

# Privileged Remote Access

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# BeyondTrust

## COMPANY OVERVIEW

- **1,000+** employees in **18** countries
- Founded in **2003**
- Headquartered in **Atlanta, GA**
- Privately held by **Francisco Partners**



### Market Leader

Ranked as a PAM leader by Gartner, Forrester & Kuppinger Cole



### Broadest Portfolio

Best-in-class products that cover the entire PAM journey



### Global Presence

~20k customers in 100+ countries & an extensive partner network



### Integrated Platform

Unified PAM platform with seamless third-party integrations



### Customer Driven

90%+ gross retention & exceptional customer support

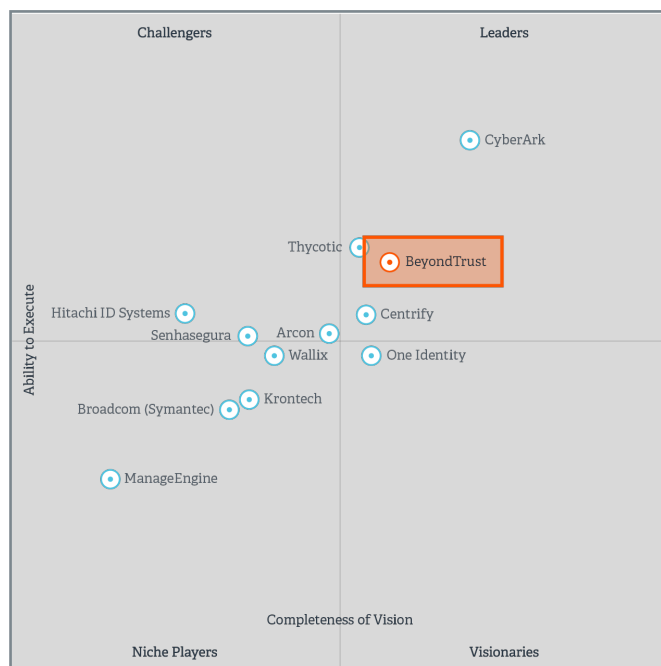


### Technology Pioneers

Heritage of innovation with 75+ patents & commitment to R&D

# PAM MARKET LEADER

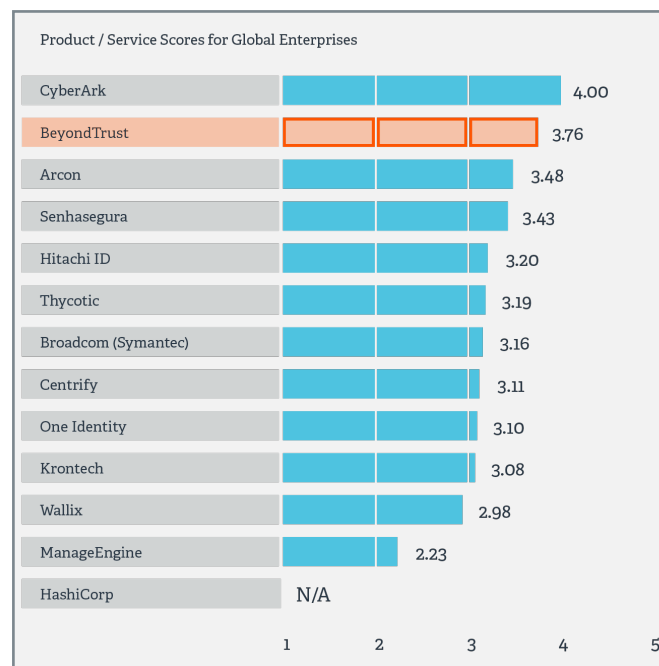
Gartner®



PAM Magic Quadrant  
2020

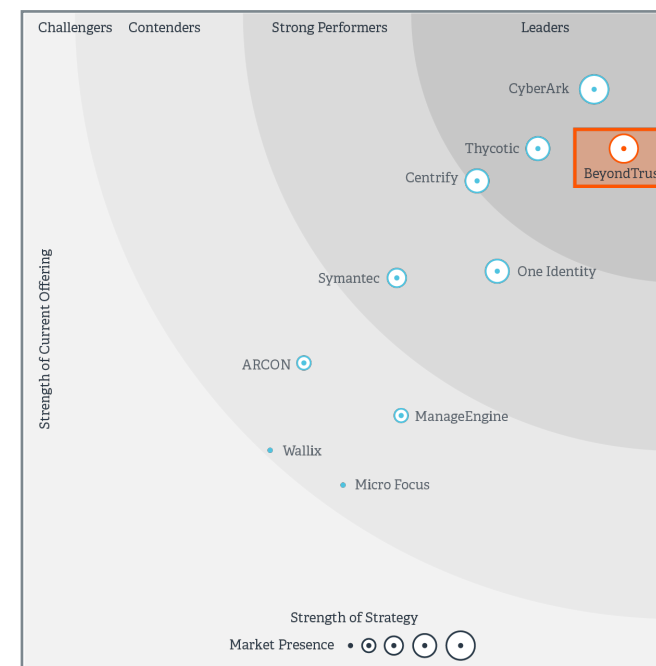


Gartner®



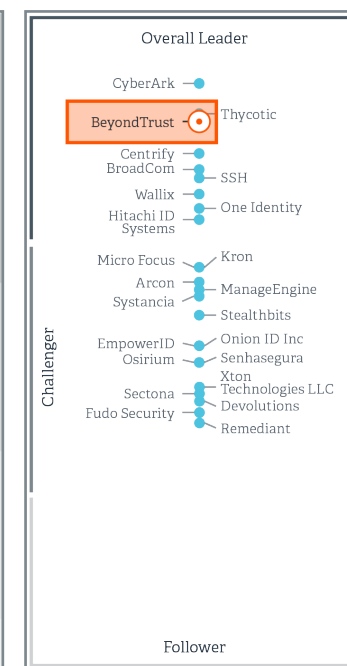
Critical Capabilities for PAM  
2020

FORRESTER®



PIM Wave  
2020

kuppingercoie  
ANALYSTS



Leadership Compass  
for PAM 2020

BeyondTrust is an advanced PAM tool for global enterprises with mature use cases.

# TRUSTED BY ~20,000 CUSTOMERS IN 100+ COUNTRIES

75

of the  
Fortune  
100

90%

Gross  
Retention  
Rate

40

Market  
Leading  
NPS Score

