

# SECURE YOUR TRANSFORMATION WITH INTELLIGENCE

Panagiotis Kouris  
CEO @ OFFICE LINE SA  
pkouris@officeline.gr

Microsoft  
Partner



Gold Cloud Platform  
Gold Small and Midmarket Cloud Solutions  
Gold Midmarket Solution Provider  
Gold Hosting  
Gold Datacenter  
Gold Cloud Productivity  
Gold Windows and Devices



Awarded for excellence  
by Microsoft



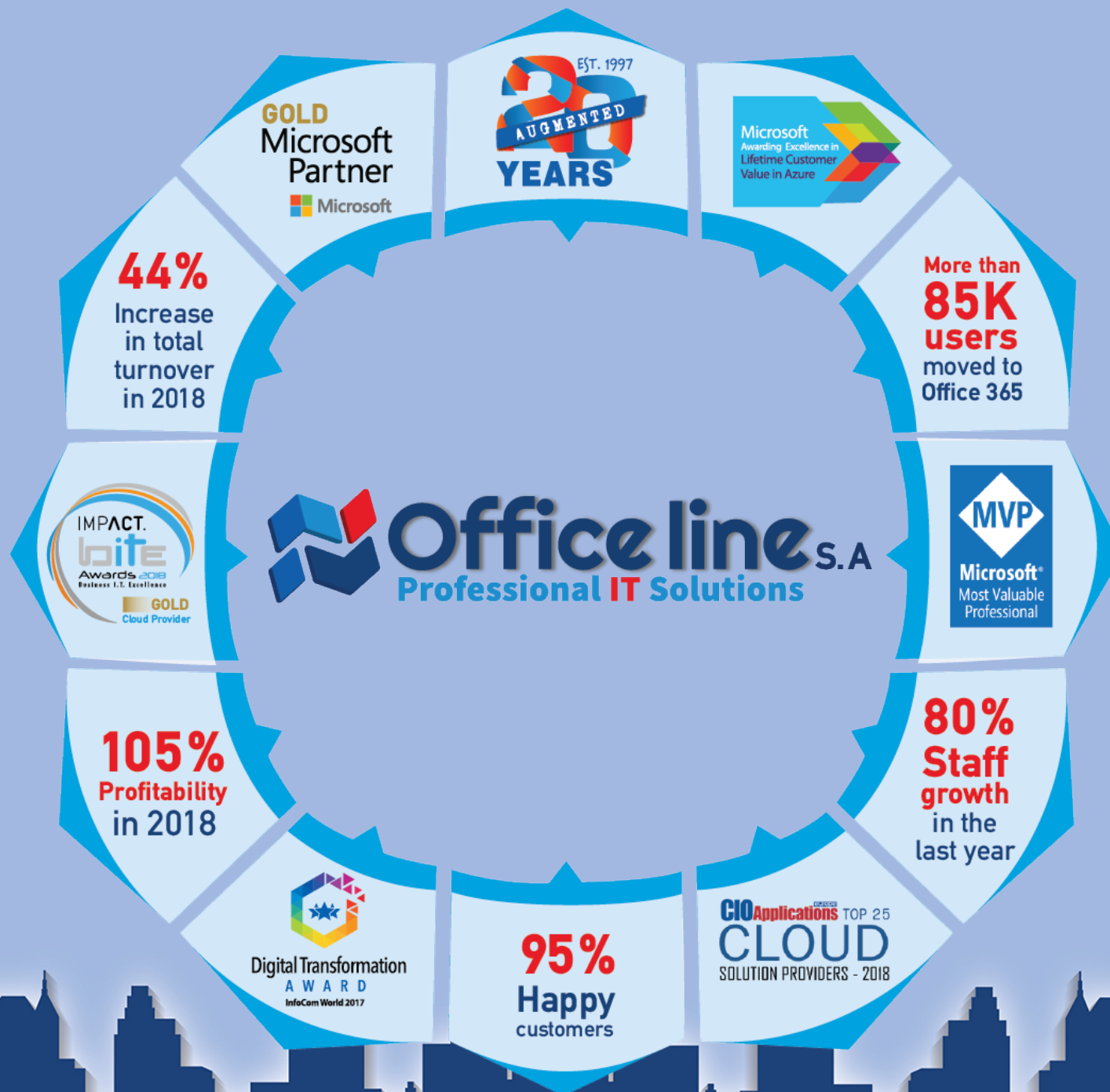
CIOApplications TOP 25  
**CLOUD**  
SOLUTION PROVIDERS - 2018

