AT&T Cybersecurity

CHECK POINT 2018 MANAGED SECURITY SERVICES PARTNER OF THE YEAR

Terry Hect | Vice President of Technology Strategy

AT&T Business

Today's Agenda

Introducing AT&T Cybersecurity

Perspectives & Approach

Current State & Cyber Goals

Evolution: SD/WAN, Edge & Cloud

AT&T and Check Point Partnership

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Our strategy

Deliver Edge-to-Edge capabilities through industry
leading and differentiated products

Core Networking

Edge Solutions
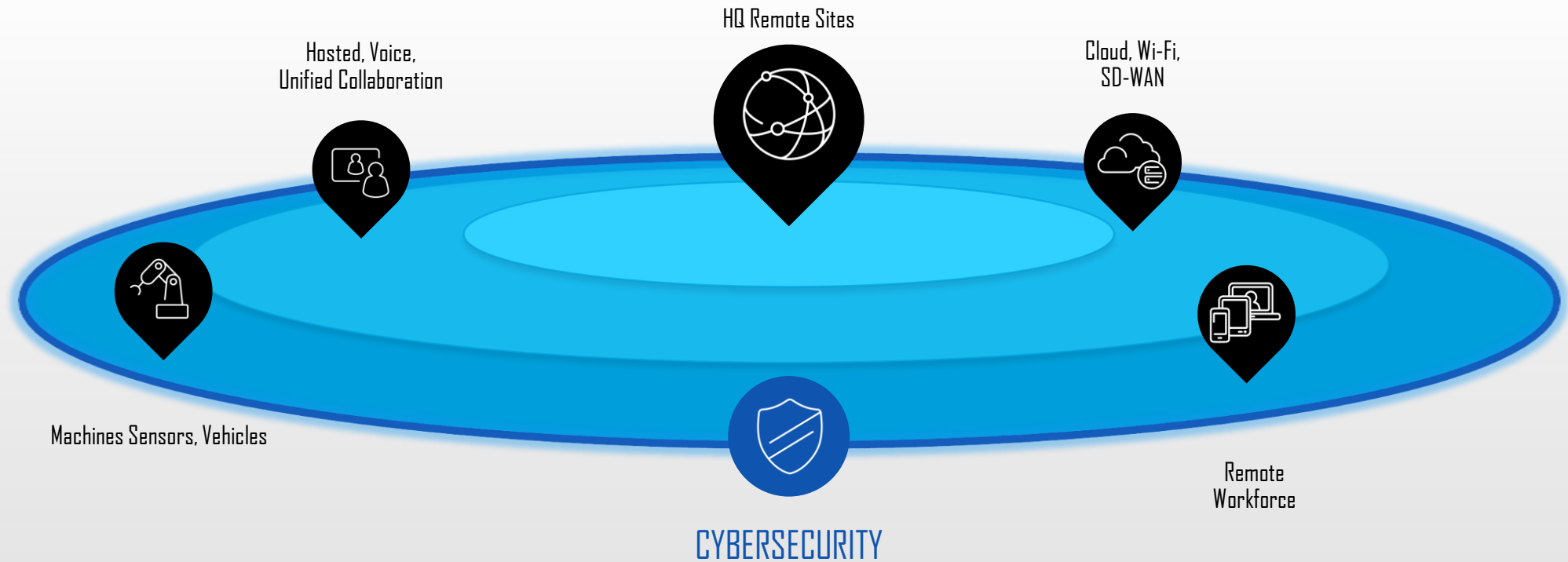
Voice & Collaboration

Internet of Things

Mobility

Cybersecurity

Hosted, Voice,
Unified Collaboration

HQ Remote Sites

Cloud, Wi-Fi,
SD-WAN

Machines Sensors, Vehicles

Remote
Workforce

CYBERSECURITY

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AT&T Cybersecurity

AT&T Alien Labs	Cybersecurity Consulting	Managed Security Services
Threat research team powered by **OTX** & over **30%** of global Internet traffic	Security Consulting organization with a **25** year history	**MTDR** & **40+** MSS Offerings. **8** Security Operations Centers with **500+** Staff
	Frequently engages Check Point for security expertise	