95%

CSAT for  
Customer  
Experience

DocuSign

ESPN

Cigna

PG&E

DAIMLER

Microsoft

Humana

VEOLIA  
EAU

RBC

MGM RESORTS  
INTERNATIONAL

AMGEN

SAGEMCOM

PINK

verizon

citi

chronopost

CVS  
pharmacy

VERINT

fiserv

The  
Emirates  
Group

ORACLE

AMOCO  
FEDERAL CREDIT UNION

Starbucks

STRIBLING  
EQUIPMENT

U.S. DEPARTMENT OF  
HOMELAND SECURITY

UC San Diego

TORONTO  
HYDRO

Pernod Ricard

BEST  
BUY

USAA

charles  
SCHWAB

DREAMWORKS

UNC  
HEALTH CARE

thyssenkrupp

Wynn RESORTS

INDIANA  
UNIVERSITY

Australian Government  
Department of Defence

TEAMWORK  
RETAIL

KOHL'S

NHS

U.S. ARMY

# The BeyondTrust Solution

DISCOVERY • THREAT ANALYTICS • REPORTING • CONNECTORS • CENTRAL POLICY & MANAGEMENT



## PRIVILEGED PASSWORD MANAGEMENT

Discover, manage, audit, and monitor privileged accounts and sessions of all types



## ENDPOINT PRIVILEGE MANAGEMENT

Remove excessive end user privileges on Windows, Mac, Unix, Linux and network devices



## SECURE REMOTE ACCESS

Secure, manage, and audit remote privileged access sessions for vendors, admins and the service desk



## BEYONDINSIGHT PLATFORM

Maximize visibility, simplify deployment, automate tasks, improve security and reduce privilege-related risks with the industry's most innovative and comprehensive privileged access management platform

























