

IBM Security Strategy

Fearless in the face of uncertainty

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Cybersecurity is a universal challenge

What's at stake...

20.8 billion

things we need
to secure

5 billion

personal data
records stolen

\$6 trillion

lost to cybercrime
over the next 2 years

What we face...

Compliance updates

GDPR fines can cost

billions

for large global companies

Skills shortage

By 2022, CISOs will face

1.8 million

unfulfilled
cybersecurity jobs

Too many tools

Organizations are using

too many

tools from too
many vendors

What we're hearing from customers

From thousands of engagements across the world, we've heard some common security concerns.

Help me...

Modernize security frameworks and controls

Respond to the global security skills shortage

Address increasing cyber attack vectors including IoT

Secure the journey to cloud and digital transformation

Maintain data privacy and regulatory compliance

Where are you on your journey?

1

Ad-hoc

Process is ad-hoc, chaotic, and poorly defined; success depends on individual effort and heroics

2

Repeatable

Basic project management and discipline established to repeat earlier success

3

Defined

Processes are documented, standardized, and integrated across the organization

4

Managed

Detailed process metrics are collected, quantitatively understood and controlled

5

Optimized

Continuous process improvement is enabled by quantitative feedback

Manual and Reactive

Automated and Proactive

IBM Security can help transform your security program



Strategy and Risk

*Unify business leaders with
security risk management*



Threat Management

*Identify and respond to threats
with speed and confidence*



Digital Trust

*Govern and protect your business,
data, users and assets*

IBM Security can help transform your security program



Strategy and Risk

Get Ahead of Risk and Compliance

- Strategy and Planning
- Risk Assessments
- Advisory Services

Build Leadership and Culture

- X-Force Cyber Range
- X-Force Comes to You
- X-Force Cyber Tactical Operations Center



Threat Management

Identify and respond to threats with speed and confidence



Digital Trust

Govern and protect your business, data, users and assets

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Threat Management

Detect and Stop Advanced Threats

- Security Operations Consulting
- X-Force Threat Mgmt. Services
- X-Force Red
- QRadar
- X-Force Detect

Orchestrate Incident Response

- Resilient
- X-Force IRIS

Master Threat Hunting

- i2 Intelligence Analysis
- QRadar Advisor with Watson



Strategy and Risk

Unify business leaders with security risk management



Digital Trust

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Threat Management

Identify and respond to threats with speed and confidence



Digital Trust

Protect Critical Assets

- Data Protection Services
- Guardium
- Data Risk Manager
- Multi-cloud Encryption
- Key Lifecycle Manager

Govern Users and Identities

- Identity Mgmt. Services
- Identity Governance
- Access Manager
- Secret Server

Deliver Digital Identity Trust

- Trusteer

Secure Hybrid Cloud

- Infrastructure and Endpoint Services
- Hybrid Cloud Security Services
- QRadar Cloud Analytics

Unify Endpoint Management

- Endpoint Mgmt.
- MaaS360

Who depends on IBM Security?

98%

of the top global financial services and banking companies

95%

of the top U.S. healthcare companies and biotech companies

94%

of the top global pharmaceutical state governments and all 5 branches of the US military

50

of the top US colleges and universities

70

of the top US aerospace and defense companies

12

of the top US aerospace and defense companies

27

of the top global energy and utilities companies

22

of the top U.S. retail and consumer goods companies

10

of the largest telecom companies in the world

8

of the top airlines in the world

19

of the top global motor vehicle and parts companies

43

of the top US industrial companies

We are invested to be the best

12

Market segments where analysts ranked IBM Security as “**Leader**”

Security Analytics

Endpoint: Client Management Tools

Identity Governance

Access Management

Identity as a Service

Identity Management

Database Security

Application Security

Enterprise Mobility Management

Web Fraud Detection

Managed Security


Information Security Consulting Services

THANK YOU


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