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SKO 2017
ONE STEP > AHEAD

THE DIFFERENCE AND WHY IT MATTERS

Moti Sagey | Head of Strategic Marketing & Intelligence

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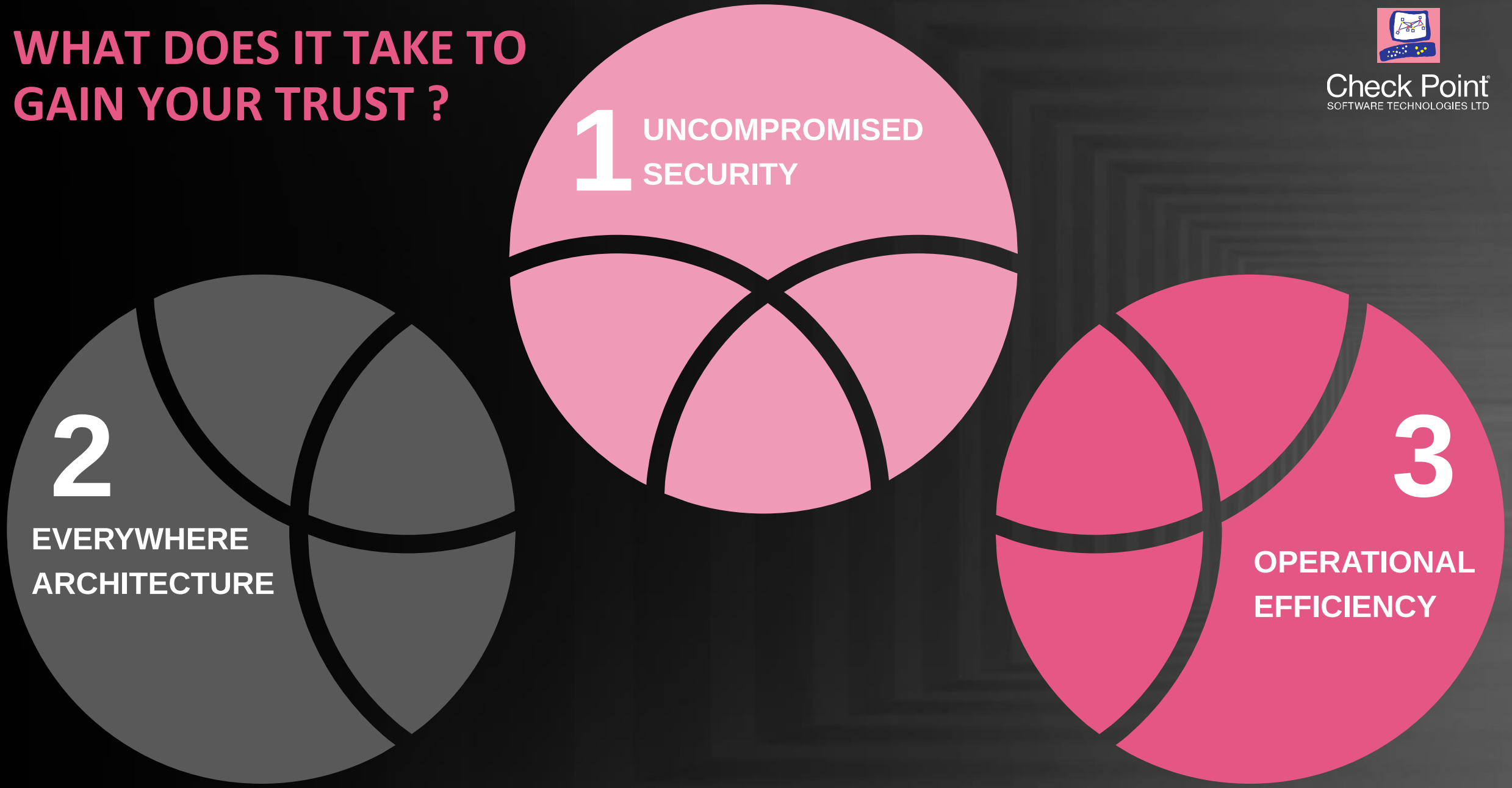
"IN GOD WE TRUST ALL OTHERS MUST BRING DATA"

W. Edwards Deming

WHAT DOES IT TAKE TO GAIN YOUR TRUST ?



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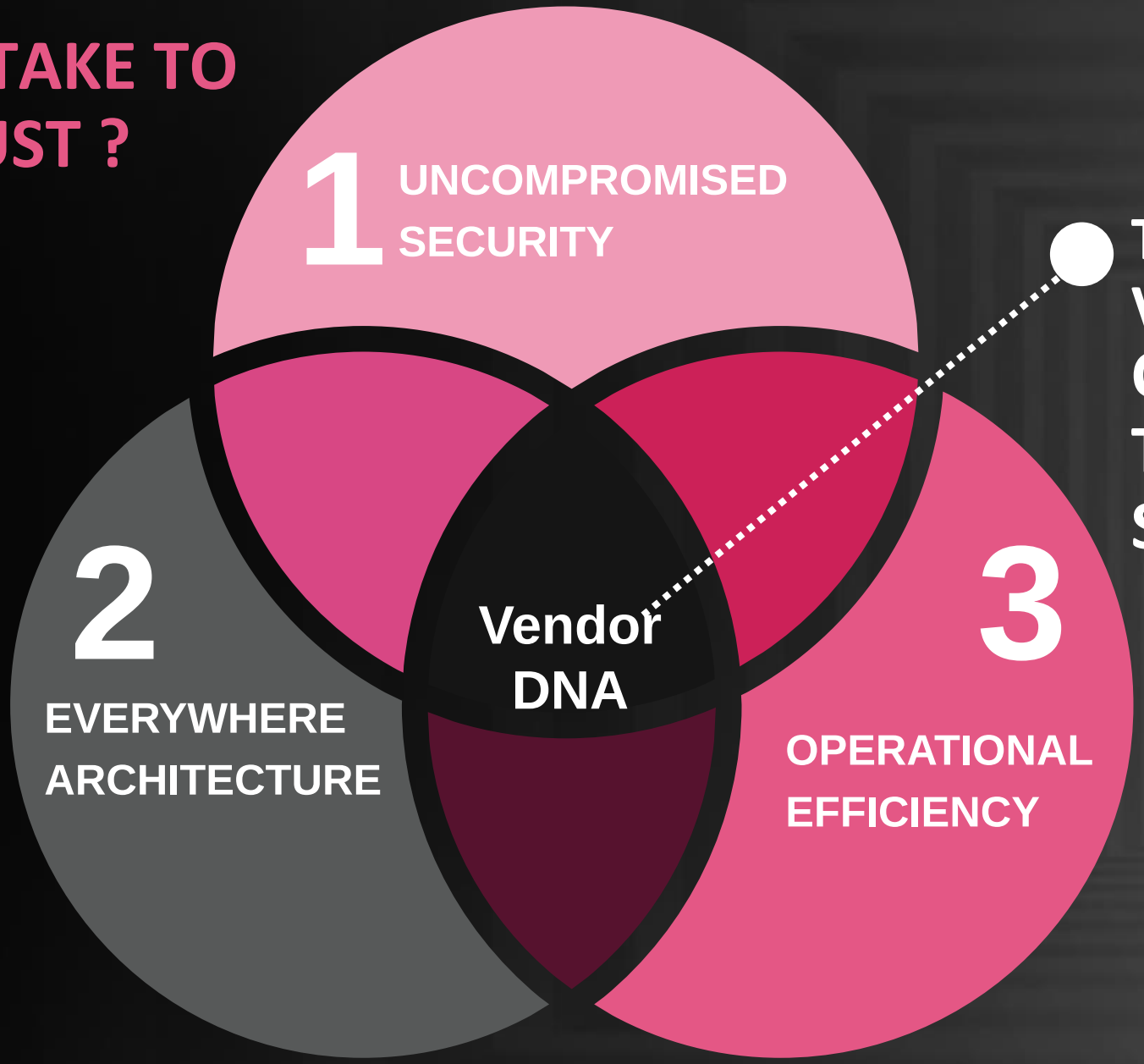

The CORE of Vendor DNA: COMMITMENT TO CUSTOMER SUCCESS

Commitment to customer success, what does it mean?

IT ALL STARTS WITH THE RIGHT FOCUS..

