

# Broad Deep Security

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CYBERARK<sup>®</sup>

# INCREASING CHALLENGES. INCREASING COMPLEXITY.

BYOD and  
Shadow IT

Regulatory  
pressures

Hybrid  
environments  
spanning mobile,  
cloud, and data  
center

Budget costs  
and pressures

# MORE TARGETED ATTACKS. FASTER TIME TO EXFILTRATE. MORE DATA THEFT.

1670+ data loss events

770+ million records stolen

General Directorate of Population and Citizenship Affairs (Turkey)  
50m records

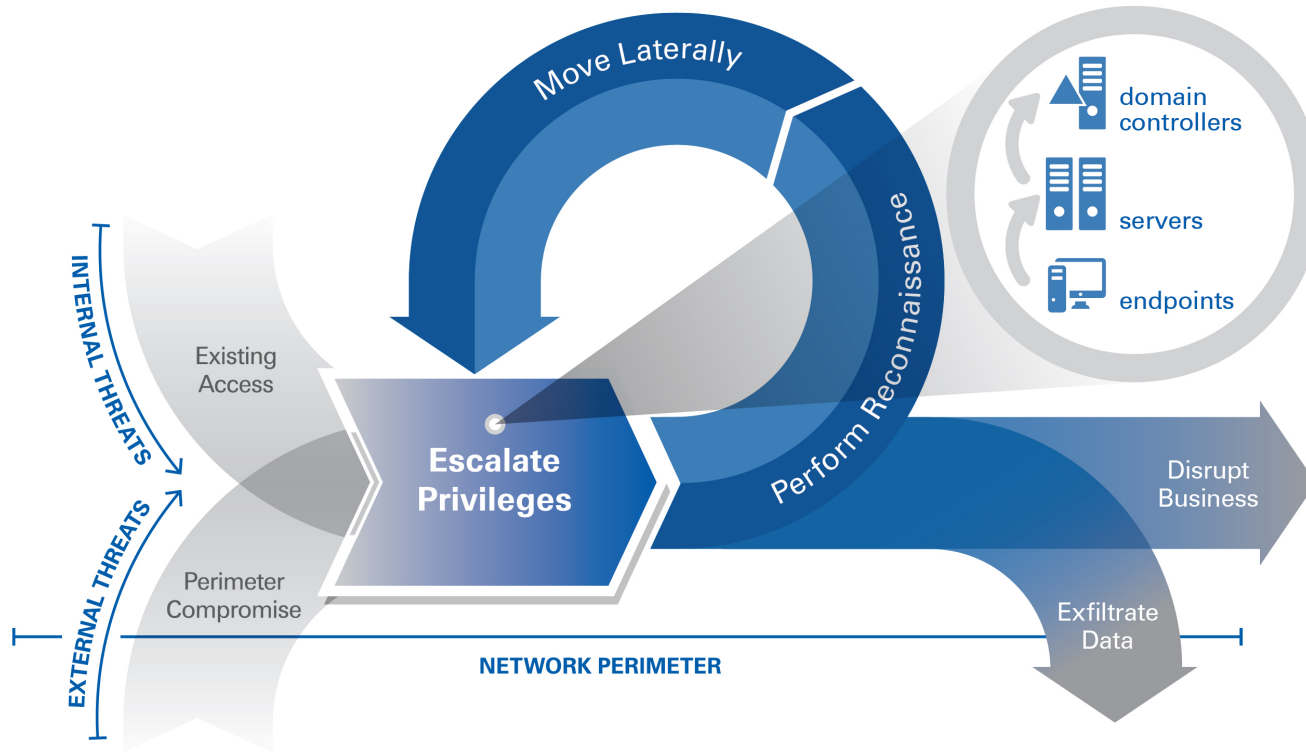
Office of Personnel Management  
22m records