Unified Security Management (USM™) Platform

Check Point integration coming in 2020

Automation, Integration & Orchestration of AT&T Threat Detection and 20+ security controls
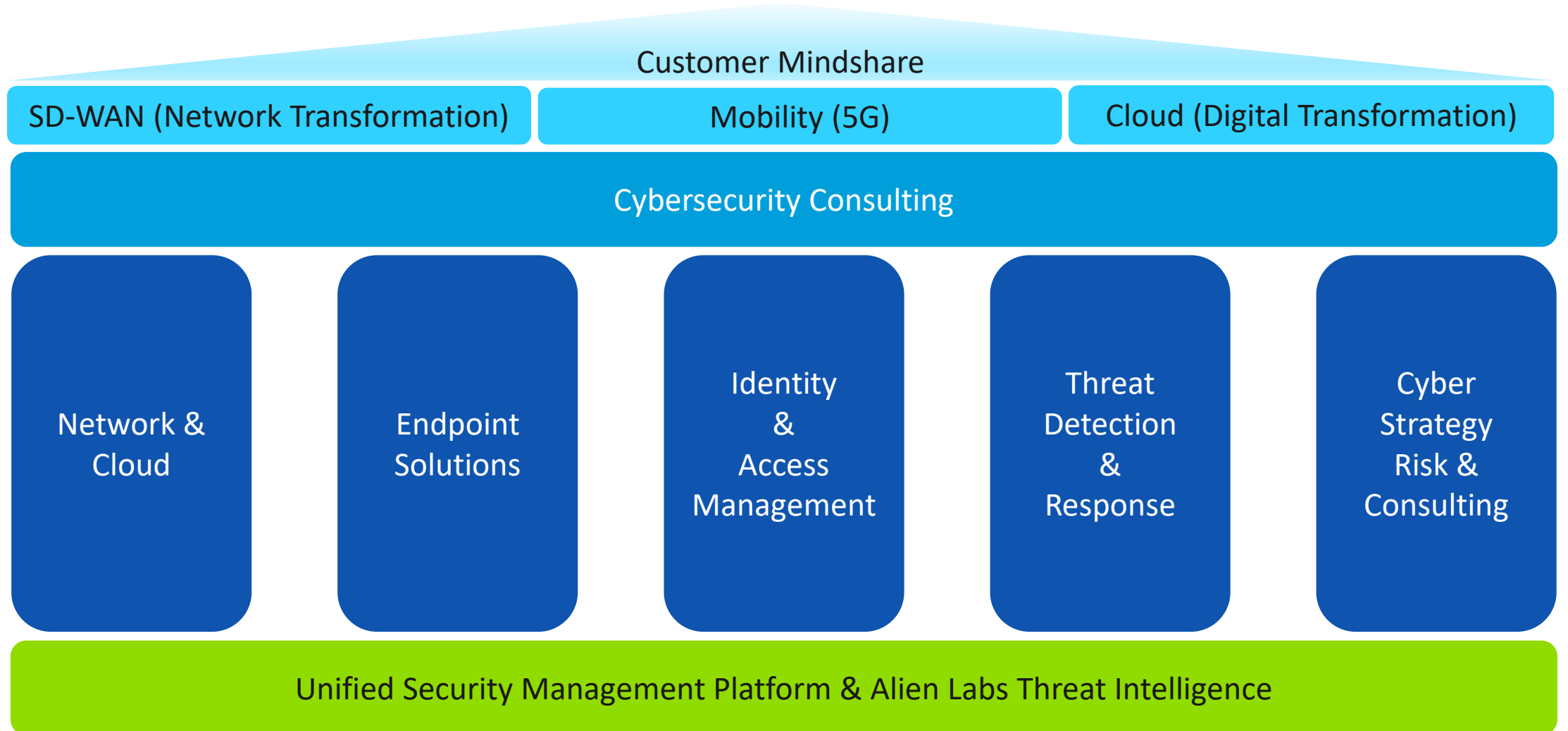
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AT&T Cybersecurity