… TO KEEP CUSTOMERS PROTECTED

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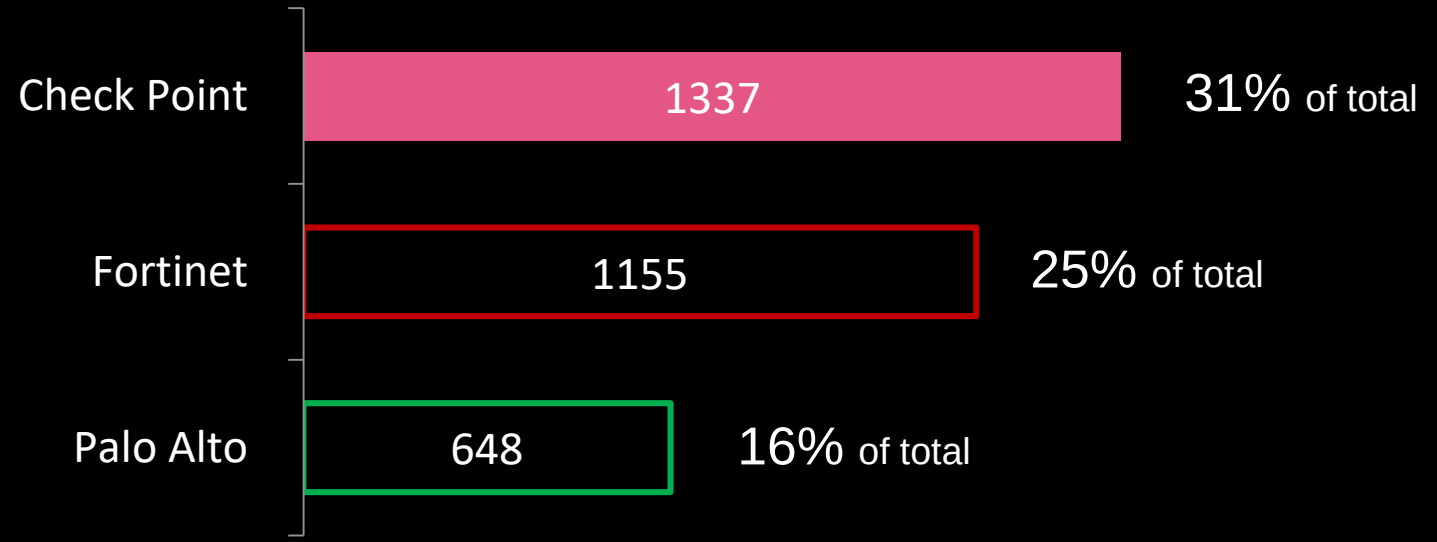
R&D Engineers

31% of Employees

2X more than Palo Alto

"Do they put their Headcount where their MOUTH is???



Source: Palo Alto's Form 10-Q for the quarterly period ended October 31, 2016
Fortinet Q3 2016 Financial Results October 27, 2016

Commitment to customer success, what does it mean?

WITH THE RIGHT PHILOSOPHY:

PREVENTION

THE IMPORTANCE OF REAL-TIME PREVENTION

THE IMPORTANCE OF REAL-TIME PREVENTION

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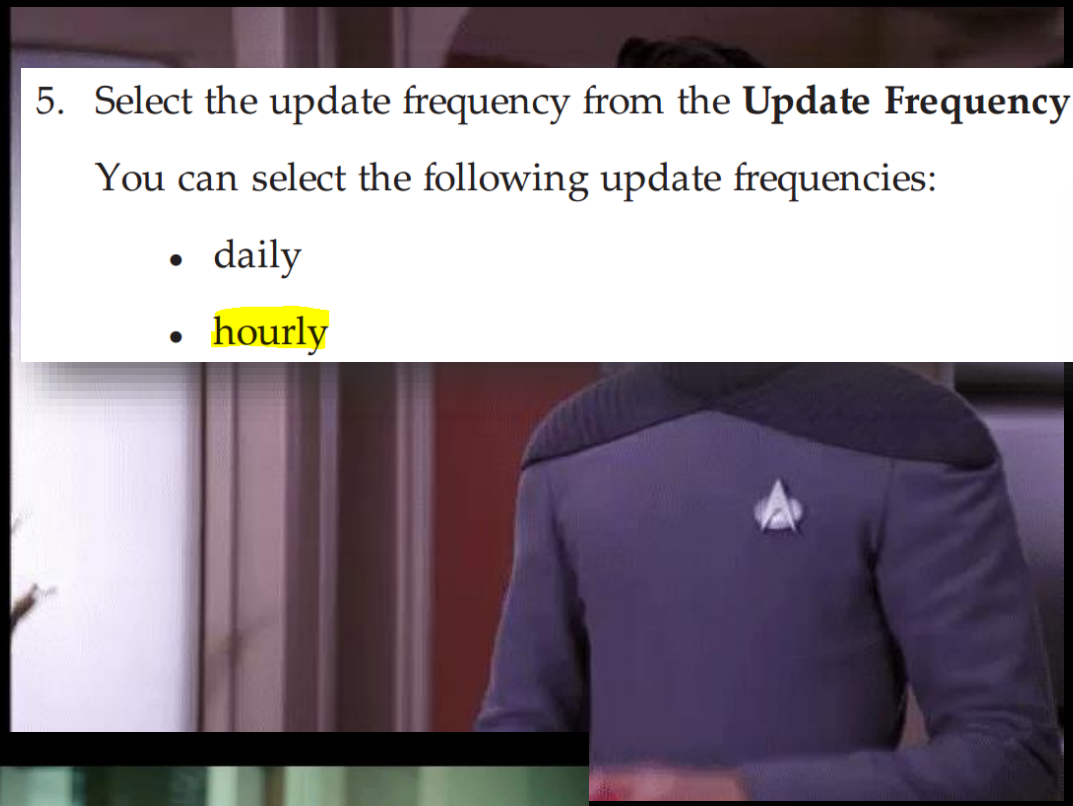

5. Select the update frequency from the **Update Frequency** drop-down list.

   You can select the following update frequencies:

   - daily
   - hourly

About WildFire

The WildFire Virtual Sandbox identifies previously unknown malware and generates signatures that Palo Alto Networks firewalls can use to then detect and block the malware. When a Palo Alto Networks firewall detects an unknown sample (a file or a link included in an email), the firewall can automatically forward the sample for WildFire analysis. Based on the proWildFire Administrator's Guideperties, behaviors, and activities the sample displays when analyzed and executed in the WildFire sandbox, WildFire determines the sample to be benign, grayware, or malicious. WildFire then generates signatures to recognize the newly-discovered malware, and makes the latest signatures globally available every five minutes. All Palo Alto Networks firewalls can then compare incoming samples against these signatures to automatically block the malware first detected by a single firewall.

Cloud does not block files that it uploads. Instead they are used to improve how
red and signatures created for them and added to the FortiGuard antivirus

FortiOS™ Handbook - FortiOS Handbook for FortiOS 5.4.0

Commitment to customer success, what does it mean?