Digital Transformation  
enabler 2017



Digital Transformation  
AWARD  
InfoCom World 2017



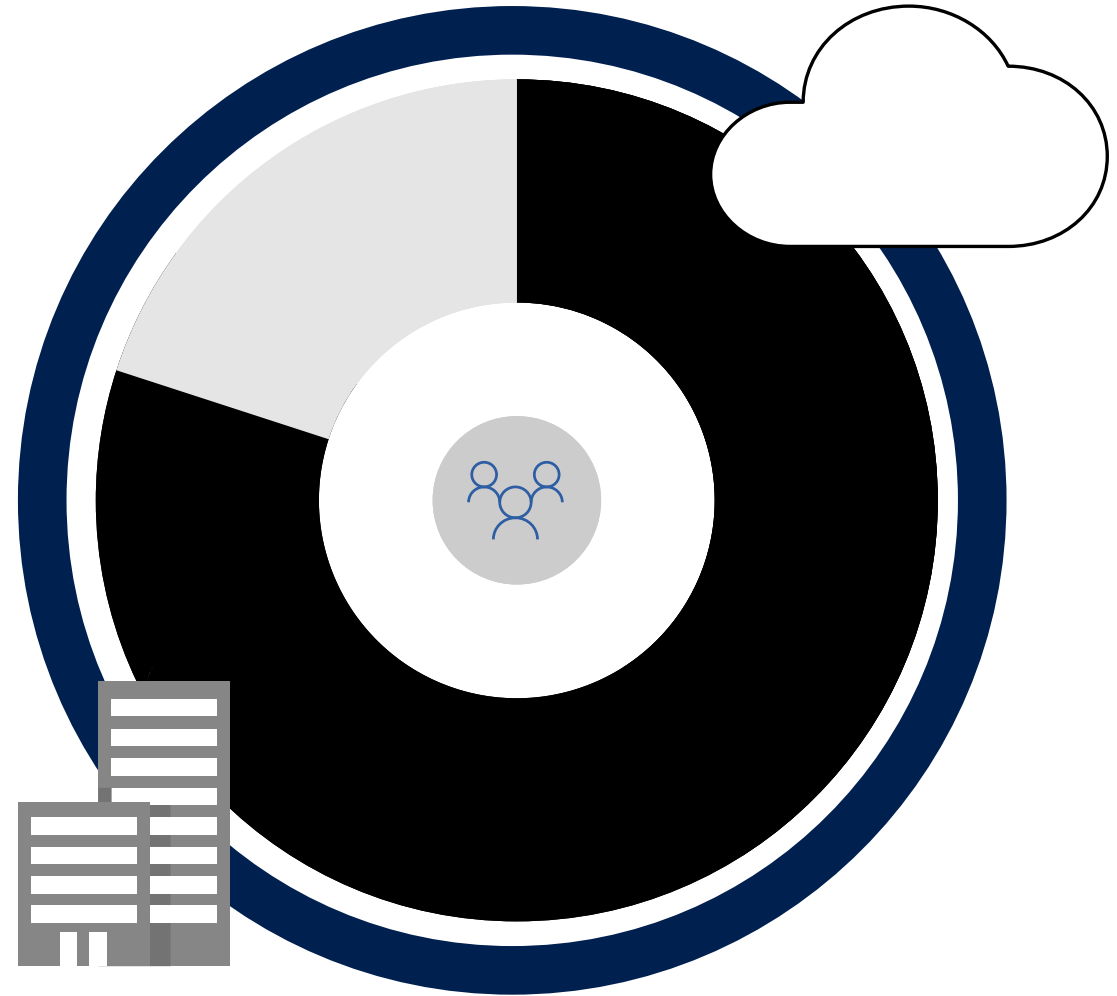


# Digital transformation is driving change

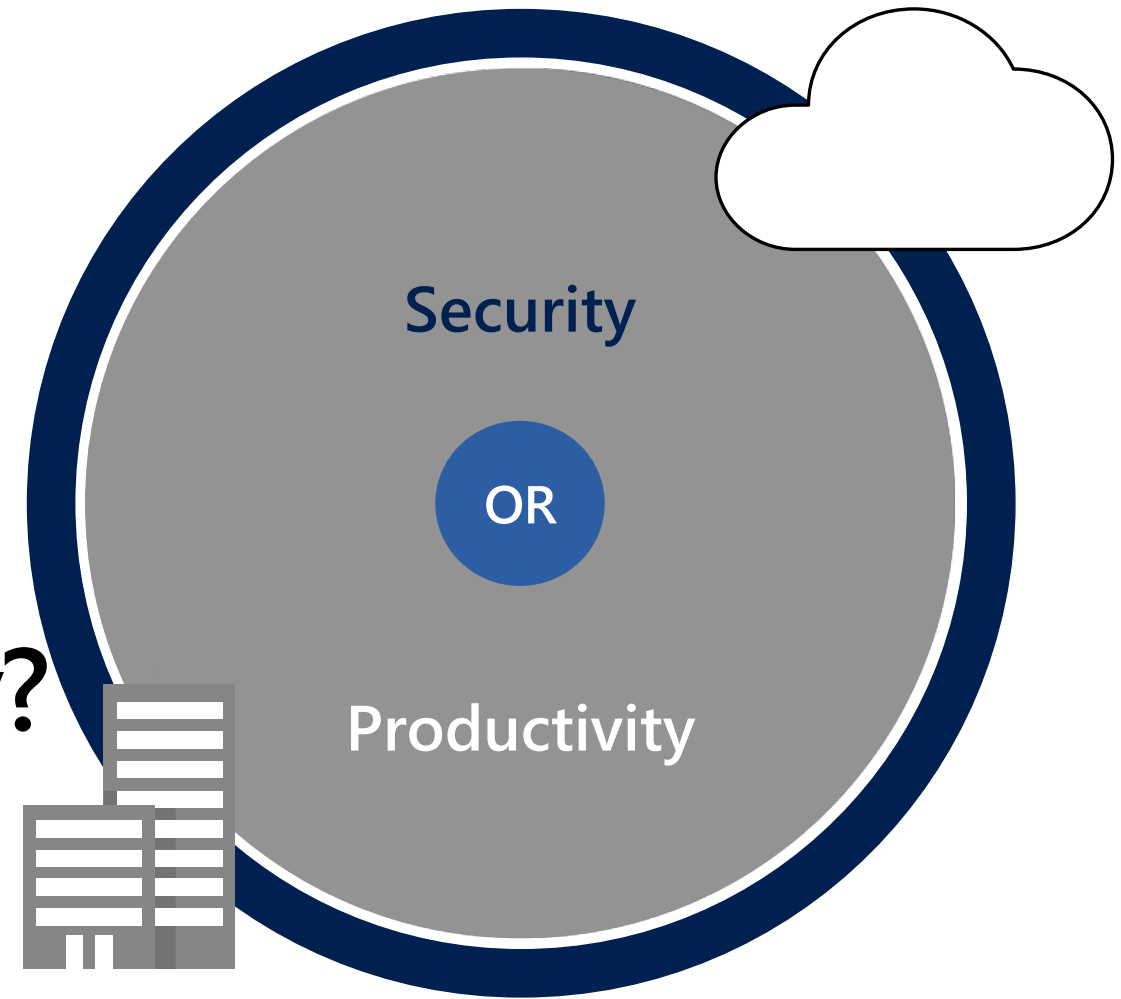
**41** % of employees say mobile business apps change how they work