ON-PREMISE

CLOUD

HYBRID



# INNOVATIVE PRODUCT PORTFOLIO

Category	 <b>Privileged Password Management</b>		 <b>Endpoint Privilege Management</b>			 <b>Secure Remote Access</b>	
Product	 <b>Password Safe</b>	 <b>DevOps Secrets Safe</b>	 <b>Privilege Management for Windows &amp; Mac</b>	 <b>Privilege Management for Unix &amp; Linux</b>	 <b>AD Bridge</b>	 <b>Privileged Remote Access</b>	 <b>Remote Support</b>
Customer	Security IT Admins Compliance	Security DevOps Engineers	Security IT Operations Desktop Admins	Security IT Operations Desktop Admins	Security IT Operations Desktop Admins	Security IT Operations MSPs	Service Desk Support Centers
Capabilities	Password Vaulting Privileged Account & Session Management Auditing	Secrets Management & Security	Least Privilege & Advanced Application Control	Root Access Control Auditing & Governance for Unix/Linux	Extension of AD Authentication SSO to Unix/Linux	Session Management & Auditing for Remote & Vendor Access Without VPN	Remote Support Screen Sharing Chat Support ITSM Integration
Deployment Options	 	 	 	 2021 	 2021 	 	 

Feature parity between all on-premises & cloud solutions

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ON-PREMISE

CLOUD

HYBRID



# Third Party Risks & Challenges



**Managing  
Vendor  
Access**



**Passwords  
Stored Manually  
& Insecurely**



**“All or Nothing”  
Privileged  
Access**



**Process  
Can Harm  
Productivity**



**Meeting  
Compliance  
Guidelines**



# Addressing the Challenge



## PRIVILEGED REMOTE ACCESS

### Built for Vendor & Remote Access

Connect from anywhere, to anywhere, with comprehensive features designed to maximize productivity – no VPN required

### Cloud Session & Password Management

Protect privileged credentials and session management from a Cloud-hosted PAM solution