WITH AN UNPARALLELED SENSE OF URGENCY

TO MAKE SURE CUSTOMERS ARE NOT EXPOSED…

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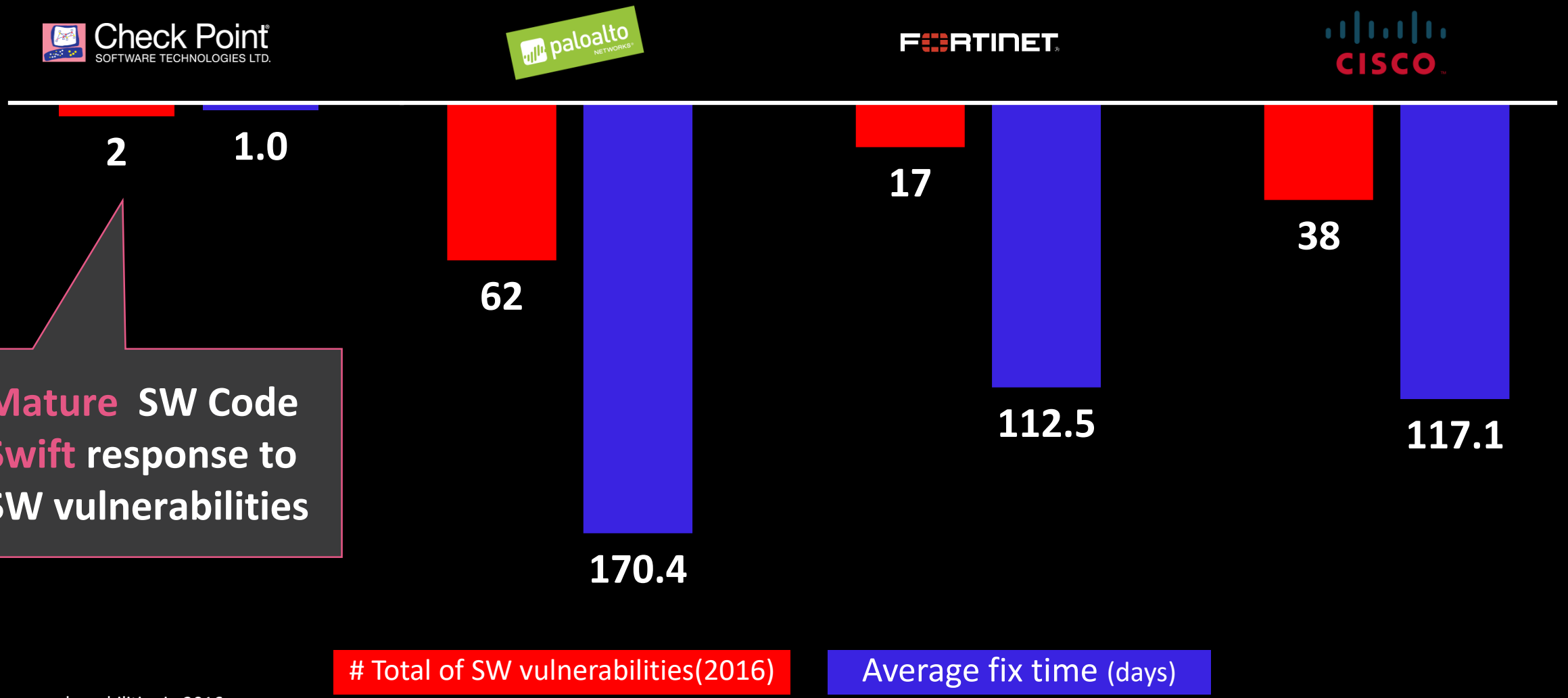
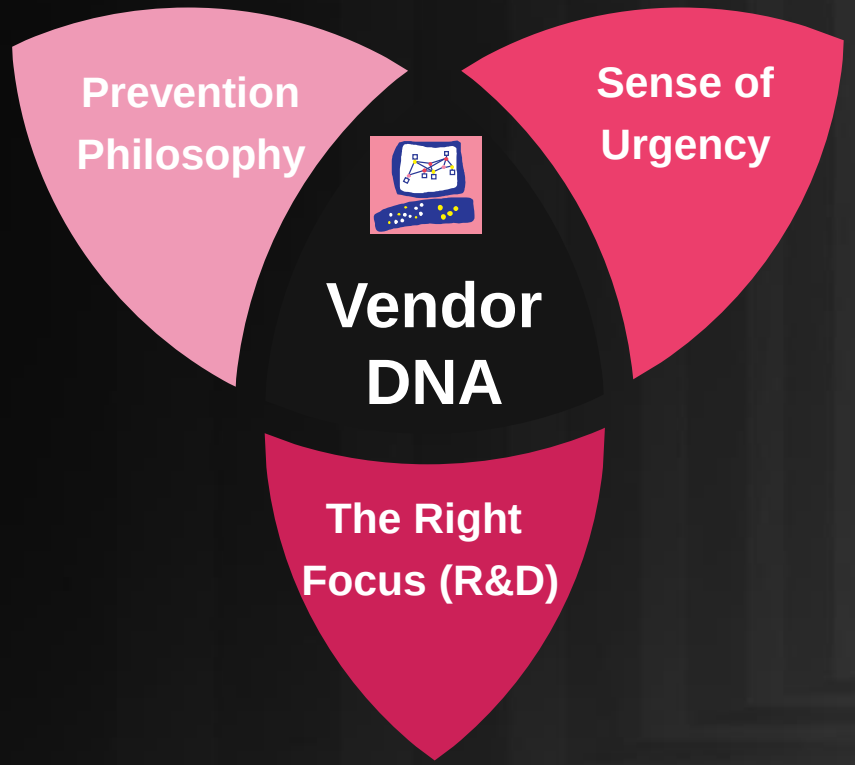


#of software vulnerabilities in 2016
Source: vendors security advisories web pages & http://goo.gl/5ZsHv6

SUMMARY:
THE CORE OF VENDOR DNA

COMMITMENT
TO CUSTOMER SUCCESS



WHAT DOES IT TAKE TO GAIN YOUR TRUST ?

UNCOMPROMISED SECURITY STARTS WITH 3RD PARTY
PROVEN TRACK RECORD OF SECURITY EXCELLENCE

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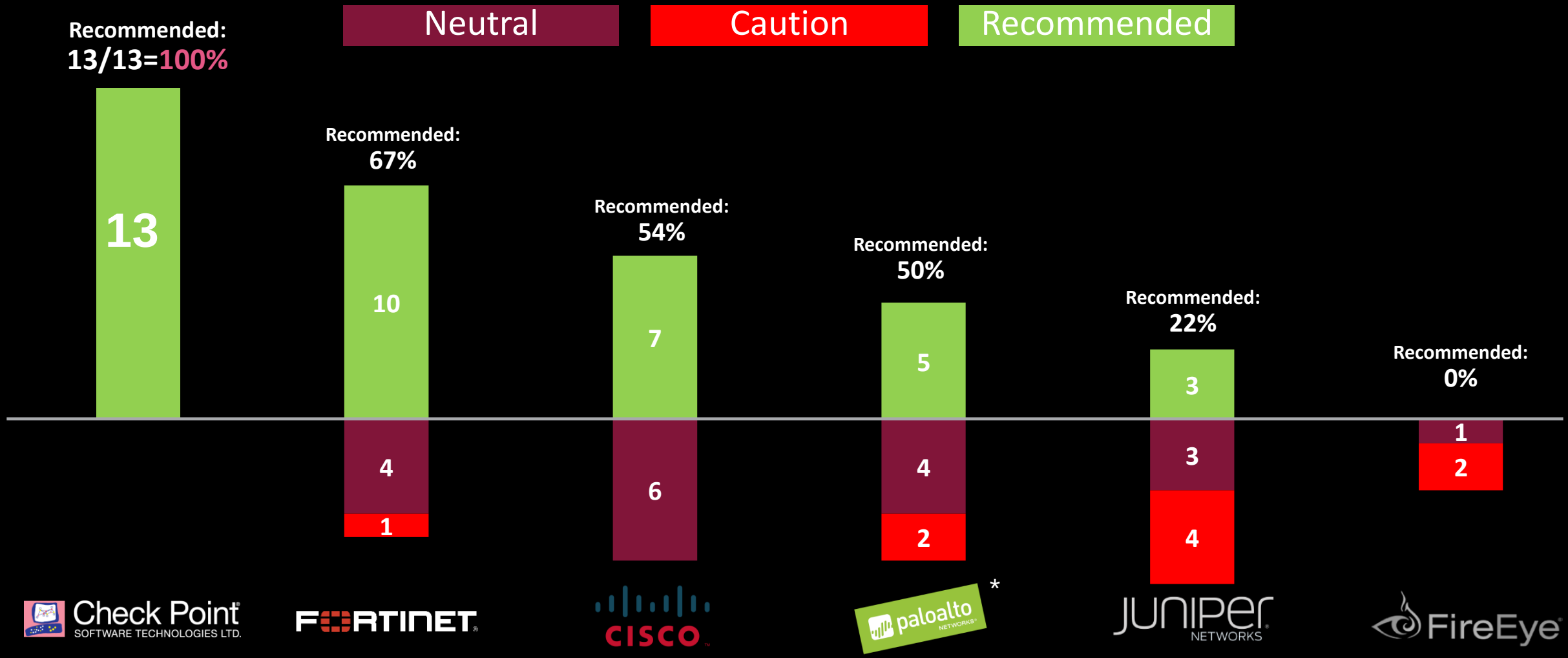
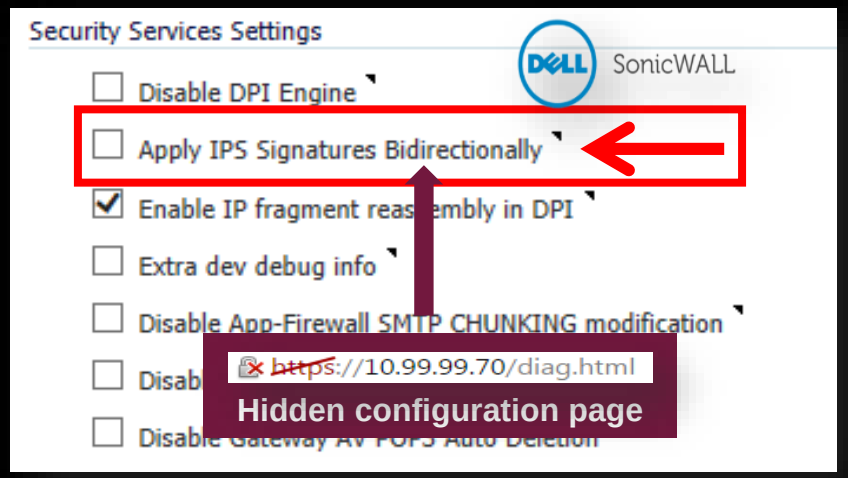
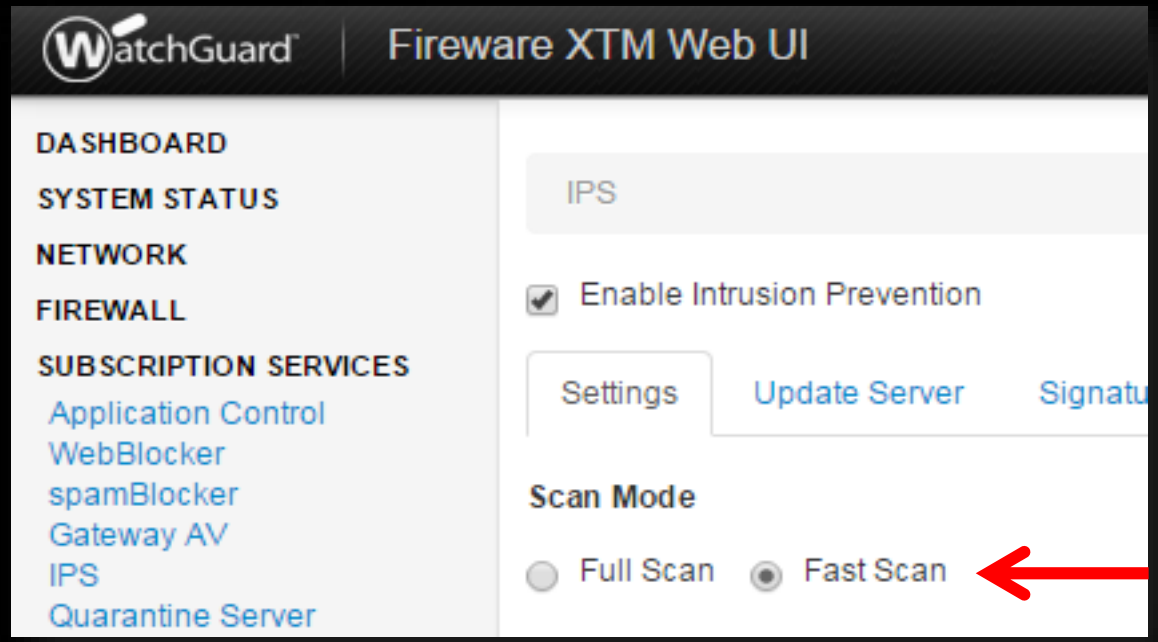