IRS  
330k records

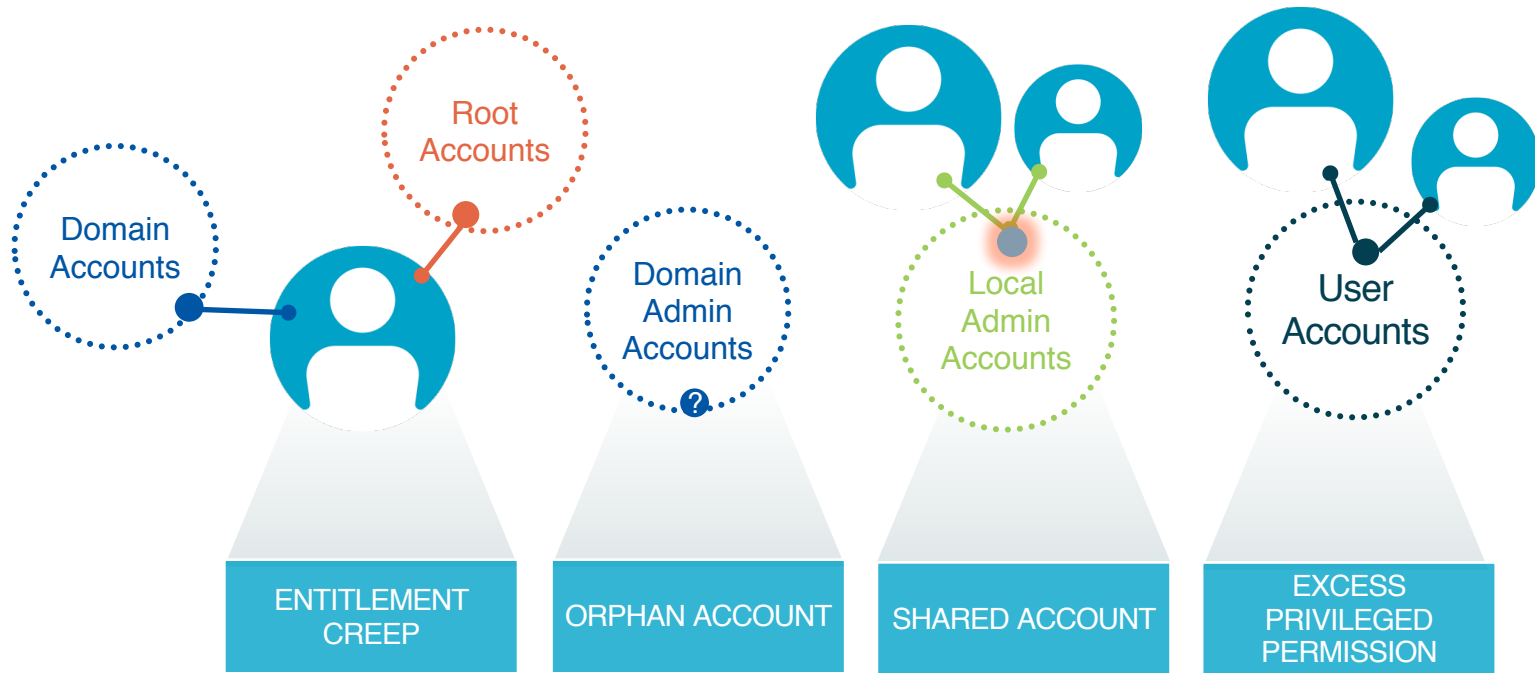
Hacking Team  
400GB of records

Anthem  
80m records

# Attack Lifecycle – The Attacker ‘Acts’ as an Insider



# Breaking Down the Insider Threat Complex



# SECURITY PARADIGMS ARE SHIFTING FROM NETWORK-CENTRIC TO USER-CENTRIC

“...**100%** of breaches involved stolen credentials.”

