"Security challenges in Southern Europe"

Thanassis Papadopoulos
Country Manager

Itway Group

With more than 120 M€ of revenues, Itway group is an important reality in Mediterranean Region – Mare Nostrum- for value added distribution of e-business solutions, system integration and implementation of solutions and projects, thanks to a consolidated network of IT Partners.

Itway is a group of companies, with more than 400 people, with a complete portfolio of solutions for the e-business, involving software and hardware integration, services and consultancy which allow to fulfill different needs and requirements and to solve all the issues pertaining new technologies.

BUSINESSe
drive your e-success

iTWAY VALUE ADDED DISTRIBUTOR
empower your IT

iTWAY AC@DEMY
master your knowledge

iTWAY VALUE ADDED DISTRIBUTOR

Itway Group

Ravenna
Milano
Vicenza
Massa
Roma
Paris

Madrid
Barcelona
Lisboa
Athina
Istanbul
Ankara
Tripoli

Vision

> Foresee and understand IT business trends to manage the change.

> Through this vision, Itway VAD was able to foresee the Internet boom and understand its importance in the IT businessplace before other players.

> This is the competitive advantage that led Itway VAD to its leadership, and that now allows us to offer to our partners state-of-the-art e-business technology.

> We see IT as key competitive advantage in order to create social and economic wealth

iTWAY VALUE ADDED DISTRIBUTOR
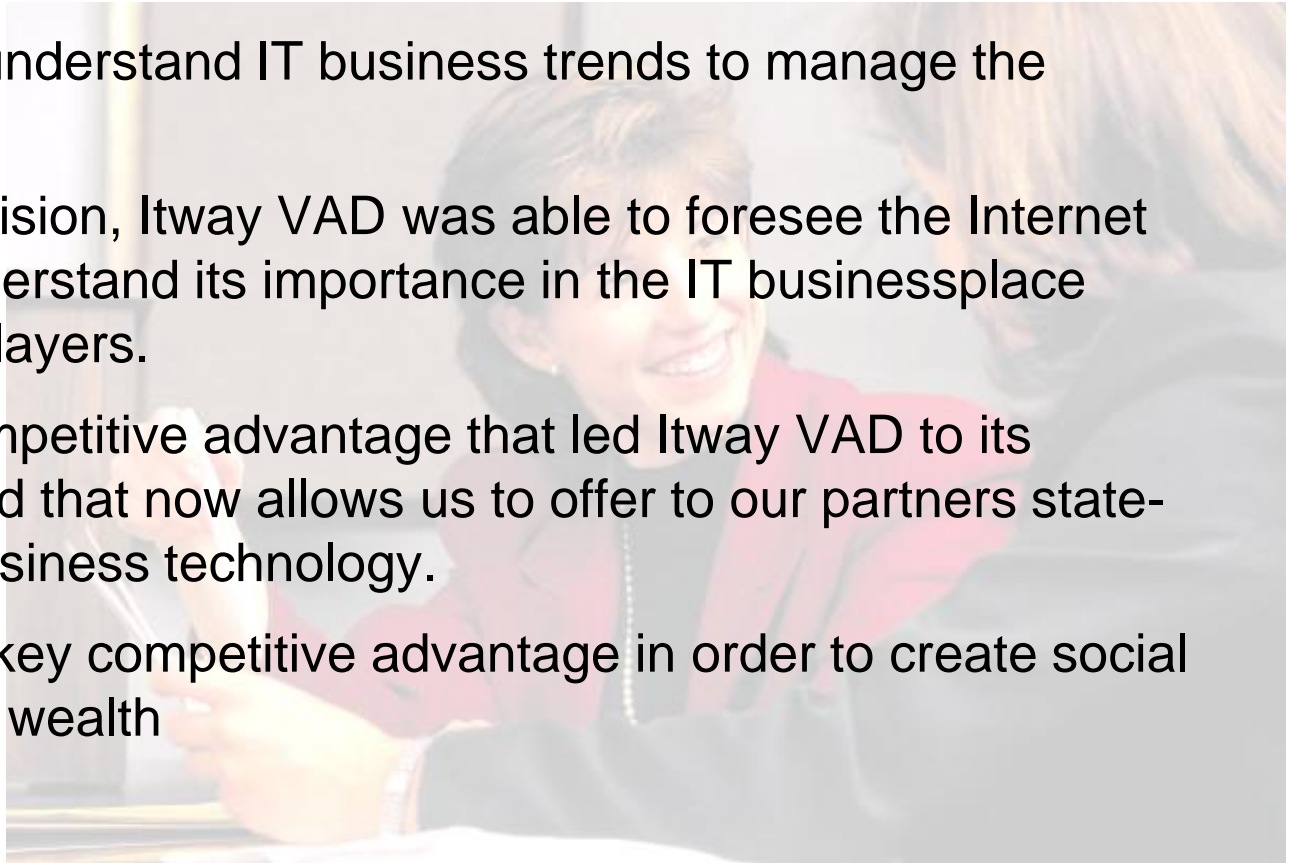
The power of integration