**85** % of enterprise organizations keep sensitive information in the cloud

**80** % of employees use non-approved SaaS apps for work



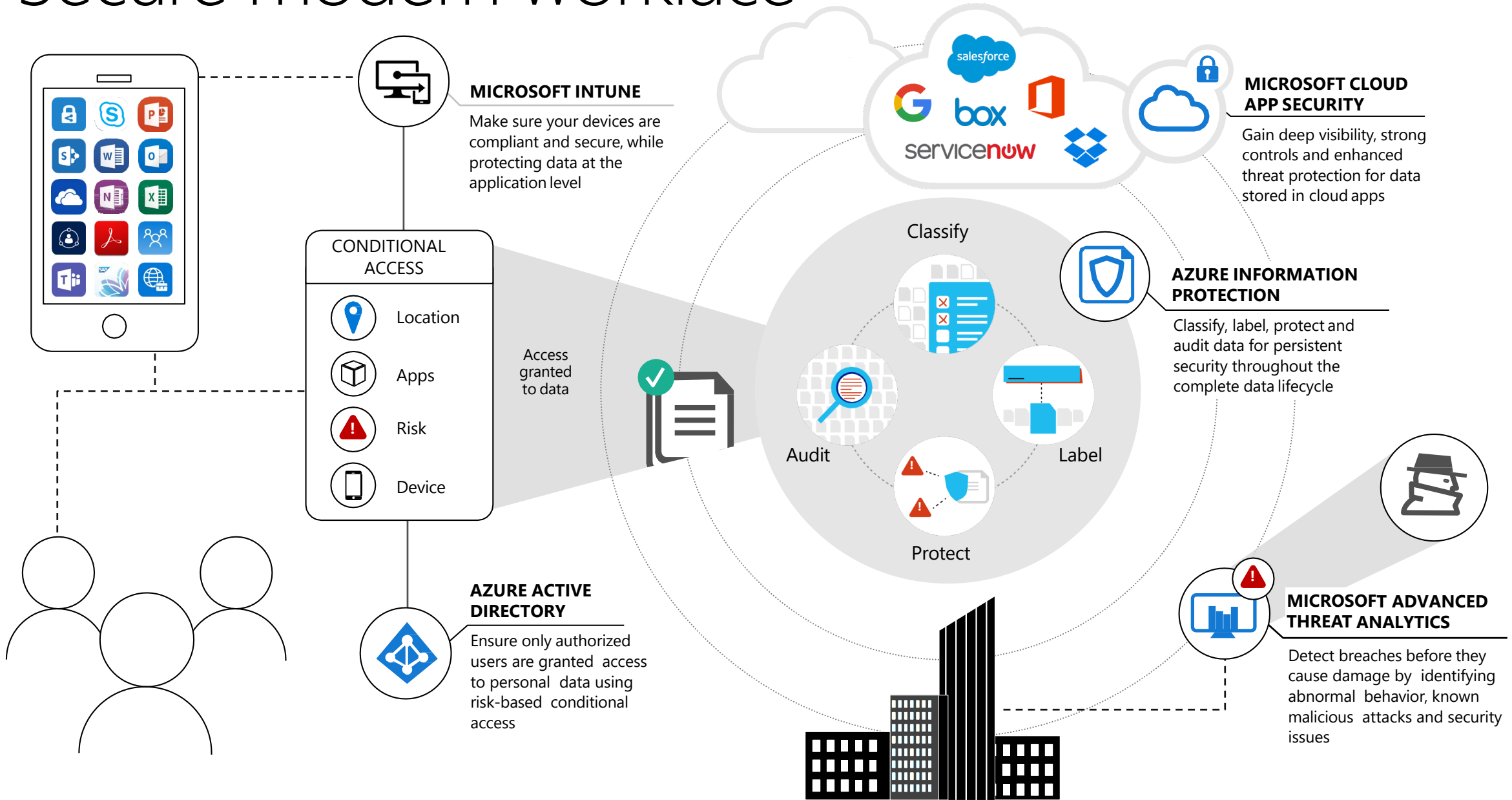
# How do we enable productivity without compromising security?



