



Managed Security
Services Provider

4th Infocom Security 2014

Managed Security Services

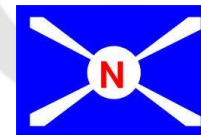
The next level of network security

Yiannis Giokas – Founder & CEO



About Us

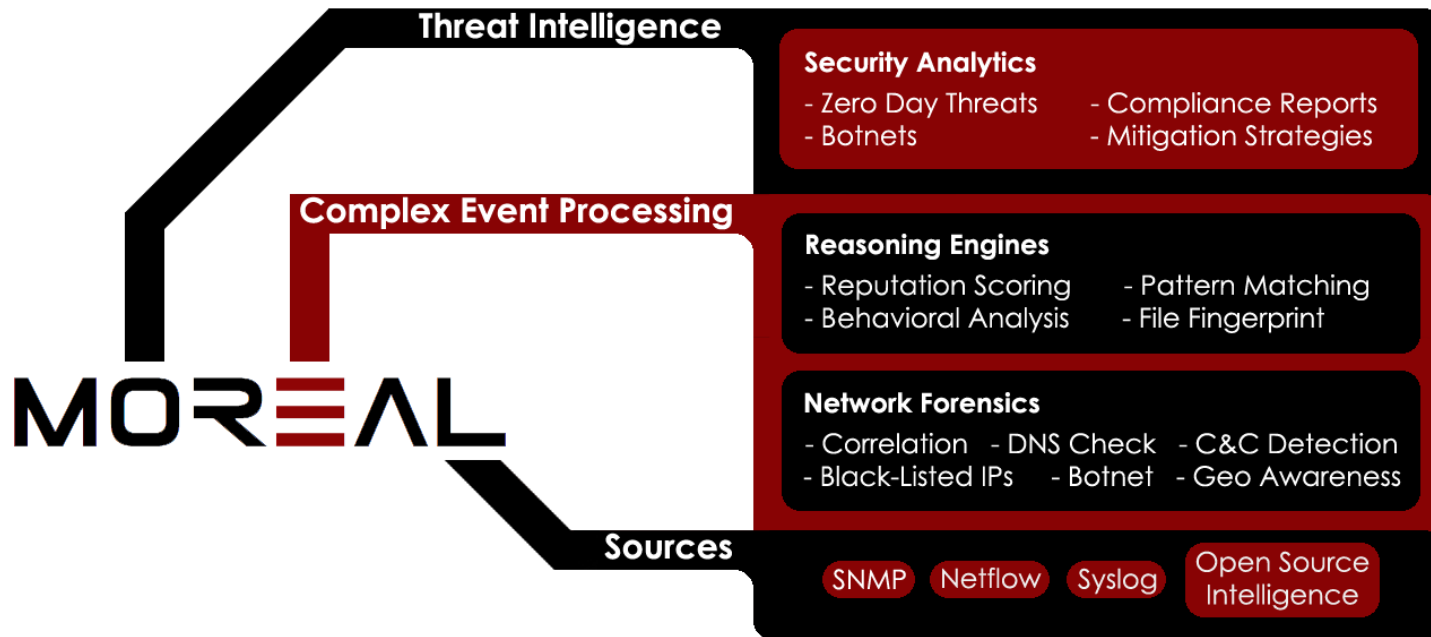
- Founded in 2011, Athens – GR
- Incubated by **SOFTLAYER**[®]
an IBM Company
- Strategic partner of 
- Security Operations Center with 40+ certifications
- 100+ installations from 20+ customers



MORÉAL platform

- One dashboard to rule them all, with advance analytics and actionable reports
- Clear picture of network health, utilization & security
- Real-Time threat intelligence embracing Big Data and crowd-sourcing
- Advance correlation engines for known & unknown threats identification, now penetrating and already existing in your network
- Pure cloud solution, deployed in no time

MOR_≡AL features



Alliance with PCCW Global

- Strategic partnership for network security on a Global level
 - PCCW Global is present in 130 countries and 3.000 cities
- Enhance PCCW Global's managed services portfolio with new value-added services
 - Threat Intelligence, DDoS mitigation, Advance Persistence Threat etc.
- Strengthen Crypteia's presence in large corporate accounts
- Accelerate **MOREAL** development based on PCCW Global's customers feedback

Why Managed Services

- **IT budgets shrink**
 - CFOs prefer OPEX vs. CAPEX
- **IT teams are understaffed and overloaded**
 - Not all companies have security know-how in-house
 - “a lack of adequate staffing in security operations/incident response teams”
 - Make existing staff more efficient and productive
- **Broader experience from multiple environments**
 - “too many false positive alerts”
 - Pinpoint problems with strong accuracy
- **Emergency Response & Incident Handling**
 - “incident detection involves too many manual processes”
 - Automate investigations and forensic collection
 - “incident detection depends upon too many independent tools that aren’t integrated together”
 - Be standardized and interoperable with leading vendors

