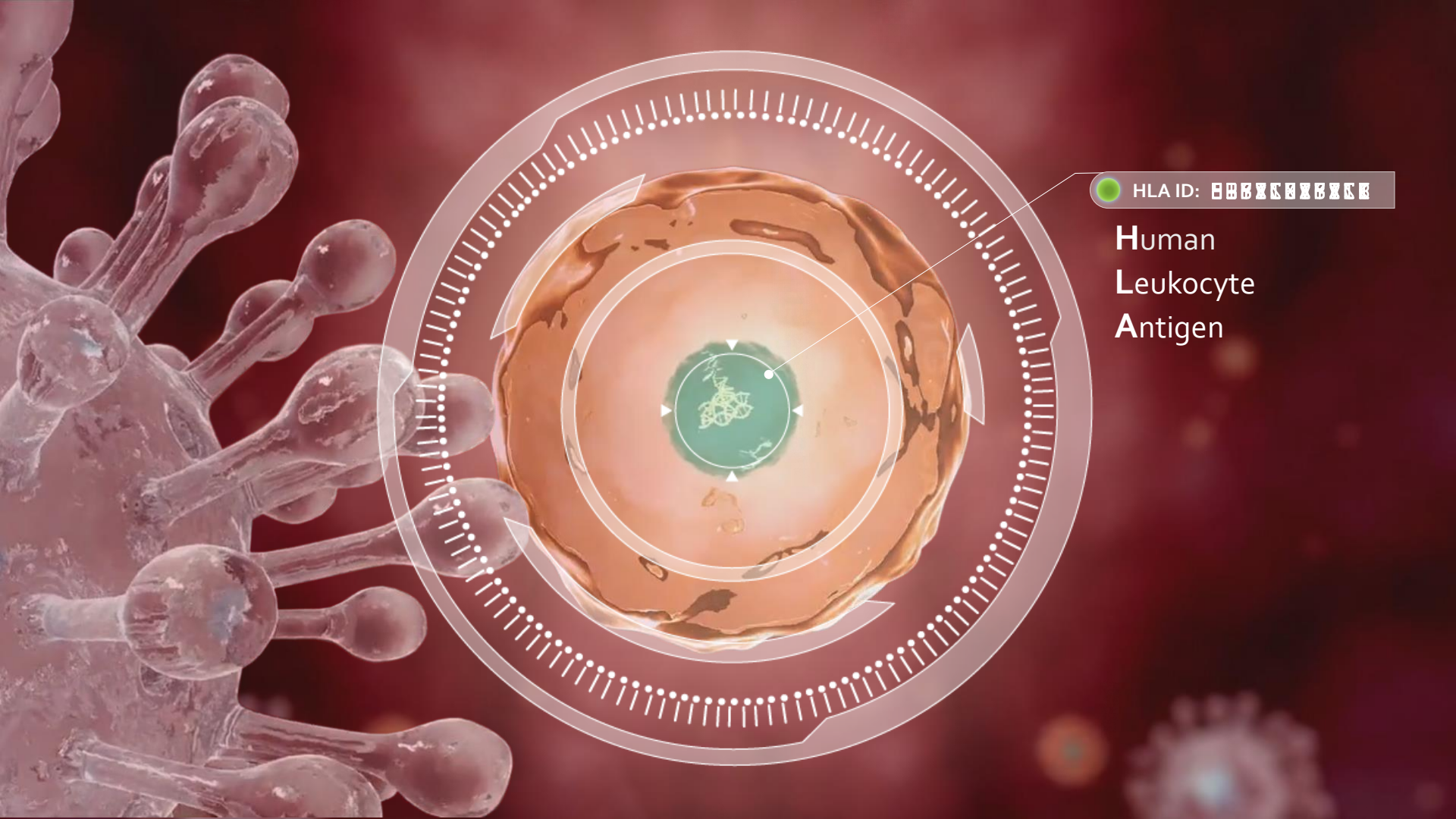
with no awareness, policies, or control?

Would your organization tolerate

24,000 keys & certificates

with no awareness, policies, or control?


500 Million BC
2016
BACTERIA
VIRUSES
PATHOGENS


HLA ID:
Human
Leukocyte
Antigen

Certificates in the Real World.

2014's Best Known Fortune 500 Breaches

CHS Community Health Systems

Aug 2014

Chinese exploit Heartbleed and failed remediation to steal key and certificate from Juniper SSL VPN – opening door to steal 4.5M patient records

http://bloom.bg/1ys8LRz

JPMorganChase

Nov 2014

Russian cyber gang compromises SSL key and certificate on JPMC partner site to execute man-in-middle and spoofing as part of 77M customer breach

http://nyti.ms/1vBFSFx

SONY

Dec 2014

Bad guys take down Sony with help of dozens of SSH keys for sensitive finance, HR, and IP and then publish keys for more bad guys to use

http://buswk.co/1yDBiHG

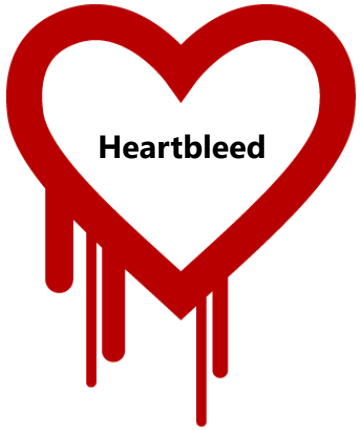
involved keys and certificates

Vulnerabilities Remain

- **Trust-based attack vulnerabilities are increasing**
- **Heartbleed showed how serious the impact could be**

  "Heartbleed is catastrophic… This means that anything in memory—SSL private keys, user keys, anything—is vulnerable. And you have to assume that it is all compromised. All of it."