Source: NSS Labs Network Security tests (FW/NGFW/IPS/NGIPS/DCIPS/BDS) * PAN NGFW solution have not been recommended since 2013

SECURITY SHORTCUTS RISK AND REWARD





HOW TO EXPOSE SECURITY SHORTCUTS IN POC'S

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DOWNLOAD THE GUIDE http://tiny.cc/poc-shortcuts

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HOW TO EXPOSE SHORTCUTS IN COMPETITIVE POC

When testing different vendors in a PoC, it is important to do an Apples-to-Apples Comparison in order to measure all vendors' capabilities equally. Unfortunately, some security vendors use shortcuts with their security solutions and products (e.g. IPS, AV) in order to gain better performance results in a competitive PoC, which do not reflect their actual functionality and performance in production networks. Shortcuts can improve performance but on the expense of the solution overall security. The list below, will show how to expose if a vendor attempted to shortcuts and how to disable those shortcuts in a PoC

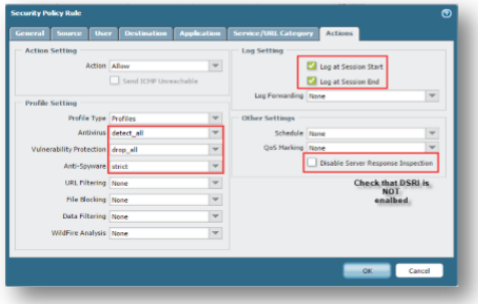
GENERAL CONFIGURATION (FOR ALL VENDORS)

- **Networking** - Use Layer 3 interfaces and routing instead of bridge mode/virtual wire/span port/port mirror to reflect production network settings
- **Policy Rules** - Create policy rules with NAT & full session logging which reflect production policies and has effect on performance
- **Best Practices** –Configure policy according to each vendor security best practices

Palo Alto Networks

- **Enable Advanced Security** – set Vulnerability and Anti-spyware security profiles to strict and Antivirus profile to drop (equivalent to CP recommended protection)
- **Logging** – enable logging at the session start and at session end
- **Disable Shortcuts –** disable DSRI on all policy rules to prevent partial scan of traffic (this feature is activated in PoC to gain better performance results)

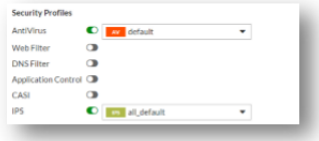
*Palo Alto Web GUI > Policies > Add/edit rule > Actions

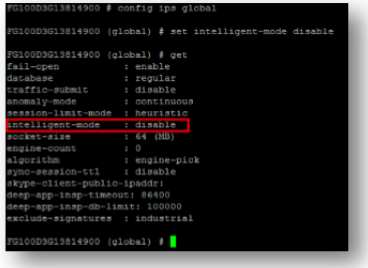


Fortinet

- **Enable Advanced Security** – set IPS and Anti-Virus security profiles to block malware in all policy rules , and set AV profile to proxy mode vs. quick/flow mode which is often used n POC but has minimum security effect
  *Fortigate > Policies & Objects > IPv4 Policies > Add/edit rule > Security Profiles
- **Disable Shortcuts** – disable intelligent-mode which scans only part of IPS/AV traffic

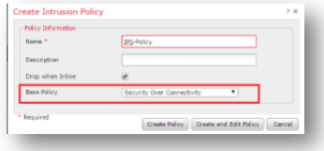
  *Fortigate CLI > 'config IPS global' > 'set intelligent-mode disable'





Cisco

- **Enable Advanced Security** – set IPS security profile to security over connectivity
- **Disable Shortcuts** – set the HTTP Client Body Extraction Depth to zero to inspect all HTTP traffic
  *FireSIGHT > Access Policy > Network Analysis Policy > create new > Choose 'Security over connectivity' > go to 'HTTP Configuration' > change 'HTTP Client Body Extraction Depth' from 4000 to 0