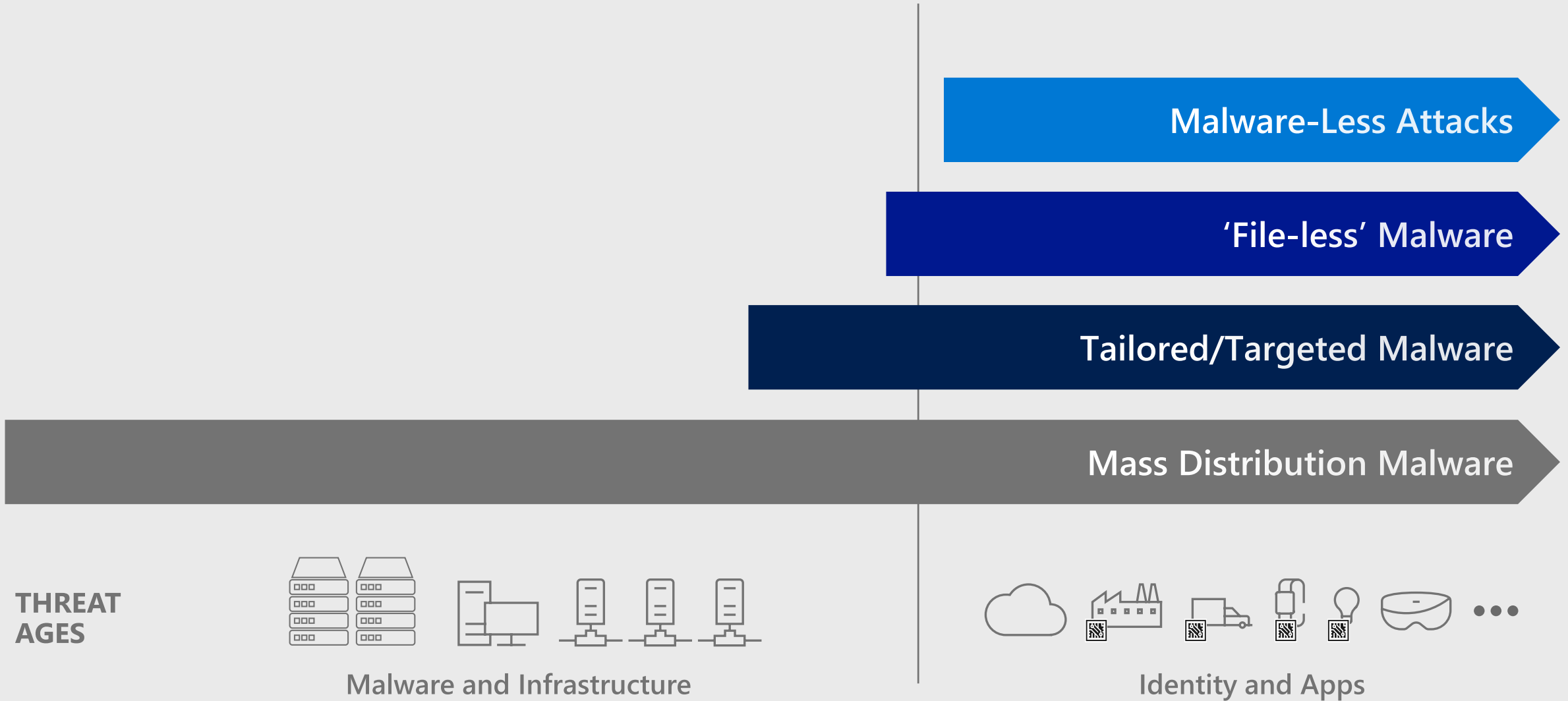
The security you need integrate with the productivity tools you want