Group Companies are able to fulfill different needs for different kinds of markets and customers, positioning themselves as reliable partners in the offer of high value added ICT solutions.

Scouting selection of "Best of breed" products

Itway Group

Consultancy & Services

Business-e

E-BUSINESS & SECURITY

Value Added Distribution

Itway VAD

Tech Support & Training

Itway Academy

ITWAY
VALUE ADDED DISTRIBUTOR

Strategy

> 100% of sales through channel

> major accounts (Sis, VARs)

> project and opportunity oriented approach

> **best of breed** technology selection

> high value-added market areas

> quick and effective logistics

> flexible and adaptive marketing, sales and technical structure
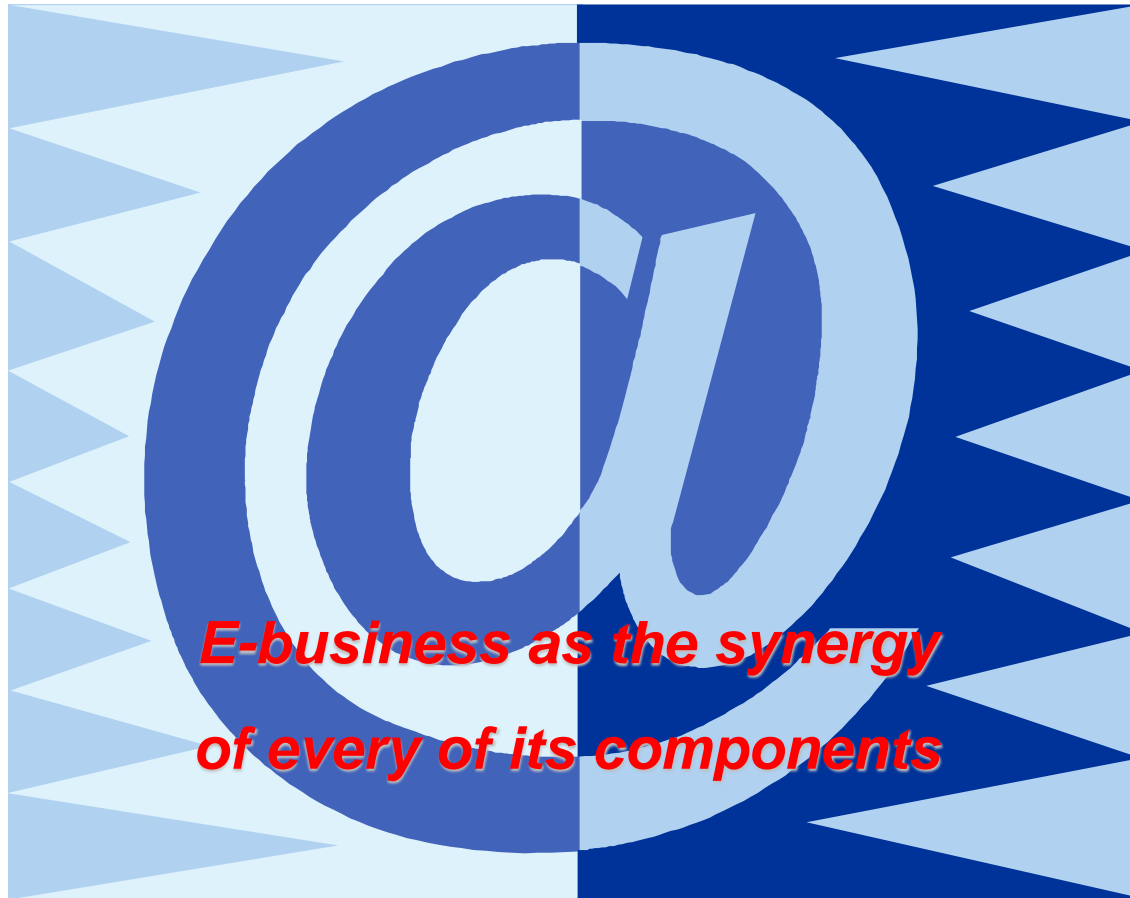
> financial strength and stability
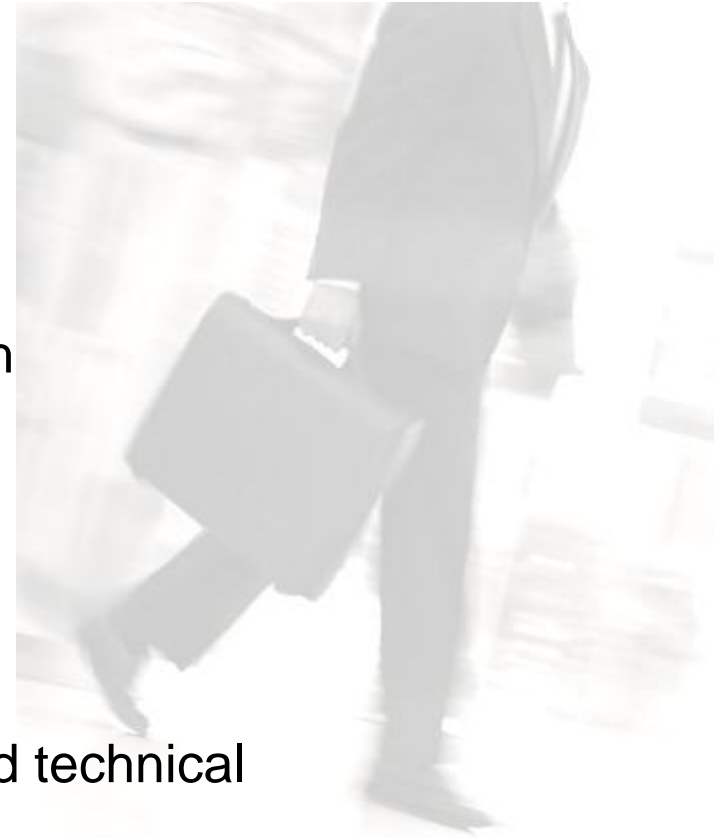
Technology adoption lag of Greece