20+ Years of strategic Check Point partnership

20k+ Managed Check Point gateways

~700 DDOS Attacks mitigated per week
As of Q42019

105B Potential probes for vulnerabilities across our global IP network every day
[1]
As of Q32019

275+ Petabytes of traffic per day[2]
As of Q42019

2000+ Security specialists

19M Daily OTX threat indicators to AT&T Alien Labs

8 Global Security Operations Centers monitored
24/7/365

ALIEN LABS

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AT&T Cybersecurity Solutions & Market Trends

Customer Mindshare

SD-WAN (Network Transformation)	Mobility (5G)	Cloud (Digital Transformation)

Cybersecurity Consulting

Network & Cloud	Endpoint Solutions	Identity & Access Management	Threat Detection & Response	Cyber Strategy Risk & Consulting

Unified Security Management Platform & Alien Labs Threat Intelligence

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Beyond the Latest Breach...

"U.S. CEOs Are More Worried About **Cybersecurity** Than a **Possible Recession**"

Fortune Magazine, January 17, 2019

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Our Great Strategies Are Not Always Perfect

1000s of cyber security Companies?

A challenge to even evaluate all the key products

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An elite few manage cyber risks well

But at what cost?   Is this scalable?

$100M+
Annual security spend

"In 2016, JPMorgan upped its cybersecurity budget from $500M in 2015 to $600M"
— CB Insights, Jan 2018

100s – 1000s
Security Employees

"2018-2019: 53% of organizations report a problematic shortage of cybersecurity skills."
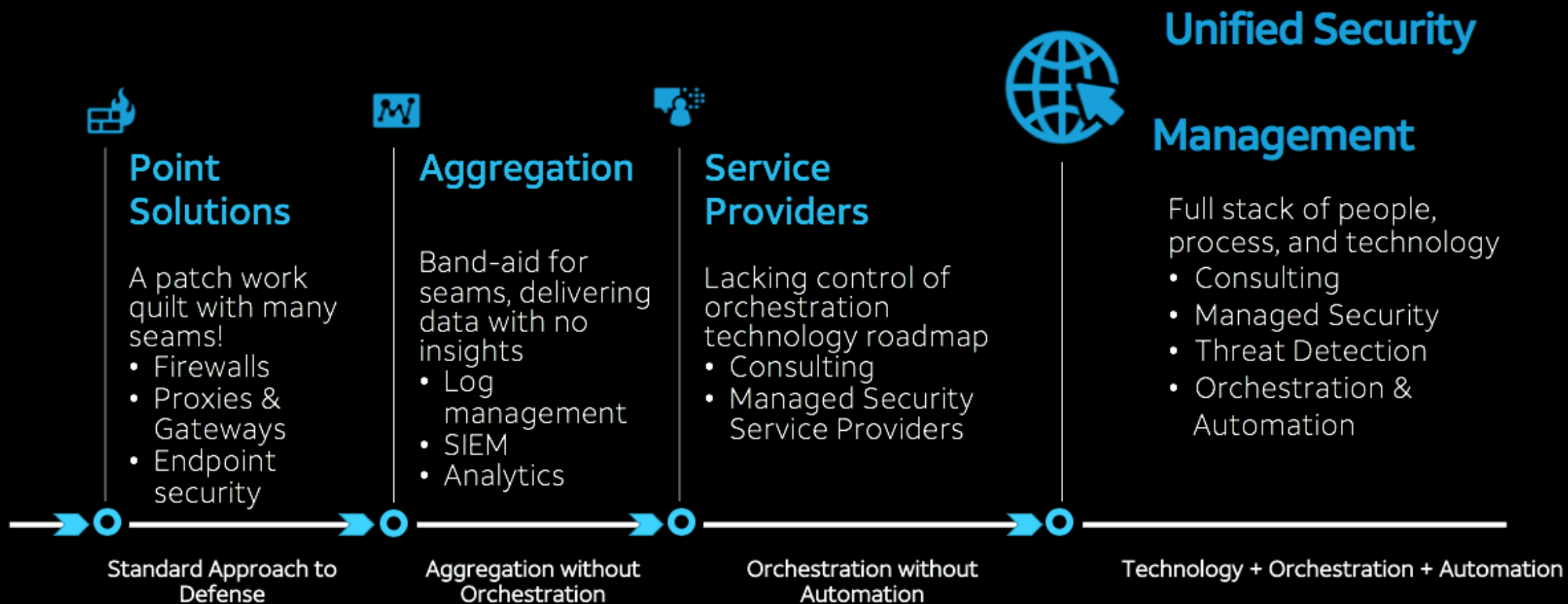— ESG, Jan 2019