# Secure modern workplace



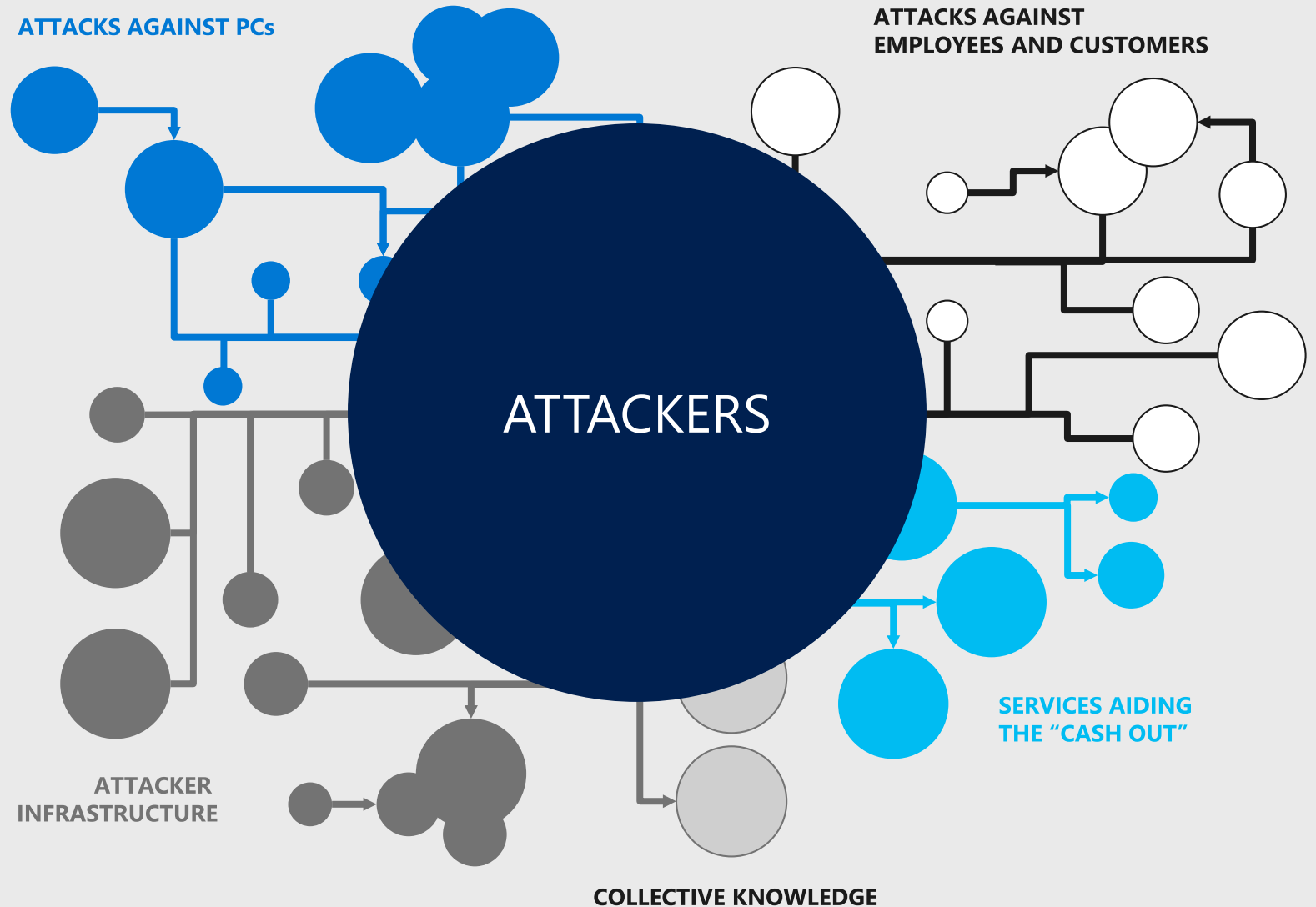
# Threat evolution is accelerating



# Most attackers have a supply chain

You face **ecosystems**,  
not just hackers and  
malware

Defenses must address  
**current** attacker methods



# Yes, attack services are inexpensive

## Ransomware:

\$66 upfront

Or

30% of the profit (affiliate model)