THE "CHECK-BOX" SYNDROME

NSS LABS NGFW 2016 TEST
EXPLOIT **BLOCK-RATE** BY YEAR

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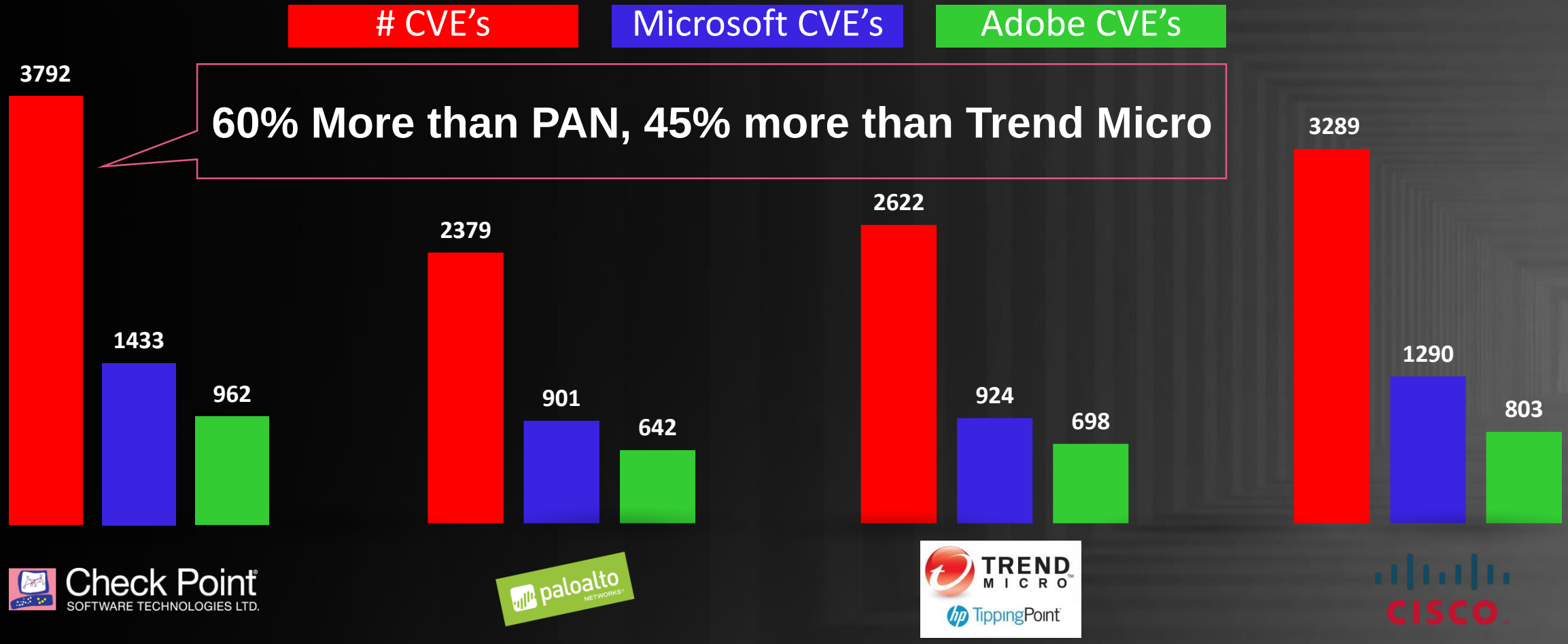
	2012	2013	2014	2015	# of exploits missed (of 1999)
Check Point	100%	100%	100%	100%	3
Cisco FirePower	95.6%	97.5%	83.0%	74.2%	87
Dell SonicWall	98.5%	97.5%	82.5%	83.9%	52
Fortinet	99.5%	100%	94.3%	100%	14
Palo Alto Networks	94.6%	97.5%	83.0%	87.1%	83

Source: http://www.slideshare.net/zztop_2764/fortinet-nss-ngfw-2016-latency-catchrate

ITS NOT BY CHANCE: NUMBER OF THREATS (CVE'S) COVERED BY IPS (2010-2016)



Information is current as of Jan 2010 - Oct 2016 | Source: Check Point Advisories | Palo Alto ThreatVault | Fortinet FortiGuard | Mcafee Threat Intelligence | Tipping Point Digital Vaccine | SourceFire Advisories

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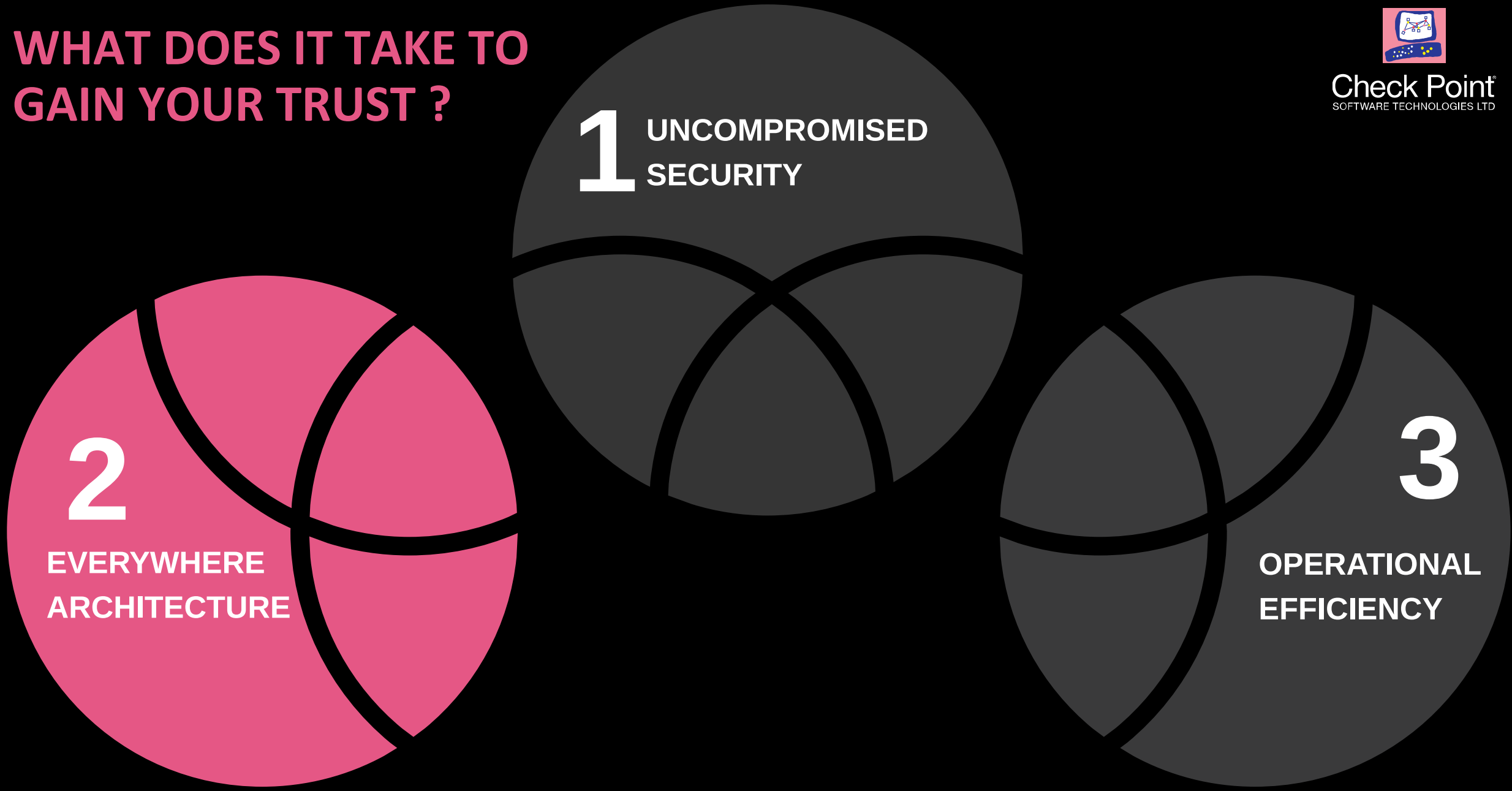