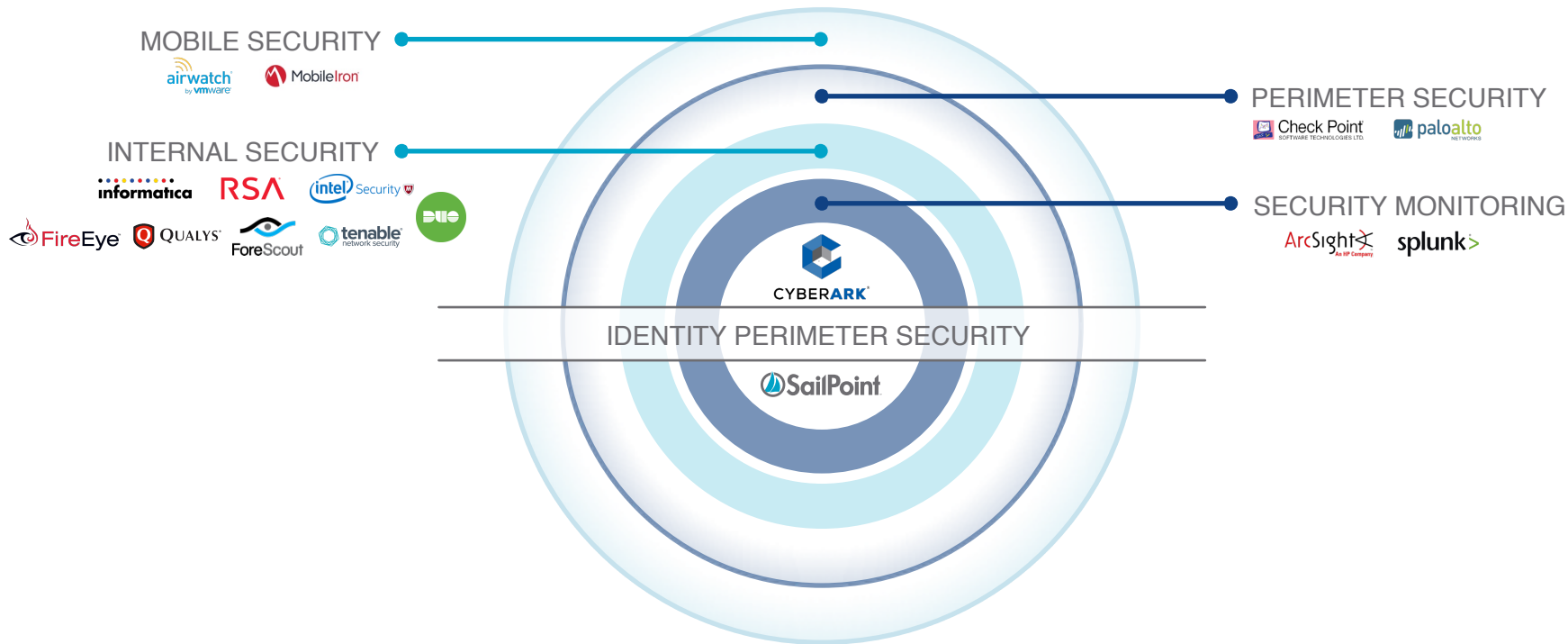
MANDIANT,  
*M-TRENDS AND APT1 REPORT*

“APT intruders...prefer to **leverage privileged accounts** where possible, such as domain administrators, service accounts with domain privileges, local administrator accounts, and privileged user accounts.”

# Making IAM a Fast-Growing Market



# SailPoint+ CyberArk: Identity Perimeter Security





# RECOGNIZED LEADERS

## SailPoint

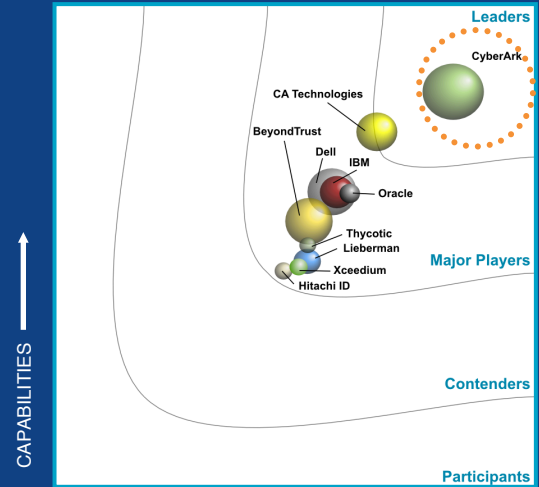
## CyberArk

Magic Quadrant for Identity Governance and Administration [February 2016]