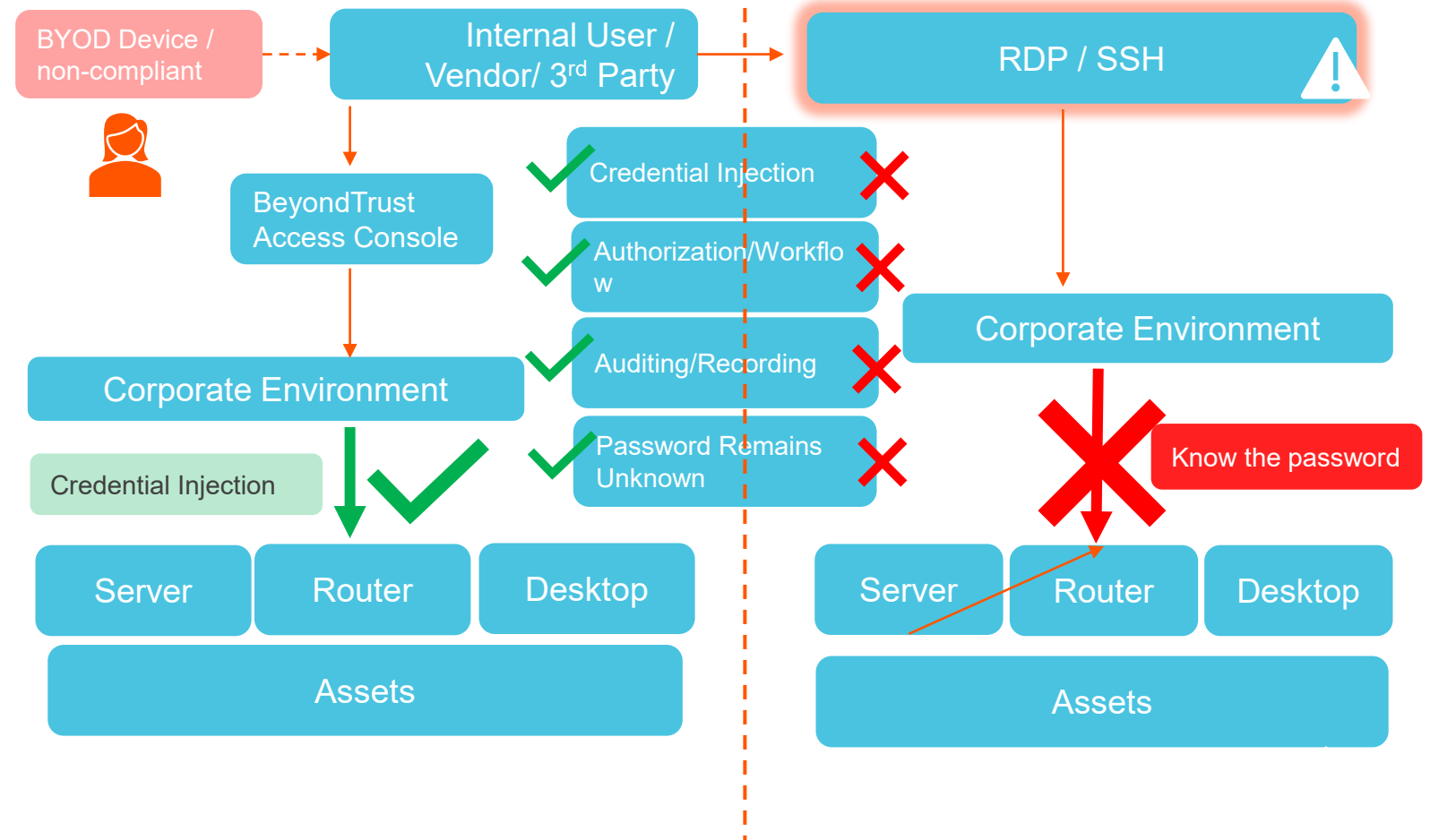
# Protect Privileged Credentials

## PAIN POINTS

- Insecure sharing of passwords for servers, routers, switches, or cloud asset password
- No password rotation
- No readily available audit trail of privileged password use
- Gaps in existing password solutions

## SOLUTION BENEFITS

- Credential injection means no more manual tracking
- Automated password rotation