THE CHALLENGE OF SECURING BORDERLESS NETWORKS

THE NEED: BLOCKING ATTACKS IN ANY ENVIRONMENT

CHECK POINT SOFTWARE BASED ARCHITECTURE MEANS EVERYWHERE AGILE SECURITY

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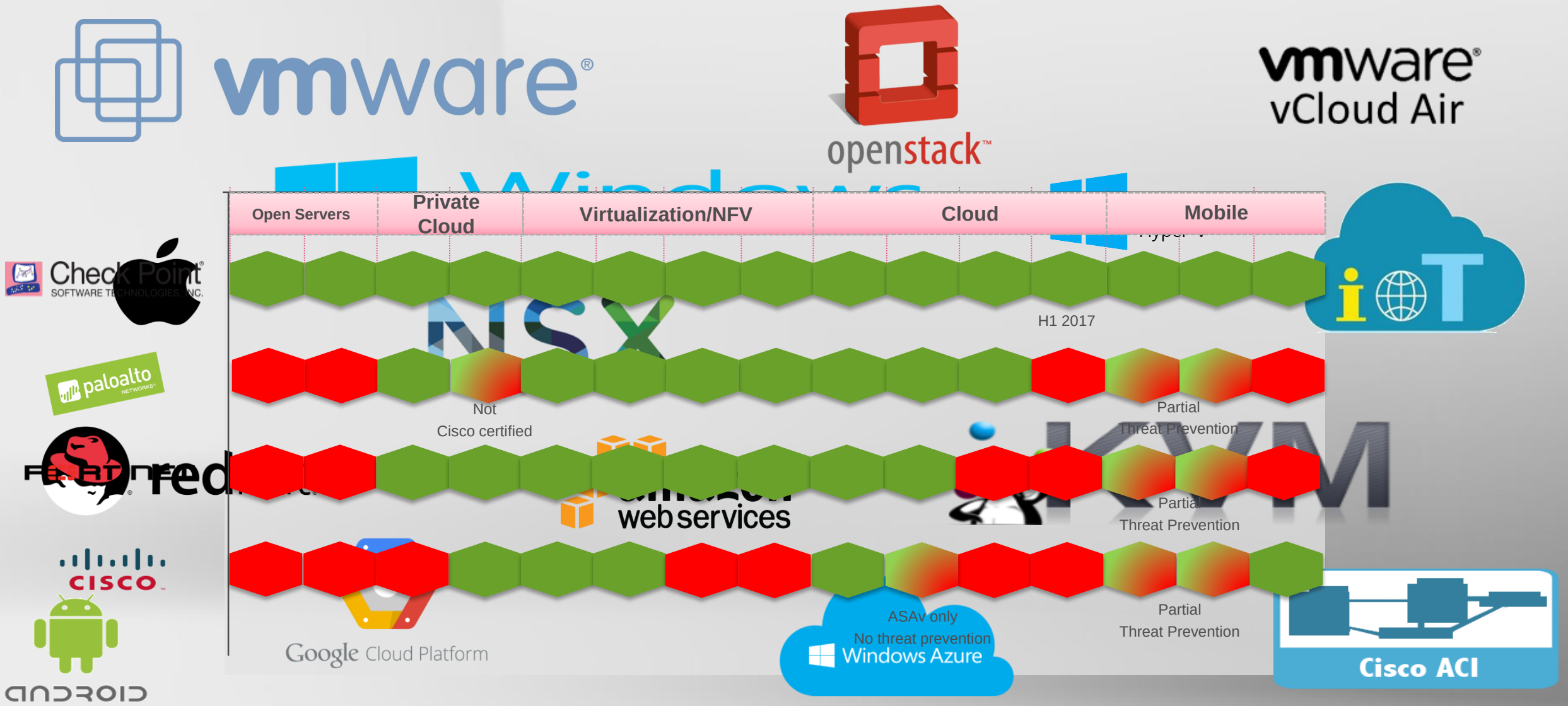

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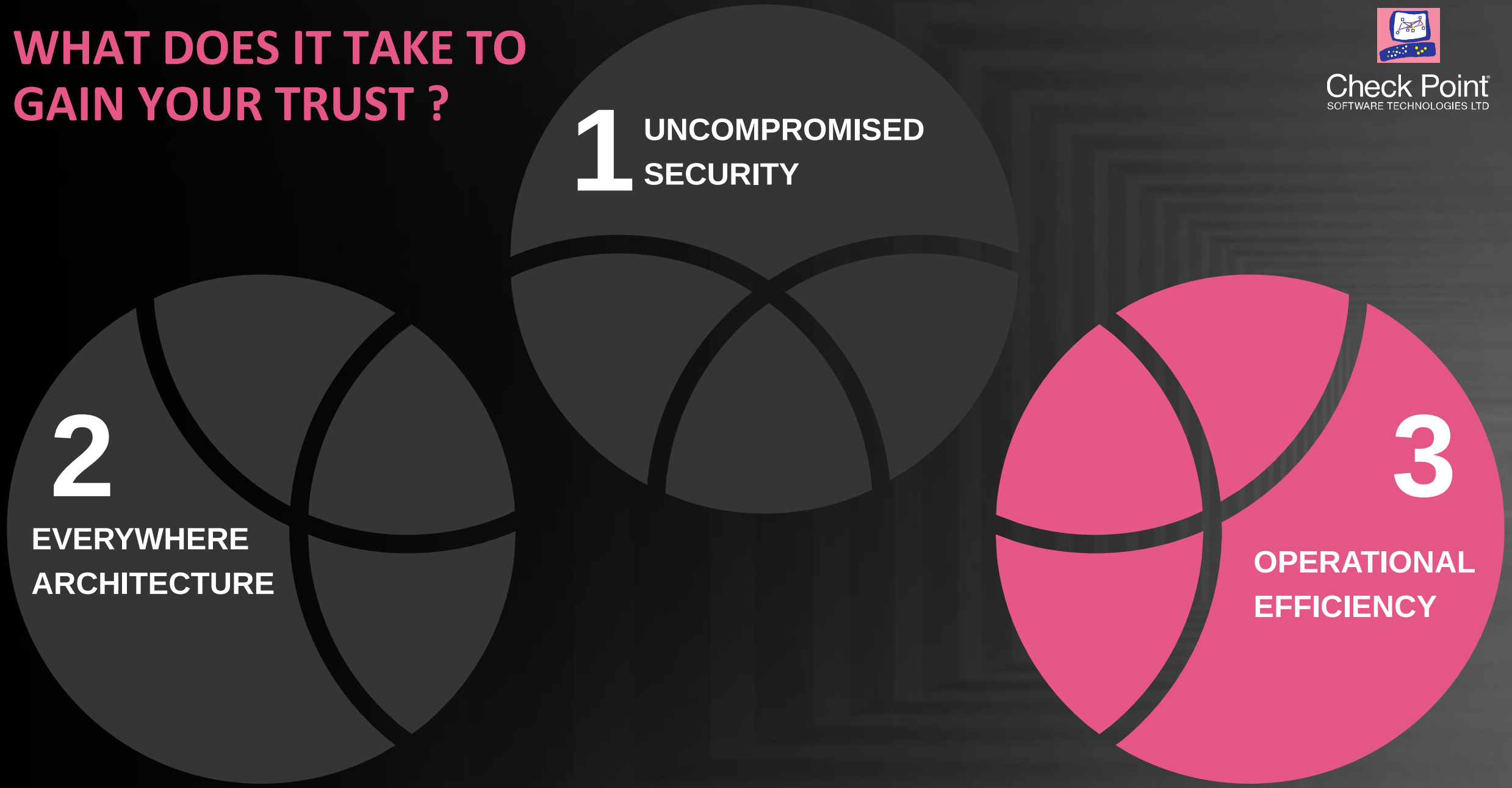
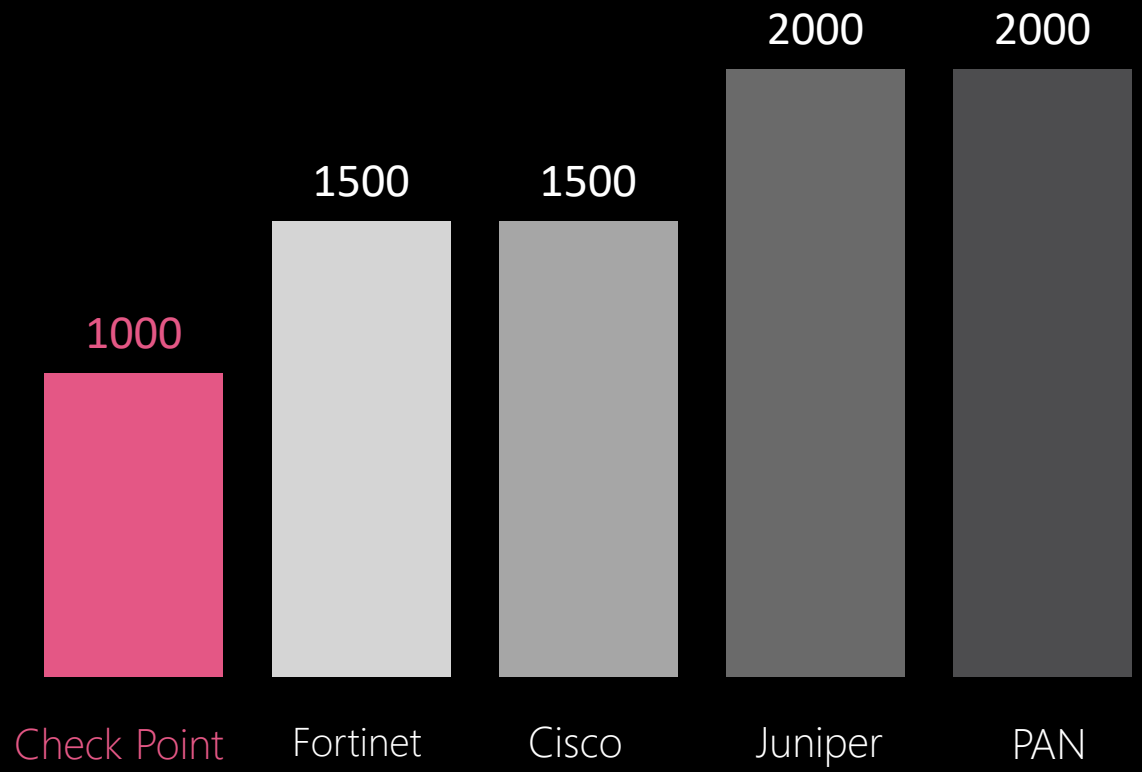