3 years

Southern Europe facts and challenges

> Financial Crisis

> Shrinking IT Budgets

> Shriniking R&D budgets

> BYOD

> Social Media in Business

> Unemployment

> Government Budget cuts

> Teleworking

> Virtualization

> Cloud

> **FUD :** Fear, uncertainty and doubt

> IT Security & Compliance a lesser priority

> Cheaper to steal than develop research

> Cost Savings with Security risks

> Social Engineering as tool of hackers

> "Desperate" people pose a security
  threat violating policies and rules

> Turns entire countries into cyber warfare
  targets

> Increased use of security risks for the
  extended enterprise

> Increased Risks for the virtual Systems

> Lack of control of Big Data

Technology portfolio

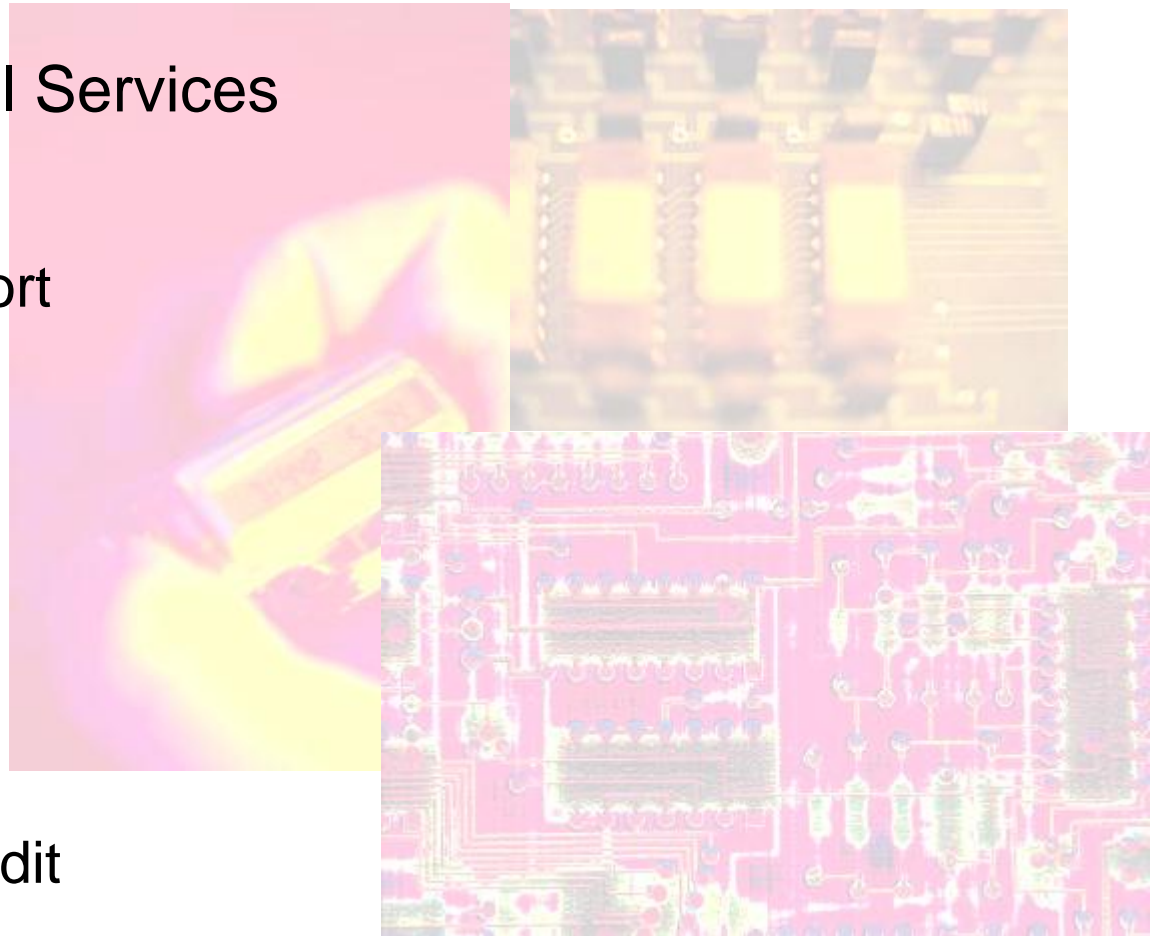**E-business as the synergy of every of its components**