70 – 150+
Technical Solutions

"The average enterprise uses 75 security products to secure their network."
— CSO, March 2016

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Our Vision of The Next Decade

Unified Security

Management

Point Solutions

A patch work quilt with many seams!
- Firewalls
- Proxies & Gateways
- Endpoint security

Aggregation

Band-aid for seams, delivering data with no insights
- Log management
- SIEM
- Analytics

Service Providers

Lacking control of orchestration technology roadmap
- Consulting
- Managed Security Service Providers

Full stack of people, process, and technology
- Consulting
- Managed Security
- Threat Detection
- Orchestration & Automation

Standard Approach to Defense

Aggregation without Orchestration

Orchestration without Automation

Technology + Orchestration + Automation

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Accelerating Security Trends

Consolidation eliminates the seams
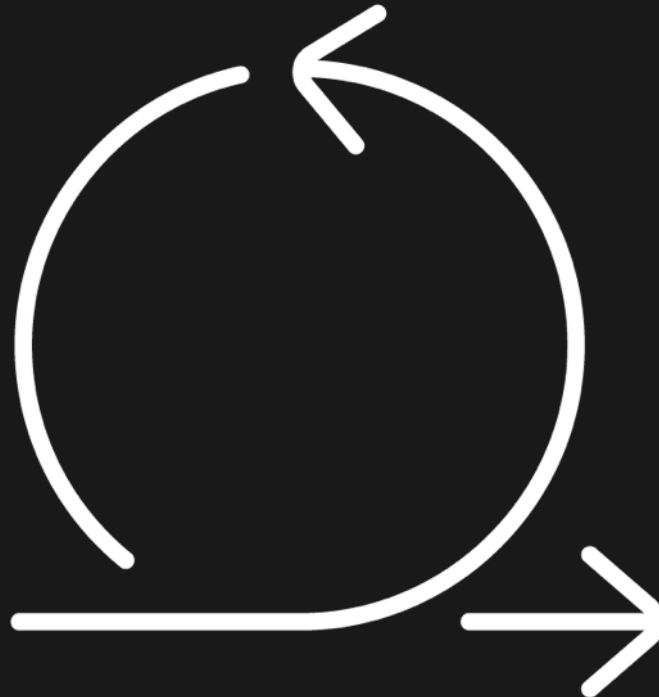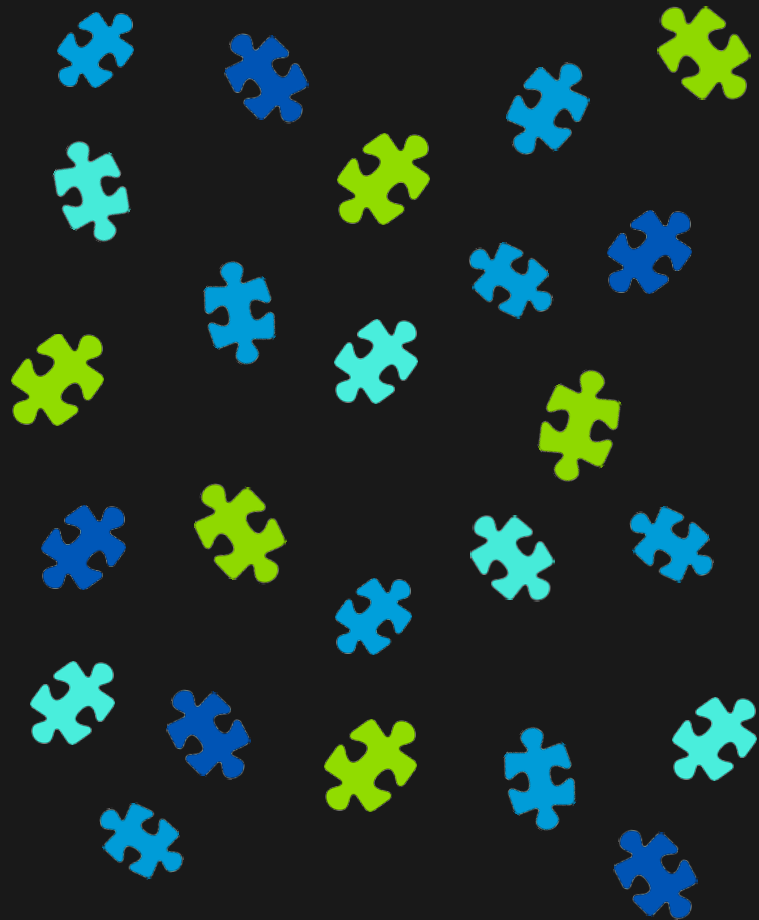
Security Orchestration Technology (SOAR)