IMPROVED PRODUCTIVITY

Man hours required for yearly management of 50 gateways per site



Source: *NSS Labs NGFW Group Test*

"The Check Point management remains the de facto "GOLD STANDARD" against which other consoles are measured"

Gartner

THE WHY - UNMATCHED UNIFIED ACCESS POLICY

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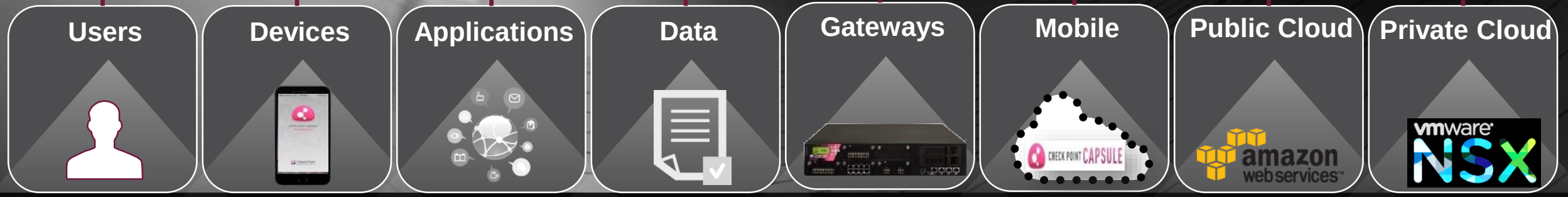
Name	Source	Destination	Services & Applications	Data	Action	Install On
Outbound access	production_net	Internet	Any	Any	AccessSubLayer	Policy Targets
Social media for marketing	marketing_role John	Internet	Twitter LinkedIn Instagram	Any	Accept	SG13800
Developers upload	developer_role	Internet	Dropbox Box	Any Direction Source Code - JAVA	Accept	SG13800 CapsuleCloud
Access Sensitive Servers	Any	Any	Any	Any	SensitiveServers	Policy Targets
Mobile Access	Mobile Devices	MailUS	MailServer	Any	Accept	Mobile
Access to Web Server	Any	WebServer	https	Any	Accept	AWS VMWare



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SUMMARY

THE DIFFERENCE

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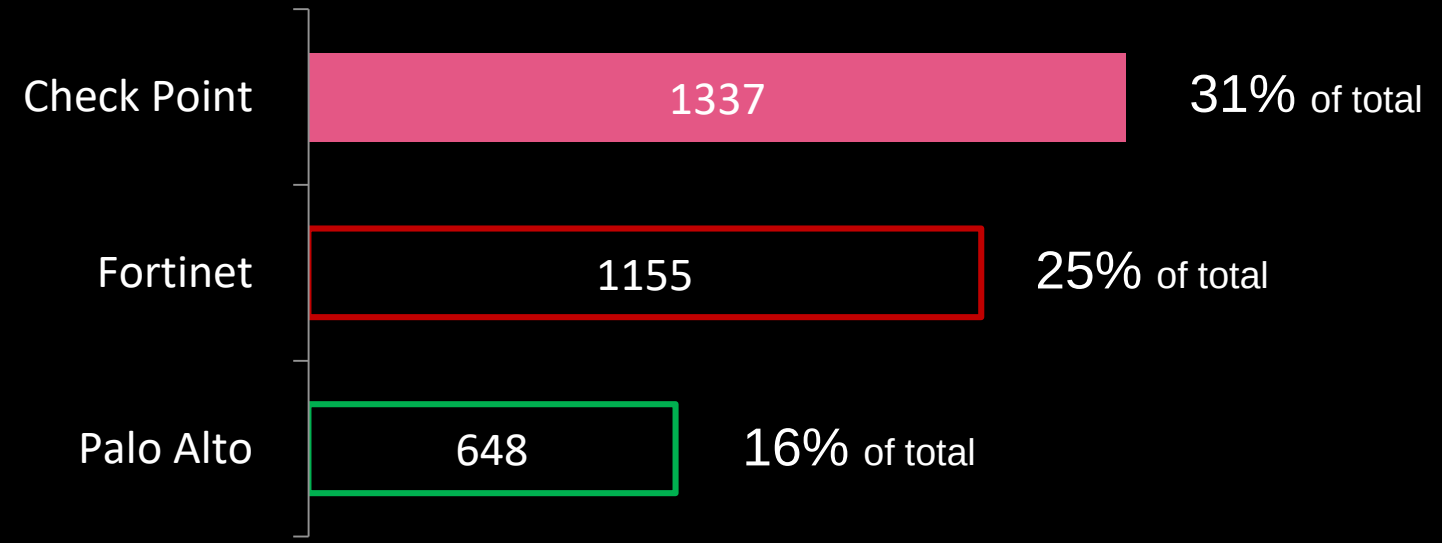

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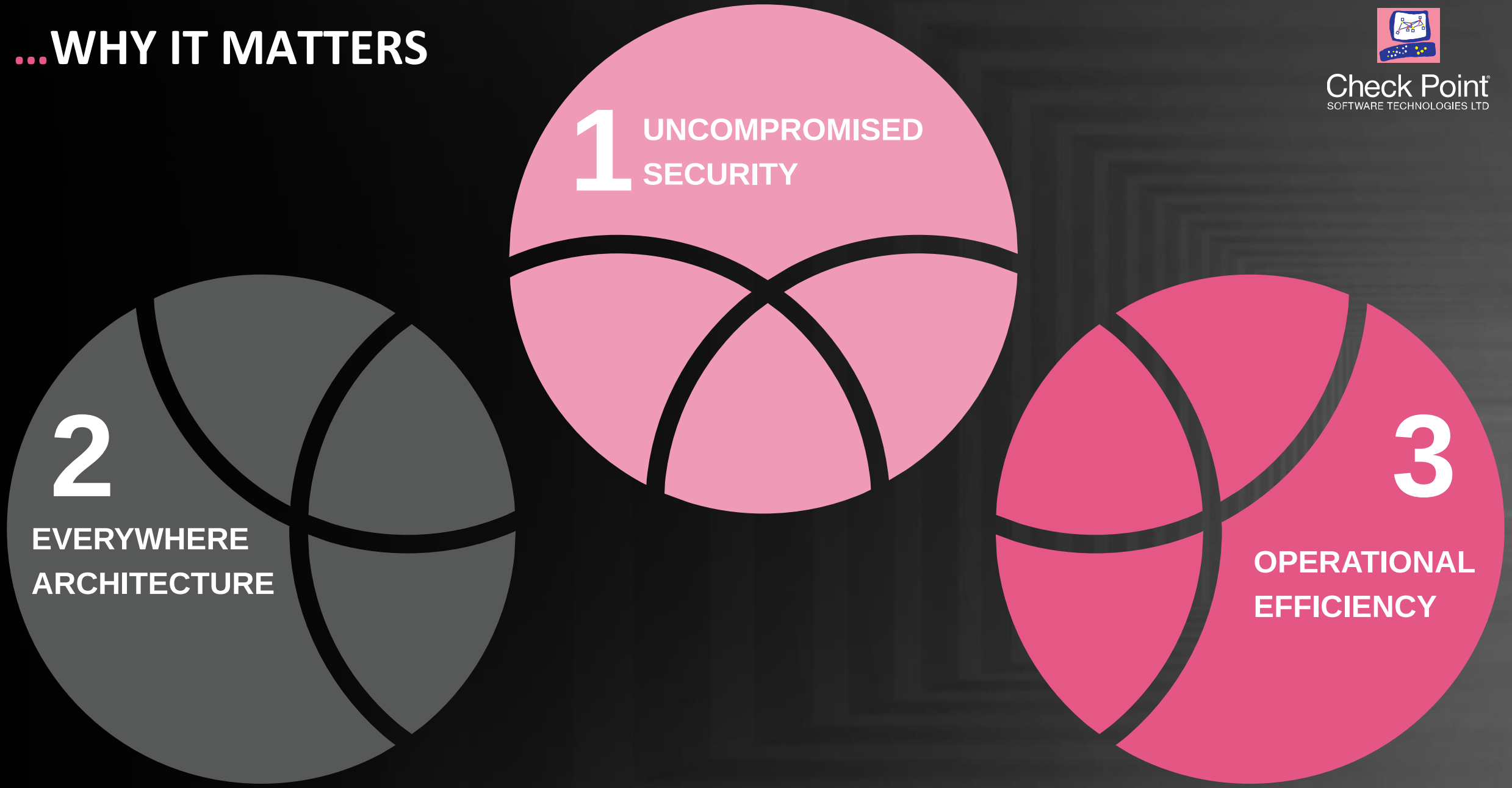
...WHY IT MATTERS