  - Bruce Schneier, Cryptographer



When, not if next Heartbleed-level response will be needed

A Case Study

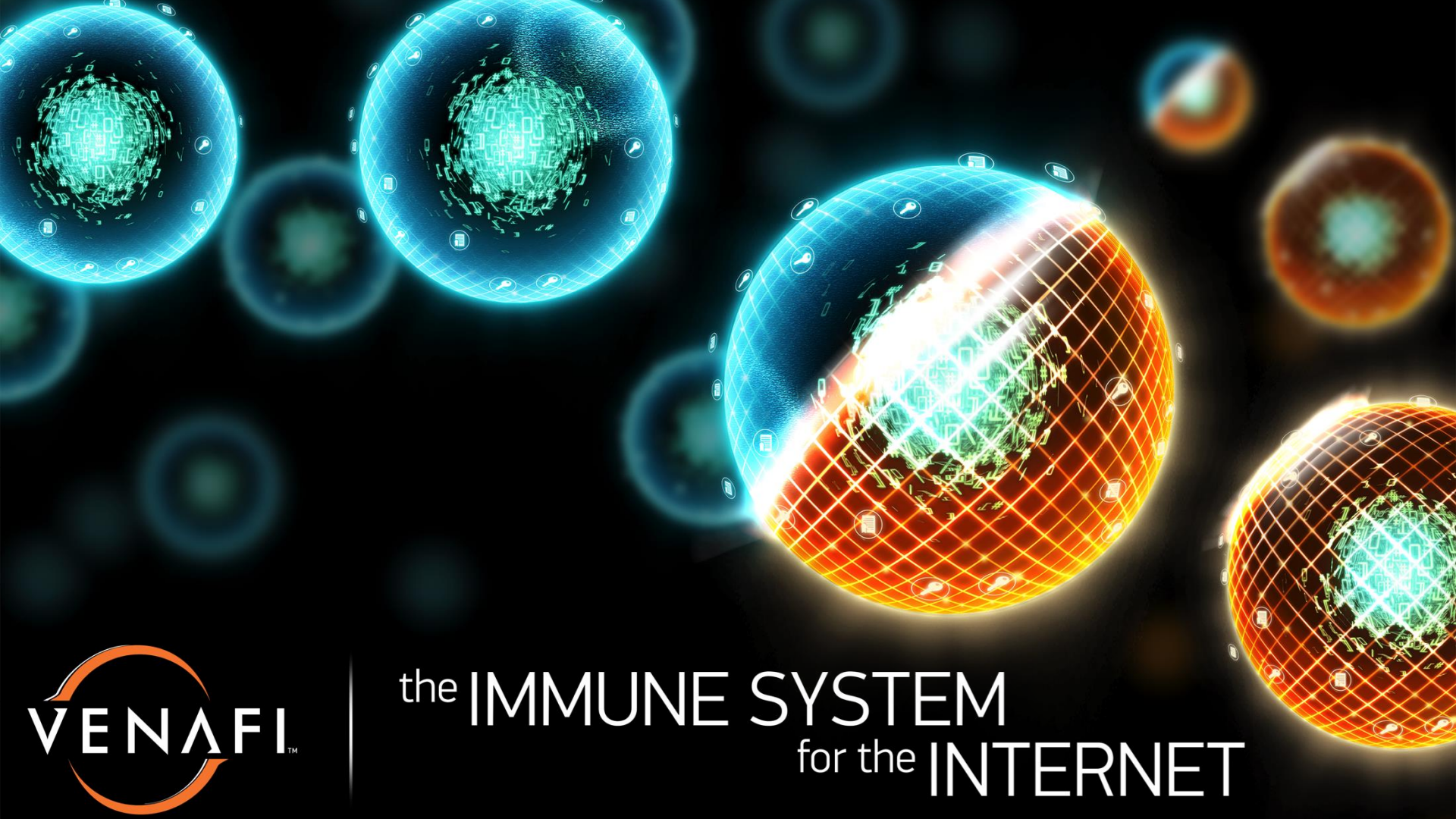
Aug 2014

Chinese exploit Heartbleed and failed remediation to steal key and certificate from Juniper SSL VPN – opening door to steal 4.5M patient records

http://bloom.bg/1ys8LRz

Venafi reduces risk, accelerates agility

- Brings order to chaos
- Eliminates blind spots
- Secures at high speed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