Cloud (Transport) Security Platforms

Integrated Security Platforms

Managed Security Services Provider

Enhanced by Check Point Infinity Architecture

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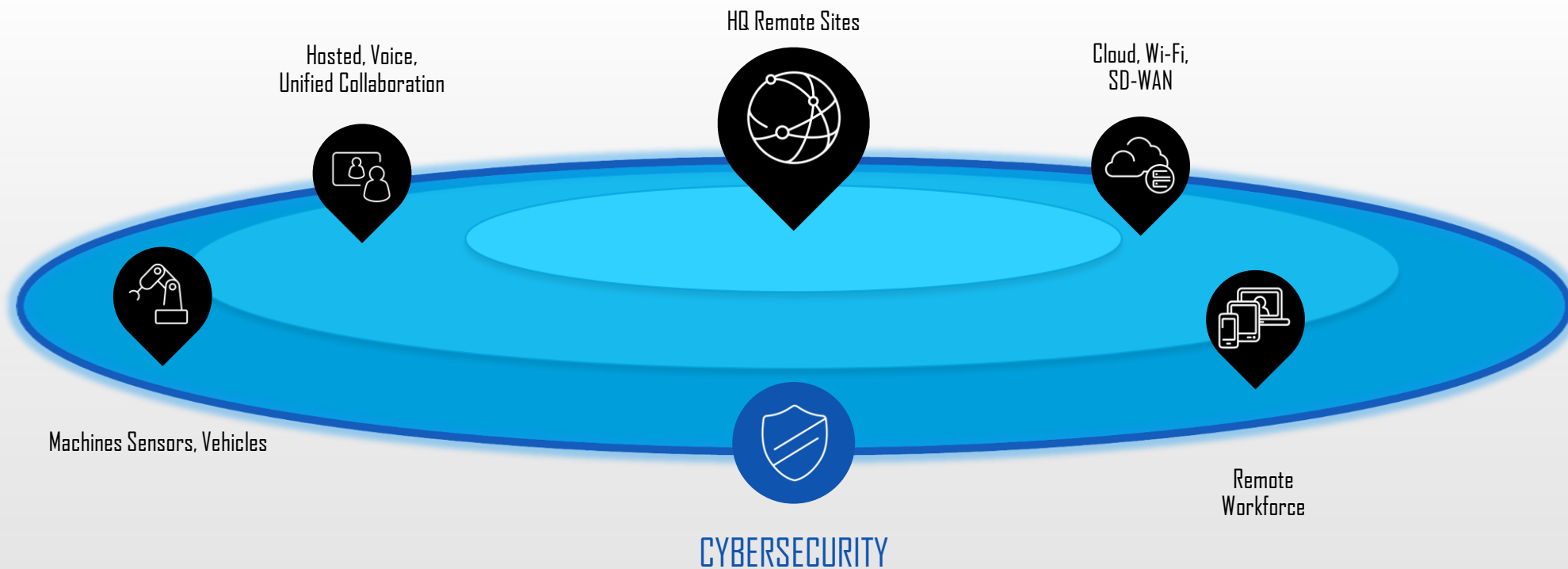Voice & Collaboration