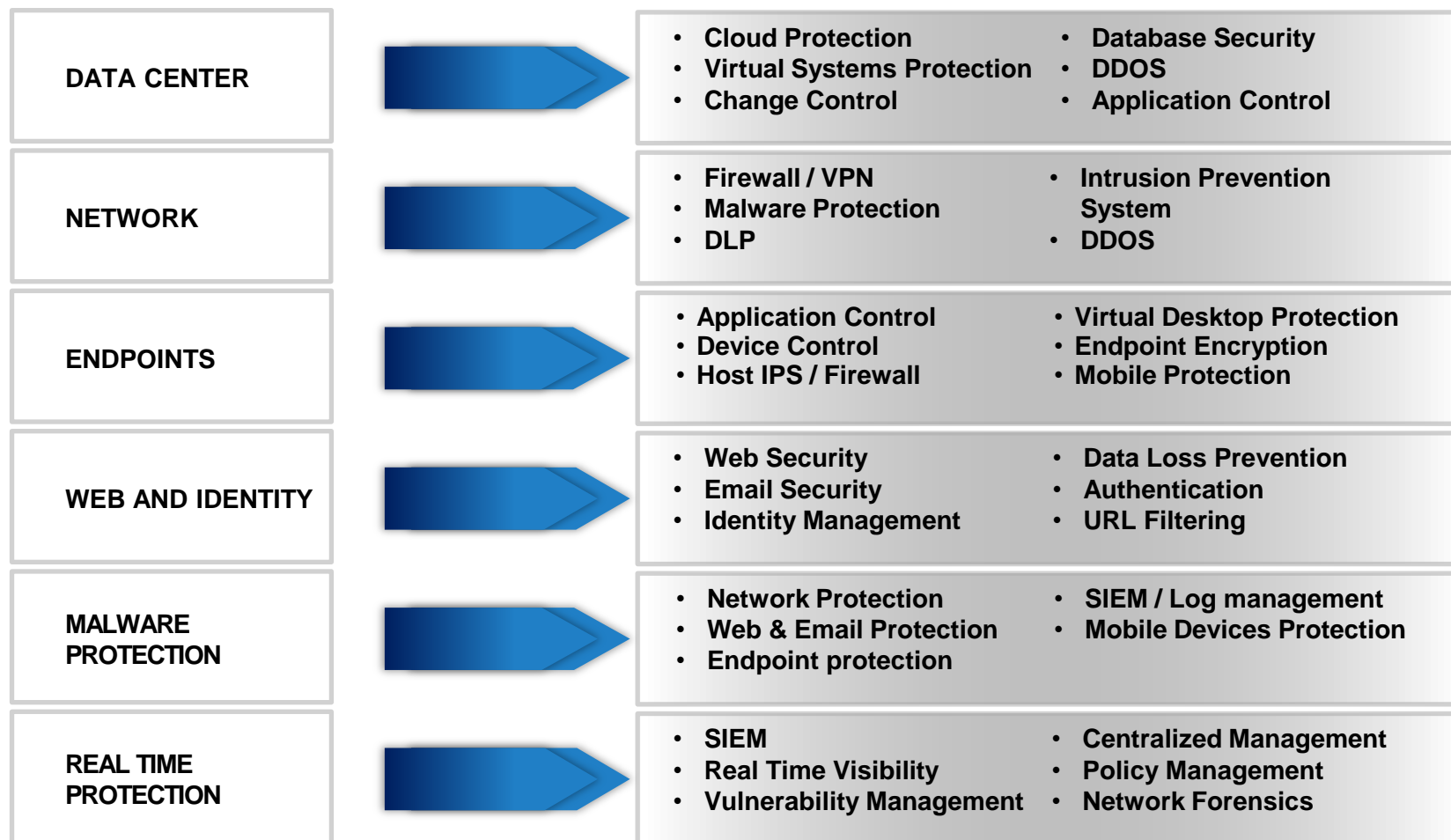# *Itway services*

> Itway Professional Services

  > consultancy

  > technical support

  > presales

  > post sales

  > online services

> Itway Ac@demy

  > Training

  > Certification audit

Trends and solutions to implement

DATA CENTER	• **Cloud Protection** • **Virtual Systems Protection** • **Change Control**	• **Database Security** • **DDOS** • **Application Control**
NETWORK	• **Firewall / VPN** • **Malware Protection** • **DLP**	• **Intrusion Prevention System** • **DDOS**
ENDPOINTS	• **Application Control** • **Device Control** • **Host IPS / Firewall**	• **Virtual Desktop Protection** • **Endpoint Encryption** • **Mobile Protection**
WEB AND IDENTITY	• **Web Security** • **Email Security** • **Identity Management**	• **Data Loss Prevention** • **Authentication** • **URL Filtering**
MALWARE PROTECTION	• **Network Protection** • **Web & Email Protection** • **Endpoint protection**	• **SIEM / Log management** • **Mobile Devices Protection**
REAL TIME PROTECTION	• **SIEM** • **Real Time Visibility** • **Vulnerability Management**	• **Centralized Management** • **Policy Management** • **Network Forensics**

We look to the future with experience and trust

> We anticipate trends with solid foundations

> > Made of technology

> > Made of experience

> > Made of trusted and reliable partners

> With our complete and integrated technology offering

> > We are innovative e-business enablers

> > we represent a modern partner for consulting and training

> We empower your IT

Thank you for your attention