IDC MarketScape: Worldwide Privileged Access Management



SOURCE: GARTNER (FEBRUARY 2016)



SOURCE: IDC 2014

# OUR INDUSTRY-LEADING CUSTOMERS

## SailPoint

5/10

Top  
Global Banks

4/5

Top  
Healthcare

6/7

Top  
Insurance

5/15

Top  
Pharmaceutical

## CyberArk

>40%

of Fortune 100

2500+

Global  
Enterprise  
Customers

17/20

Top  
Global Banks

75+

Top  
Energy/Utilities

# FASTEST-GROWING IAM COMPANIES

## SailPoint

40% YOY average revenue growth for the past three years

Record profitability in 2014 and 2015

Named **fastest-growing** IAM company by Deloitte 3 years in a row

\$100m+ in annual revenues

## CyberArk

50% YOY average revenue growth for the past three years

Publicly listed on Nasdaq: **CYBR**

12 years of innovation:  
First with **vault**, first with **monitoring**, first with **analytics**

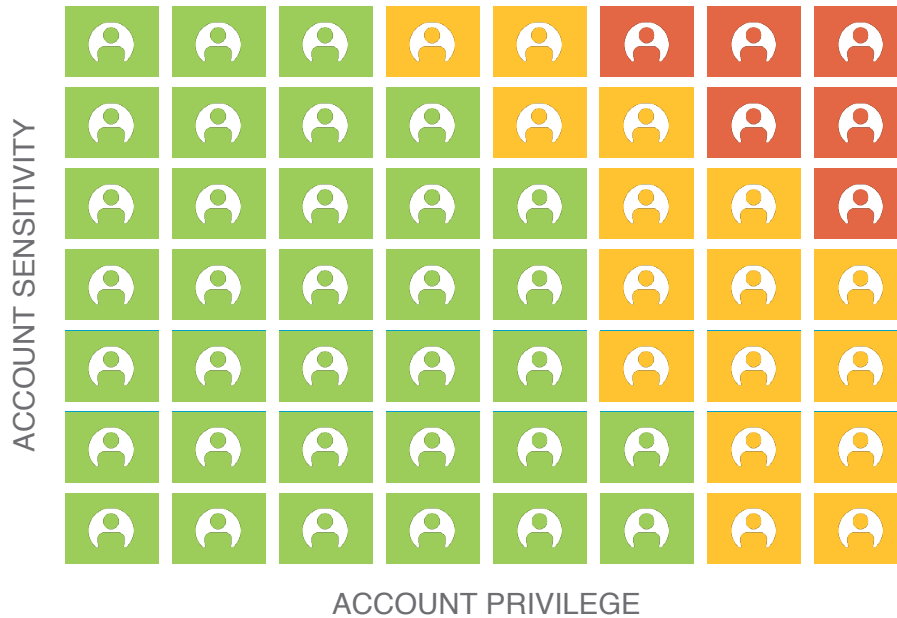
2,500+ *privileged account security* customers