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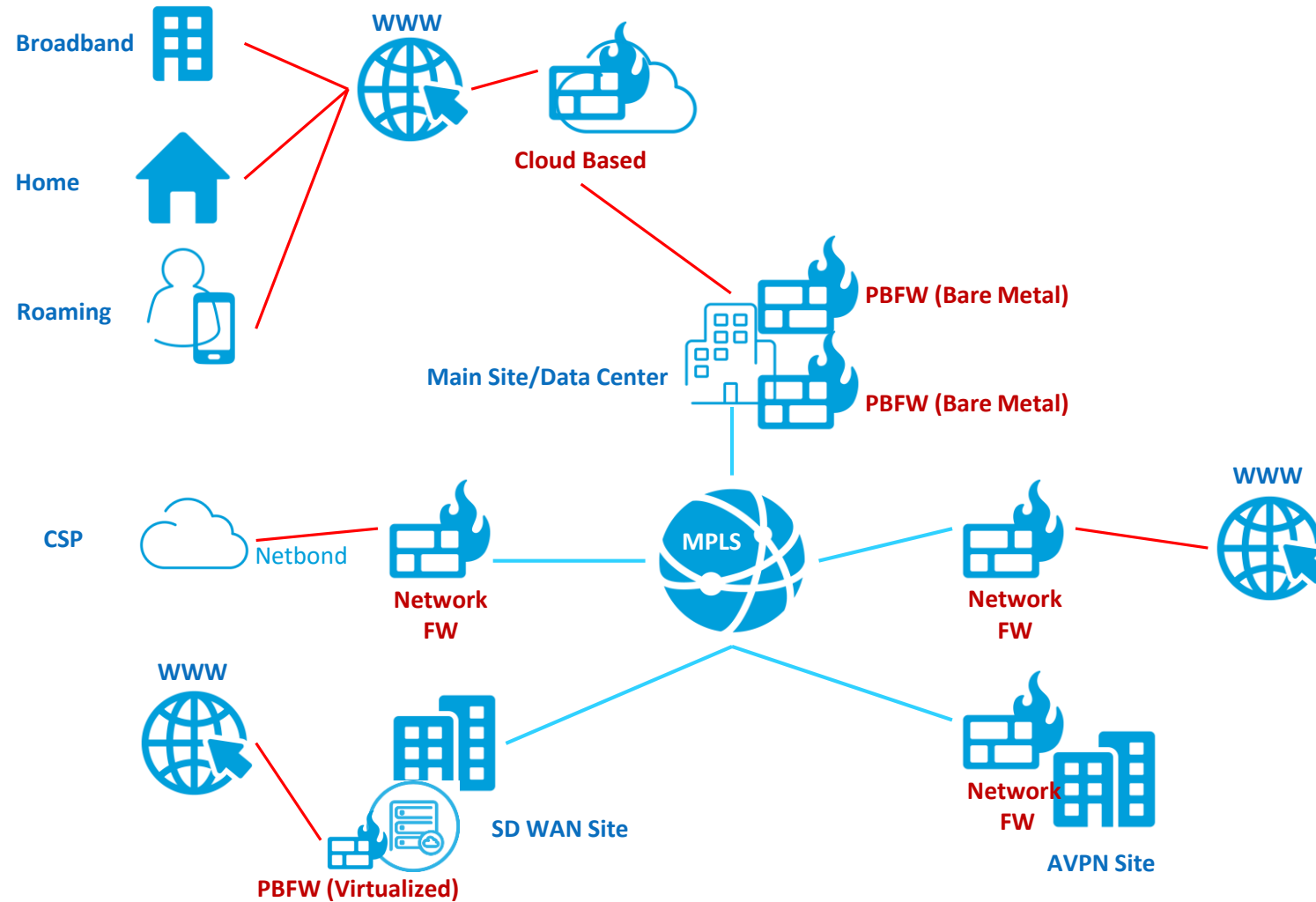Cloud, Wi-Fi,
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Machines Sensors, Vehicles