ESG research 2013 on 257 security professionals working at enterprise organizations

Our MSS approach

- **24x7x365 Security Operation Center** accessible via online service desk, email & phone
- **Certified SOC Administrators** for remote support & troubleshooting & Security Engineers for on-site interventions
- **Customer portal** with analytics dashboard, alerting, compliance reporting & threat intelligence early-warning
- **Vendor agnostic**, deploying best of breed solutions



The Security Division of EMC



Perimeter Security



MOREAL
Monitoring REporting ALerting

-  Alerting
-  Real Time Monitoring
-  Log Management
-  Threat Intelligence



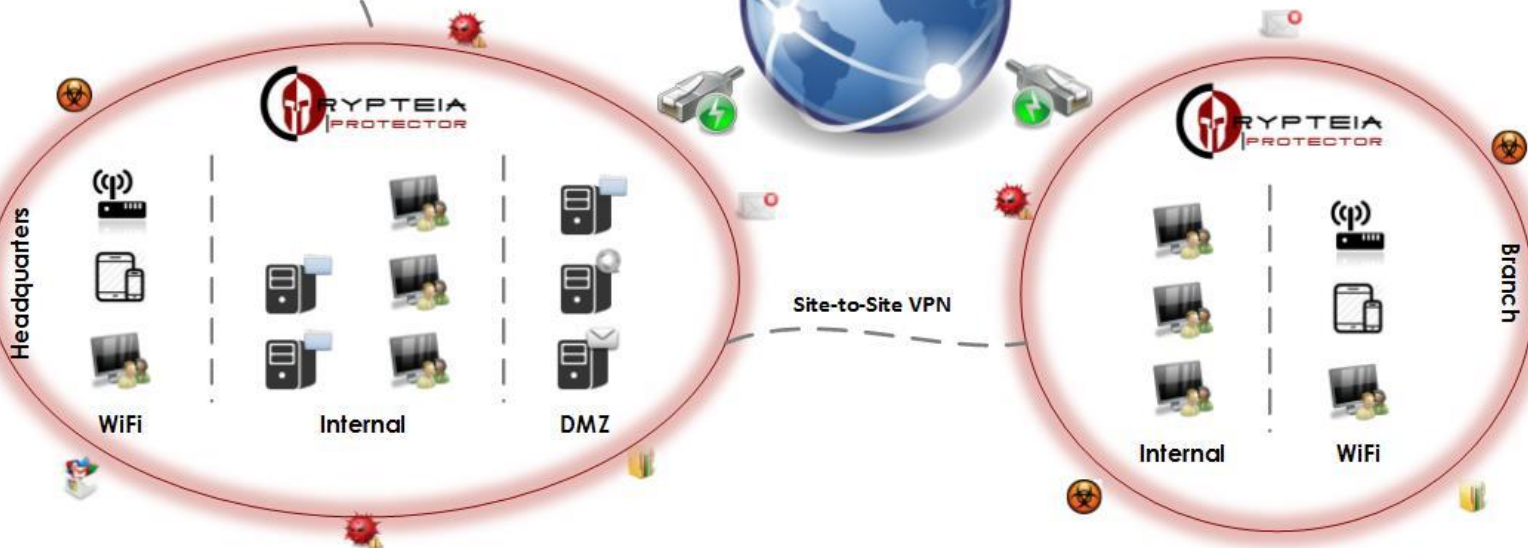
CRYPTEIA NETWORKS
Security Operations Center

-  Knowledge Base
-  Service Desk
-  Threat Management
-  Emergency Response Team

Mobile Users



SSL VPN



End-Point Security



Policy Manager





MONitoring REporting ALerting

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Security Operations Center

-  Knowledge Base
-  Service Desk
-  Threat Management
-  Emergency Response Team



Endpoints

Business Benefits

- **Fully OPEX**
 - No CAPEX & Initial investments
- **24x7x365 proactive monitoring & reaction**
 - Emergency Response Team
 - Incident Handling
- **Log Management & SIEM**
 - Real-Time Reporting & Alerting
 - Compliance & on-demand Reporting
 - Zero-day vulnerability management
- **All hardware, software and licenses included**
 - Starter → NG-Firewalls, UTMs, IPSs, Proxies & End-Point
 - Advance → WAF, Load-Balancers, APT & DDoS