**0days** price range  
varies from \$5,000  
to \$350,000

## ATTACKS AGAINST THE PC

**Loads (compromised device)**  
average price ranges

- **PC** - \$0.13 to \$0.89
- **Mobile** - from \$0.82 to \$2.78

**Denial of Service (DOS)** average prices  
day: \$102.05  
week: \$327.00  
month: \$766.67

**Proxy** services (evade IP  
geolocation) prices vary  
As low as \$100 per week  
for 100,000 proxies.

## ATTACKER INFRASTRUCTURE

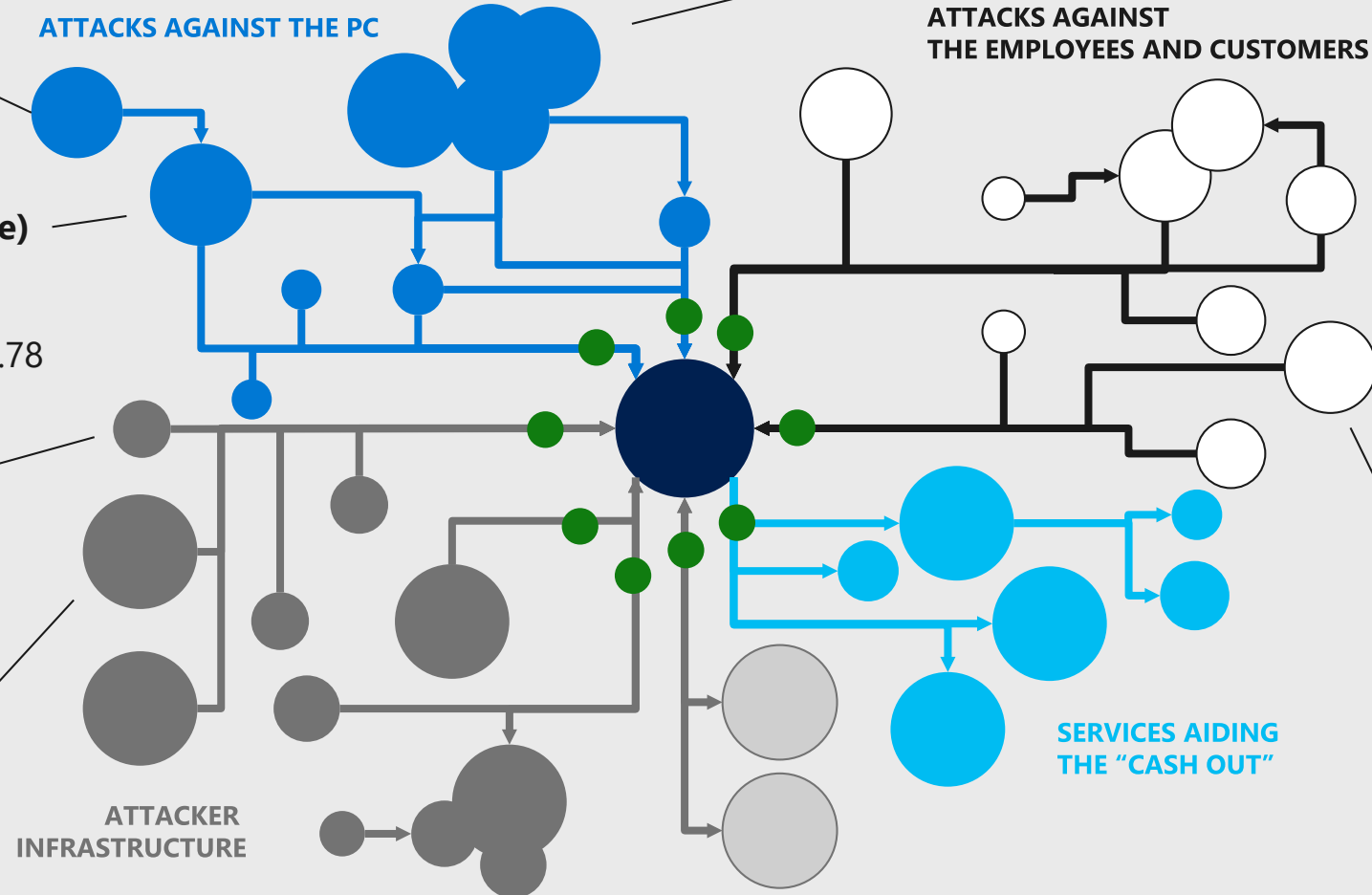
## COLLECTIVE KNOWLEDGE

## ATTACKS AGAINST THE EMPLOYEES AND CUSTOMERS

**Spearphishing services**  
range from \$100 to  
\$1,000 per successful  
account take over

**Compromised accounts**  
As low as \$150 for 400M.  
Averages \$0.97 per 1k.

## SERVICES AIDING THE "CASH OUT"





# Your enterprise in transformation

Requires a modern identity and access security perimeter

Cloud Technology

SaaS adoption

Modern Enterprise Perimeter

Office 365

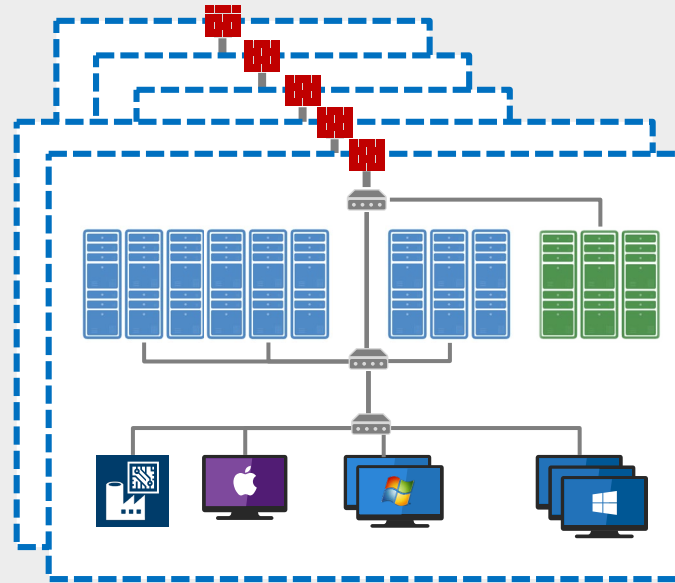
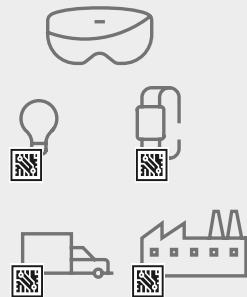