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CYBERSECURITY

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Today's Hybrid Security Model

Key Next Steps

Distributed
Security
Gateways

Consulting,
Risk
& Compliance

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Starting with Consulting

Understand Your Risk	Manage Your Risk	Operate & Evolve at Scale
Assessment • Roadmap • Policy Design • Cyber Security Posture Assessment • Security Training and Awareness • Social Engineering Assessment **Risk** • Framework and Governance • Risk Assessment and Remediation • Security Architecture & Design • Highly Secure Cloud, Mobility & IoT Solutions **Compliance** • Compliance Reviews & Attestation • Payment Security Solutions (PCI) • Privacy Management	**Threat Identification** • Vulnerability Management Services • Ethical Hacking • Wireless Security • Application Security Services **Infrastructure and Network Operations** • Security Operations & Optimization • Security Transformation Services • Network Access Control • Firewall Analysis & Migration • Identity & Access Management	**Strategy, Risk & Compliance** • Roadmap, Framework and Governance • Highly Secure Cloud, Mobility & IoT Solutions • Compliance Reviews & Attestation **Pre Breach Services** • Incident Response Program Development • Data Breach Simulations • Incident Response Retainer Services **Post Breach Services** • Breach investigation • Digital Forensics • Investigative Analysis

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How We Can Partner Over the Next Decade

Maximize commercial economics for **Standard Portfolio**, meet unique customer needs with **Tailored Solutions** and bring customers to standard offers over time with **Transformation Services**

Standard Portfolio Products	Transformation Services	Tailored Security Solutions
• Cybersecurity consulting, AT&T First offers & select 3rd party managed services	• "Walk-in-take over" with a game-plan & end-date	• Custom solutions, integration projects & staff augmentation
• AT&T branded & highly differentiated	• AT&T leads transformation & phased adoption (ex. Cloud transformation)	• Custom solutions, migrated into standard portfolio at AT&T discretion
• The AT&T "recommended cybersecurity solution	• Assess, takeover & migrate to standard on 12, 24, 36 month timeframes	• Customer specified solutions

Commercial Economics
Concise service definitions, automation & scale

←——————————————————→

Bespoke Solutions
Optimized to meet exacting customer specification

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AT&T and Check Point Use Case
Large State Education Agency

Mutual AT&T and Check Point Customer

The Challenges

Student applications demanding rapid increase in bandwidth

Ageing cyber security infrastructure

Limited technical resources on staff

Very low capital budget

The Solution

AT&T provided edge-to-edge managed network services including cyber security

Check Point 'best in breed' next generation threat prevention, high capacity hardware and specialized pro services

AT&T engineers on staff with Check Point certification

The Customer Benefits

Dynamic, highly secure network for students/faculty

Single point of contact for all managed services – telephony, network and cyber security

"as a service" model that helps keep customer in budget with predictive operating costs

Solution that scales with growing technology needs of education cyber security

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