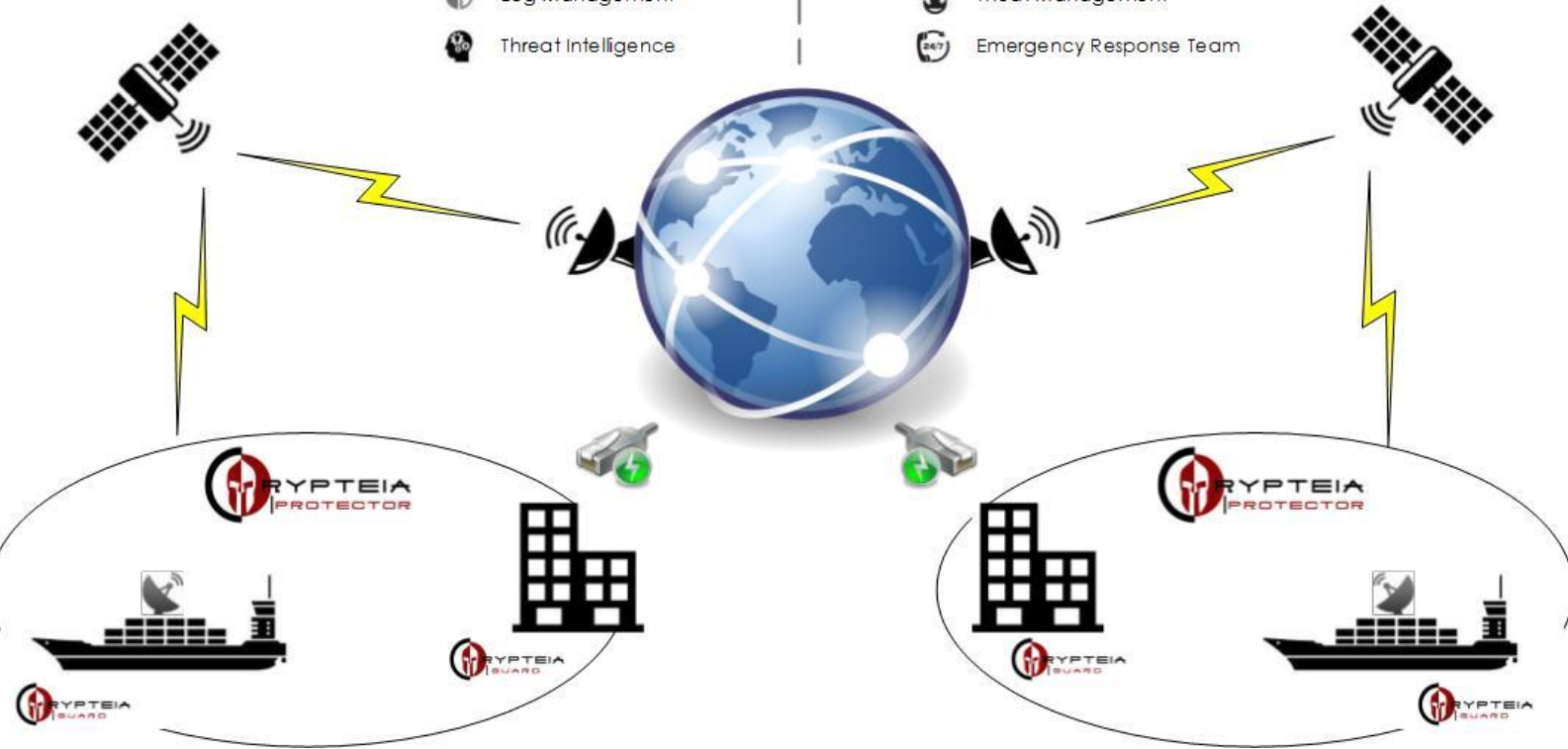
Case Study: Shipping

MOREAL
Monitoring **R**eporting **A**lerting

-  Alerting
-  Real Time Monitoring
-  Log Management
-  Threat Intelligence

CRYPTEIA NETWORKS
Security **O**perations **C**enter

-  Knowledge Base
-  Service Desk
-  Threat Management
-  Emergency Response Team



CRYPTEIA NETWORKS

Shipping Companies Benefits

- **Satellite communication costs optimization**
 - Traffic management & optimization
 - Policy-based routing
 - Caching, application control & URL filtering
- **Services QoS**
 - Priority to Captain & Corporate internet
 - Fail-over & Load-balancing
- **Unified environment on-soar & on-vessel**
 - Single point of contact
 - 24x7x365 support



Services in a glance

- **Consolidated Management & Proactive Monitoring**
 - One dashboard to rule them all!
 - 24x7x365 Security Operations Center
- **Real-time information with actionable items**
 - Automated alerts & mitigation suggestions by **MOREAL**
 - Advisory & consulting from Security Experts
- **Security in depth and not in width**
 - Security optimization
 - Threat Intelligence via crowd-sourced security intelligence
- **Responsive security**
 - Both prevention and detection
 - Real-time mitigation suggestions
 - Early warning alerts and Trends Analysis



Managed Security
Services Provider

**THANKS
FOR WATCHING.**

Contact us at
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