# Market leading business partners...

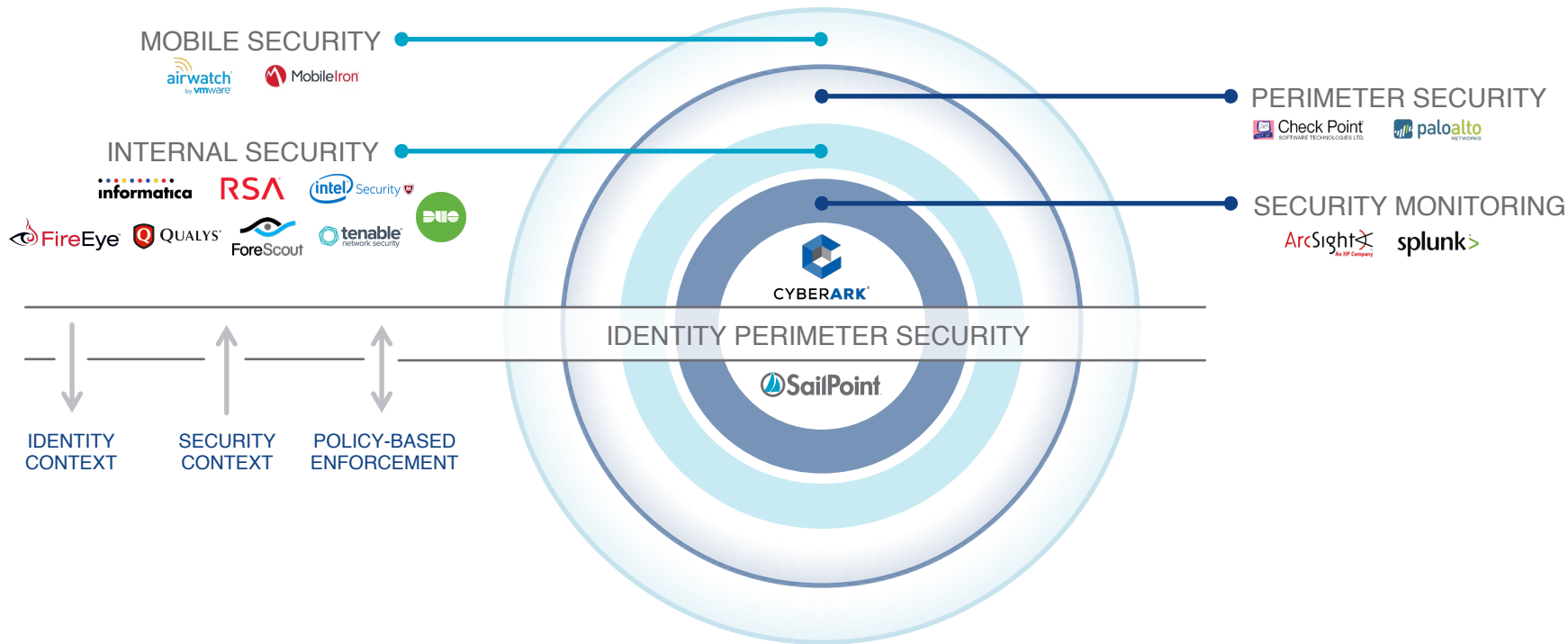


# Risk-based Controls

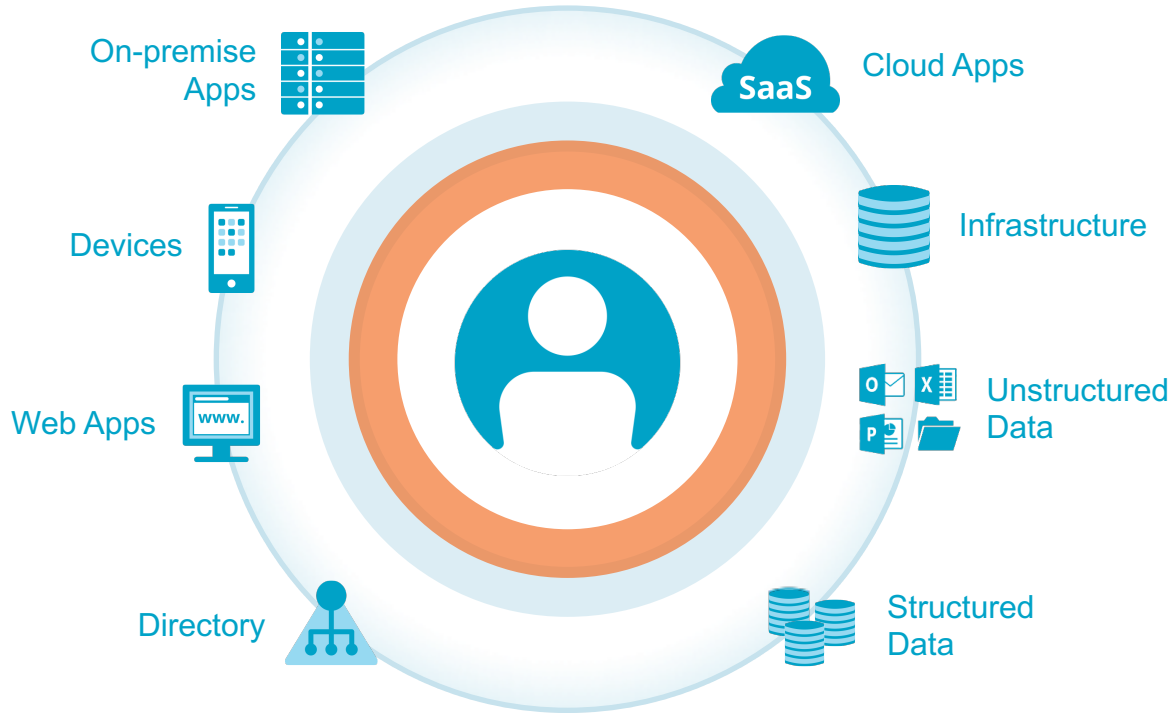
LOW RISK PROFILE ← → MEDIUM RISK PROFILE ← → HIGH RISK PROFILE