- Passwords are programmatically handle behind the scenes and are never divulged to the remote user
- Discovery of local Windows and Active Directory credentials
- Integrate with other security solutions



# Remote Access for 3rd Parties

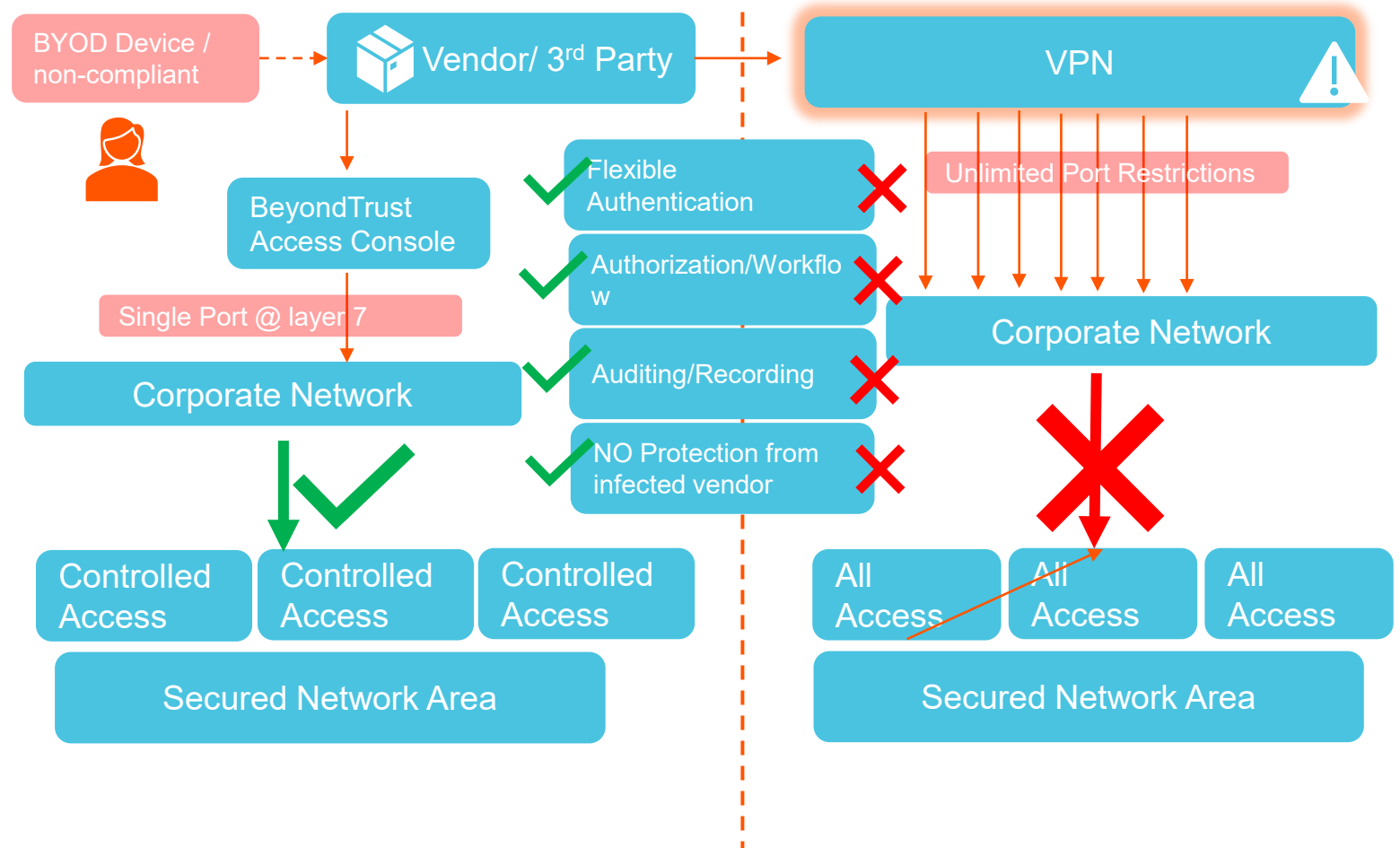
ENABLE EASILY ACCESSIBLE AUDIT DATA, ROBUST AUTHENTICATION, BYOD SUPPORT WITH LITTLE OPERATION OVERHEAD