Infrastructure as a Service



Platform as a Service

Internet of Things



1<sup>st</sup> class mobile experience

ENGAGE  
YOUR CUSTOMERS



EMPOWER  
YOUR EMPLOYEES



OPTIMIZE  
YOUR OPERATIONS



TRANSFORM  
YOUR PRODUCTS



# Running Dual Perimeters

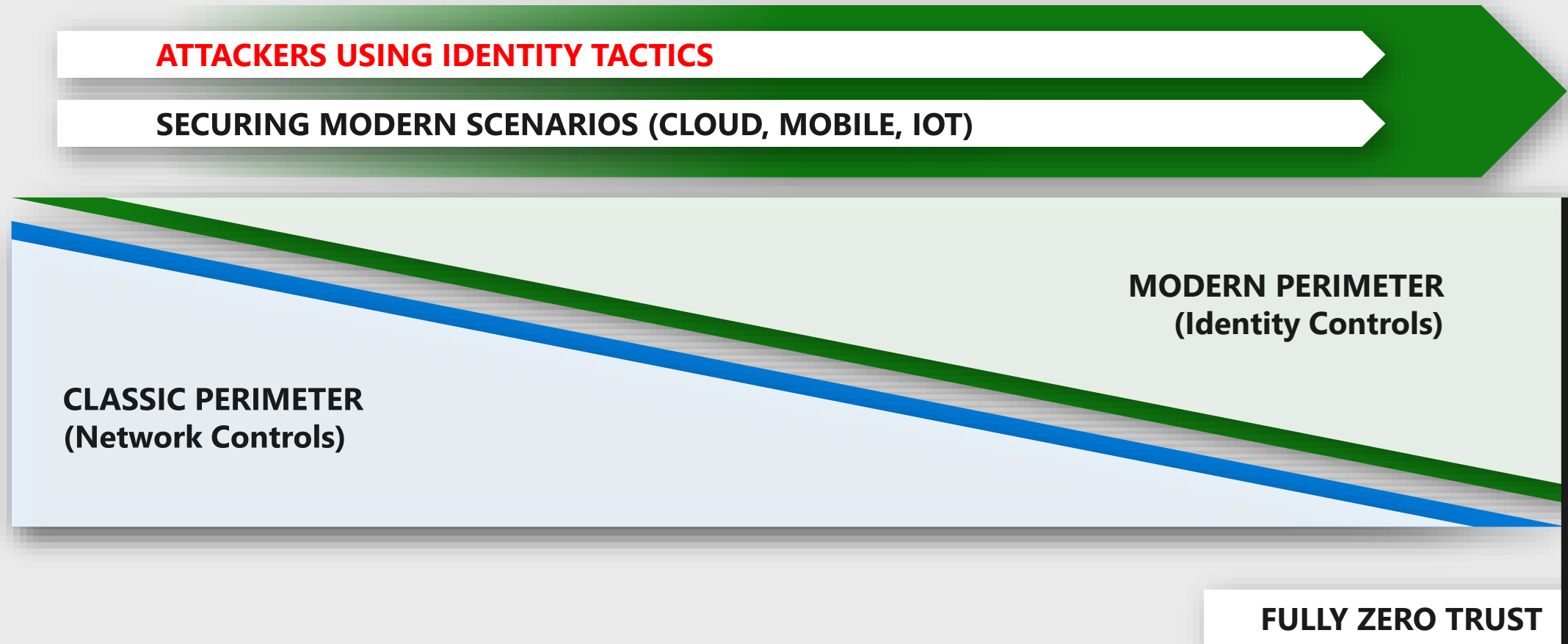
**ATTACKERS USING IDENTITY TACTICS**

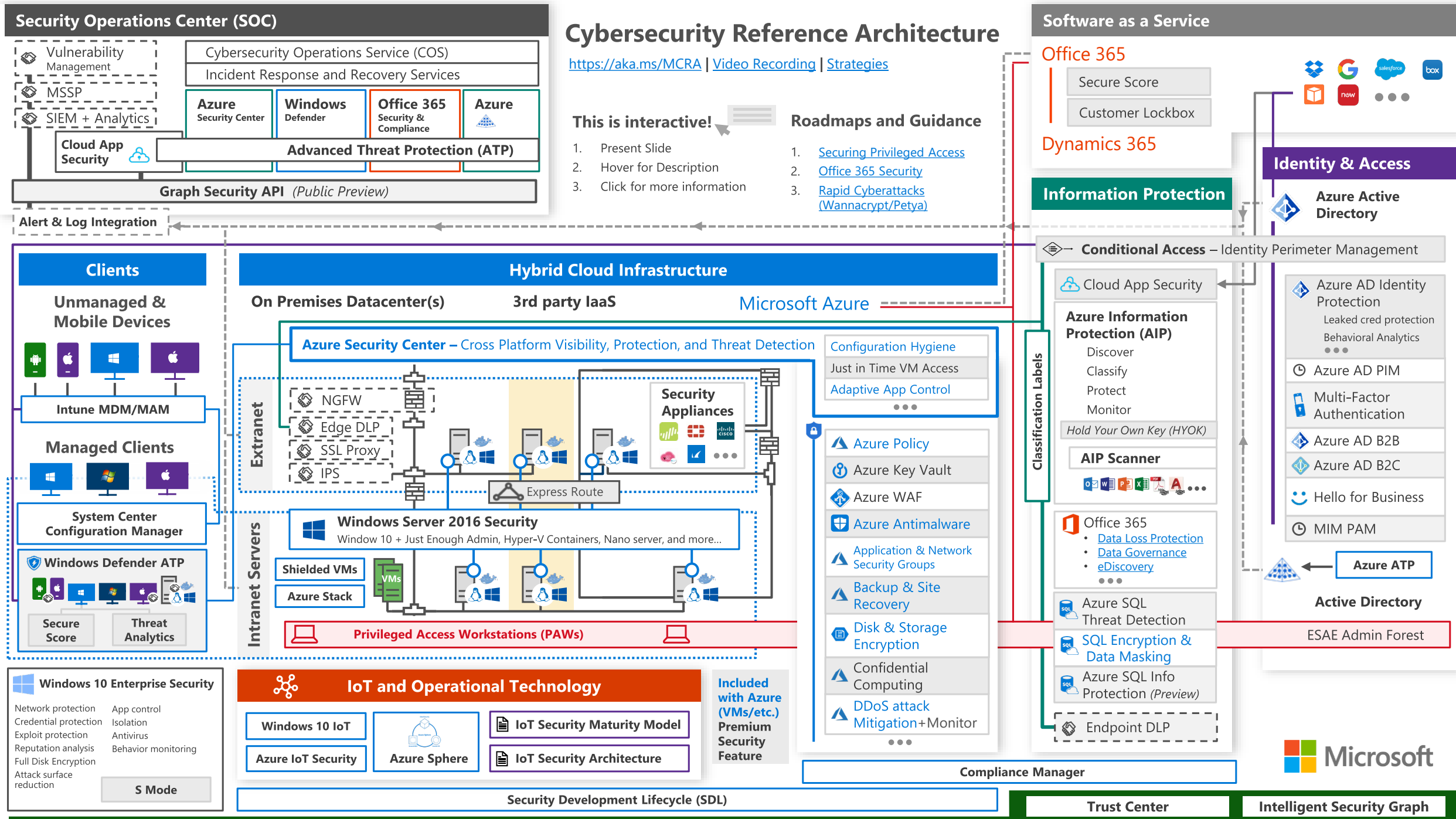
**SECURING MODERN SCENARIOS (CLOUD, MOBILE, IOT)**