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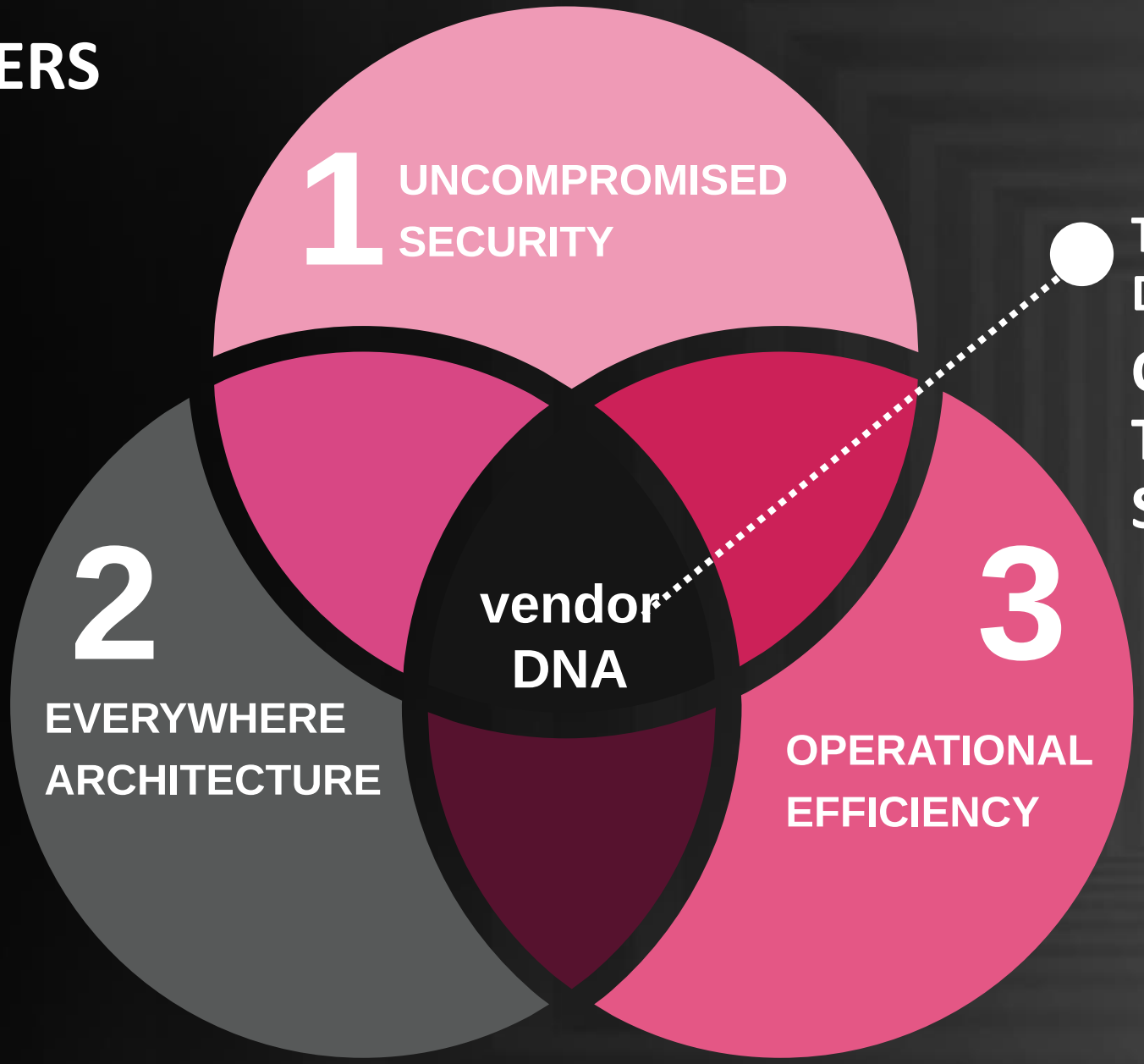

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COMMITMENT TO CUSTOMER SUCCESS

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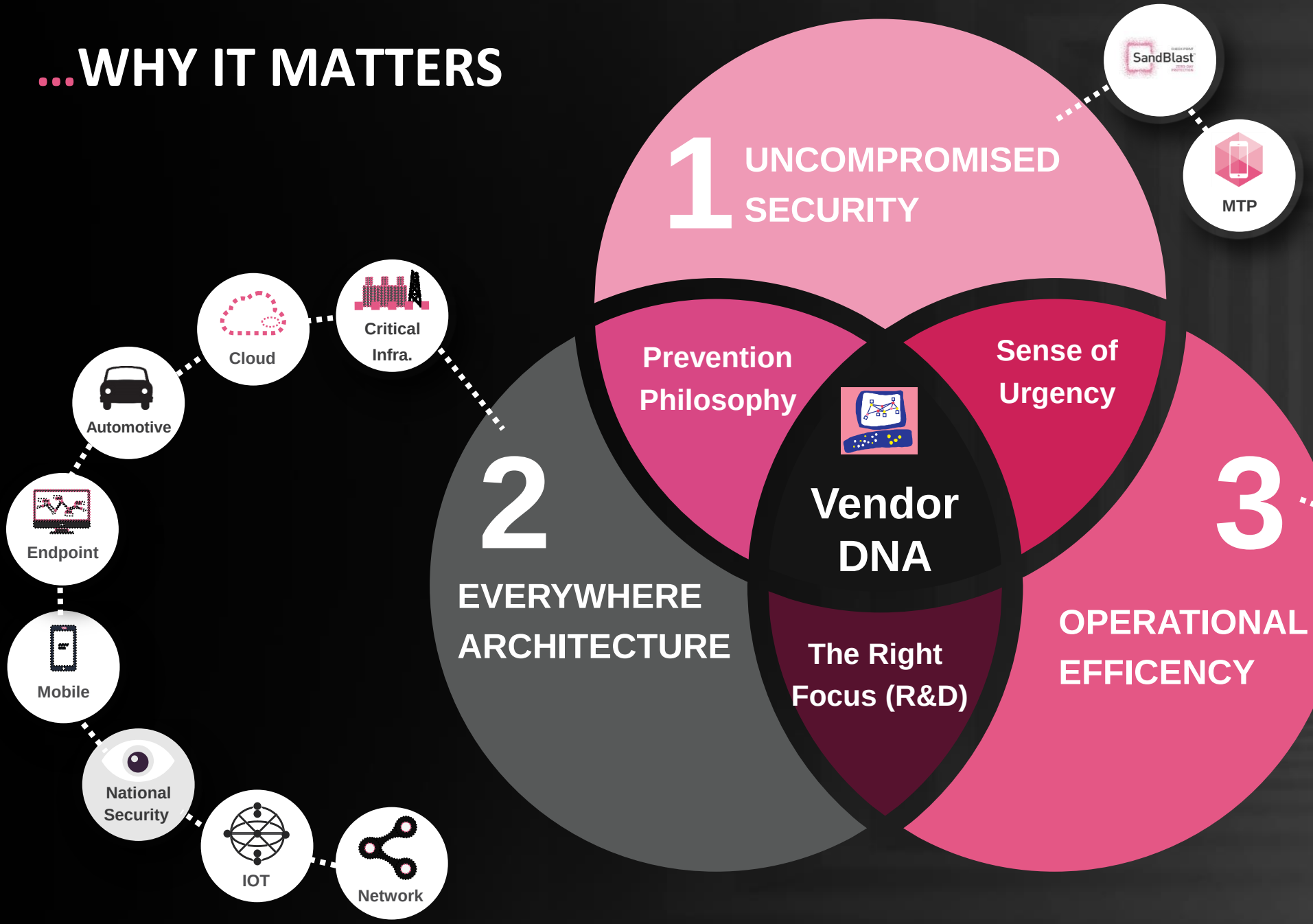

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