## PAIN POINTS

- VPN access increases the attack surface
- Customers are not aware of what vendors are doing on their network
- Customers opt for less stringent authentication options
- Operational overhead of provisioning remote VPN access is becoming more and more burdensome
- Teams are having to ship physical devices to vendors to use to access the VPN

## SOLUTION BENEFITS

- Customer gains visibility into remote access
- Team gains operational efficiency
- The organization can enable and allow vendor BYOD
- Can use multiple authentication options for vendors
- Workflow approvals for selected or all systems



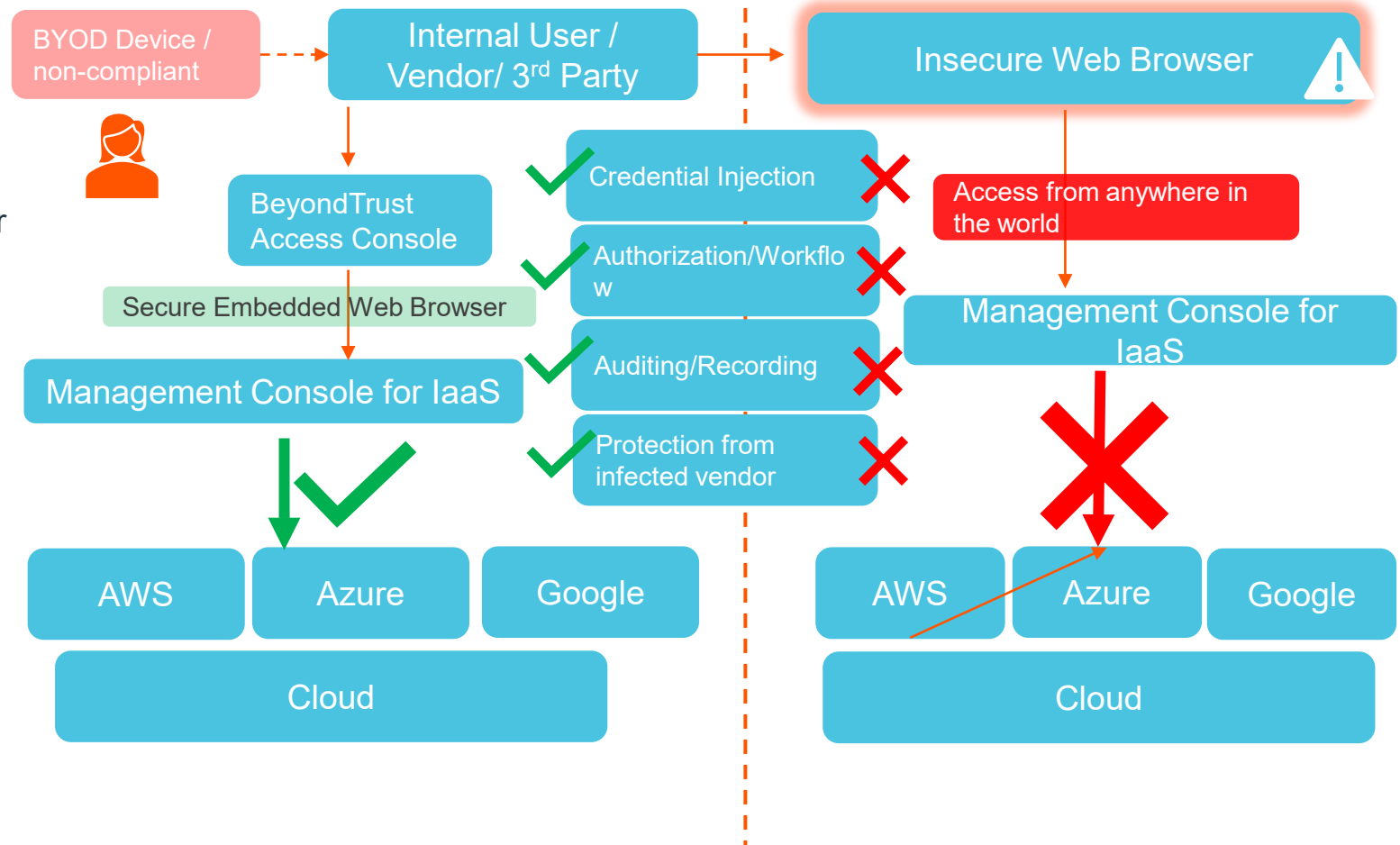
# Web Jump & Credential Injection

## PAIN POINTS

- Need to audit privileged access to web based admin consoles
- Need to control access to internet facing web based admin consoles
- Enforcement of accessing a web based admin console with a locked down browser
- Shared passwords

## SOLUTION BENEFITS

- Locked down web browser to prevent rogue extensions from being installed
- No lateral movement to other websites
- Granular access controls
- Privileged Credential injection – no more password sharing
- Auditing of access to web based admin consoles





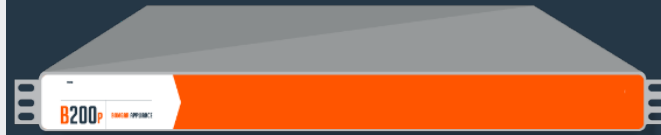
# Privileged Remote Access

DEMO

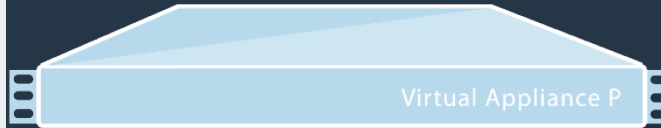
# Flexible Deployment & Licensing Options

MEET THE NEEDS OF YOUR  
BUSINESS & MANAGE COSTS

*BUY HOW YOU WANT TO BUY!*



**Hardened Physical Appliance**



**Virtual Appliance**



**BeyondTrust Secure Cloud**

## LICENSING

### ON-PREMISE

- Perpetual
- Per node

### CLOUD

- Subscription
- Per node

# How BeyondTrust Does It Better



## PROTECT THE ACCESS

Prevent “privilege creep” and quickly enforce least privilege to protect your OT assets



## FLEXIBLE DEPLOYMENT

Meet the needs of your organization and manage costs



## WORK ACROSS HYBRID ENVIRONMENTS

Use a streamlined tool that facilitates all unattended access for remote OT systems and endpoints



## INTEGRATIONS

Leverage existing security investments with existing authentication directories, SIEM, or change management system



## MOBILE & WEB CONSOLES

Get the access you need from any mobile device or web browser



## AUDIT & COMPLIANCE

Satisfy compliance requirements with comprehensive audit trails and session forensics

**SEE THIS ON YOUR ENVIRONMENT**

**Free demo and eval contact us  
[sales@nss.gr](mailto:sales@nss.gr)**





**THANK YOU**