**MODERN PERIMETER  
(Identity Controls)**

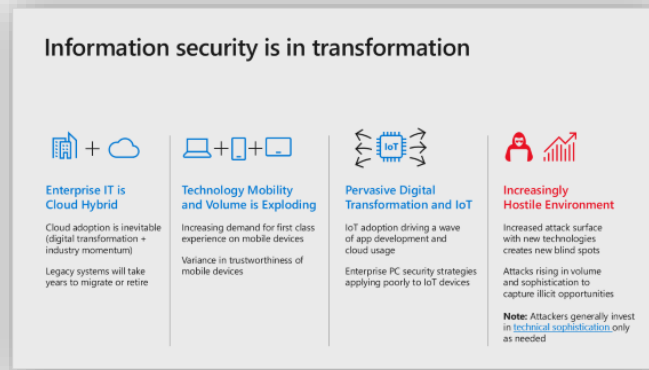
**CLASSIC PERIMETER  
(Network Controls)**

**FULLY ZERO TRUST**

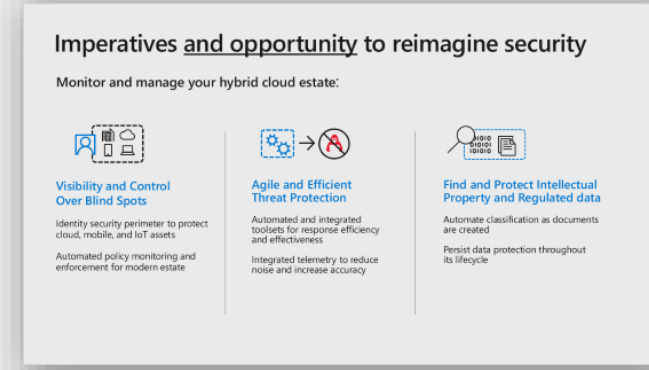




# Imperatives and Opportunities



Recognize Fundamental Transformations



Meet Challenges + *Embrace Opportunities*

## DRIVE STRATEGIC OUTCOMES

### Security & Compliance Management

Gain end-to-end visibility into your organization's security and compliance + manage policy centrally

### Identity and Access Management

Ensure only the right people have access to your organizational systems

### Information Protection

Protect documents, databases, and emails against leaks, tampering, and destruction

### Threat Protection

Defeat hackers and recover quickly if attacked

# Key Challenges and Strategic Approach



Identity-based attacks are up 300% this year



Adopt identity-based protection



Information is your most attractive target



Protect information wherever it goes



Attackers constantly evolving techniques



Detect attacks faster and automate response



Most enterprises report using more than 60 security solutions



Use tools that integrate investigation experience and provide guidance



**Panagiotis Kouris**  
CEO @ OFFICE LINE SA  
pkouris@officeline.gr

# THANK YOU

**Microsoft  
Partner**



Gold Cloud Platform  
Gold Small and Midmarket Cloud Solutions  
Gold Midmarket Solution Provider  
Gold Hosting  
Gold Datacenter  
Gold Cloud Productivity  
Gold Windows and Devices



Awarded for excellence  
by Microsoft



**CIOApplications** TOP 25  
**CLOUD**  
SOLUTION PROVIDERS - 2018

Digital Transformation  
enabler 2017



Digital Transformation  
AWARD  
InfoCom World 2017