# Open & Enabling Identity-specific Security



# SailPoint: Model-driven Identity Governance



GOVERNANCE-BASED  
APPROACH

FIRST OPEN IAM PLATFORM

OPTIMIZED FOR HYBRID  
ENVIRONMENTS

EXTENDS TO STRUCTURED  
AND UNSTRUCTURED DATA

# CyberArk: End-to-End Privileged Account Security



## PROACTIVE PROTECTION

- Only authorized users
- Individual accountability
- Limit scope of privilege

## TARGETED DETECTION

- Continuous monitoring
- Malicious behavior
- High-risk behavior
- Alerting

## REAL-TIME RESPONSE

- Session termination
- Full forensics record of activity



# Both are needed...

## Broad Governance for All Accounts

DISCOVERY

PROVISIONING

ACCESS CERTIFICATION

ACCESS REQUESTS

## Deep Controls for Privileged Accounts

DISCOVERY

PROVISIONING

CREDENTIAL LOCK DOWN

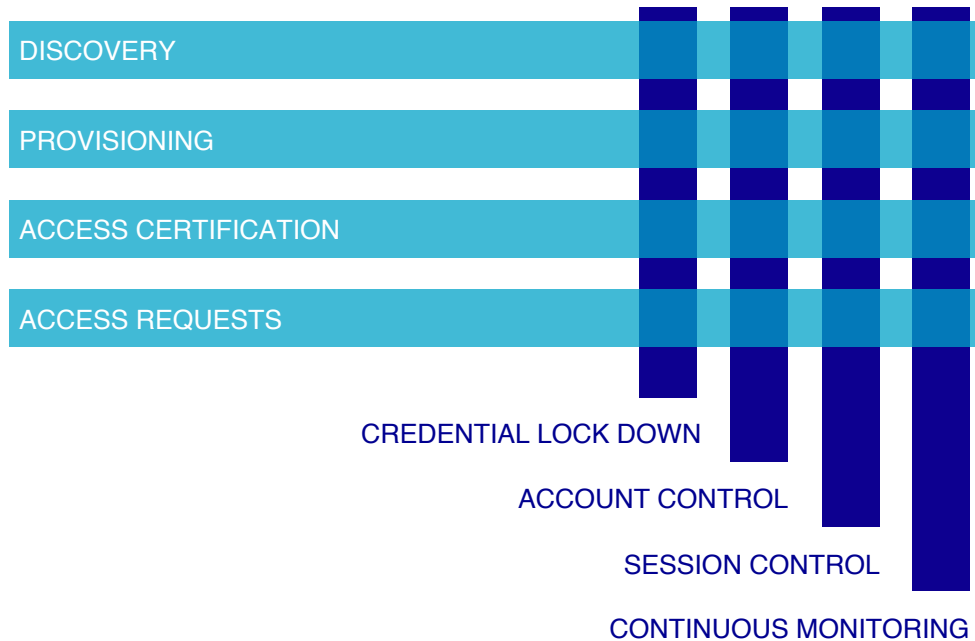
ACCOUNT CONTROL

SESSION CONTROL

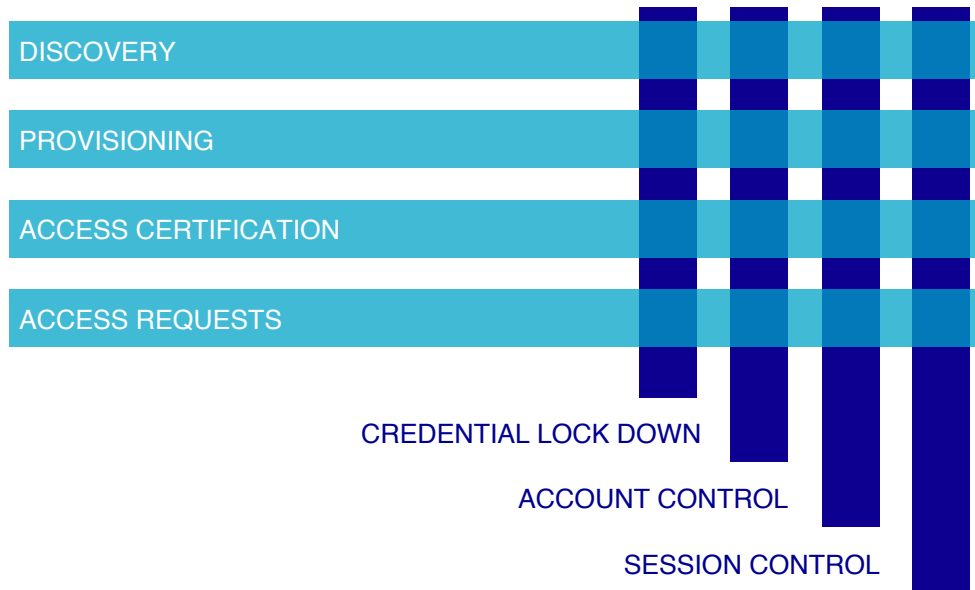
CONTINUOUS MONITORING

# ...but better together!

Broad Governance for All Accounts + Deep Controls for Privileged Accounts



# Broad & Deep Across the Entire Enterprise



- Mobile Devices
- Mainframe
- SCADA
- Storage
- Directories
- Network Devices
- SaaS & Cloud
- Operating Systems
- Databases
- Security Appliances

# Use Cases

**IMPORT** privileged entitlements managed by CyberArk into SailPoint

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**CERTIFY** privileged entitlements in SailPoint, with any revocation automatically reflected in CyberArk

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**PROVISION** new users in SailPoint, with any privileged entitlements automatically added by/in CyberArk

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**REQUEST** access in SailPoint, with any net new privileged entitlements automatically added by/in CyberArk

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# Summary

- The insider threat is real, and associated risks are pervasive
- All users – *end-user, application and privileged* – must be managed
- A broad and deep approach is most effective for identity perimeter security

## SAILPOINT, CYBERARK AND PARTNERS DELIVER:

- + Best of breed IGA
- + Best of breed PAS
- + Best of breed delivery
- **Real security impact for enterprises**

# Questions? Thank you!

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