



Hosted /Managed Security Services

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- **Facts**
- **History & Challenges**
- **Hosted / Managed Security Services**
- **Drivers to MSS**
- **Service Providers**
- **Umniah Model**
- **Summary**

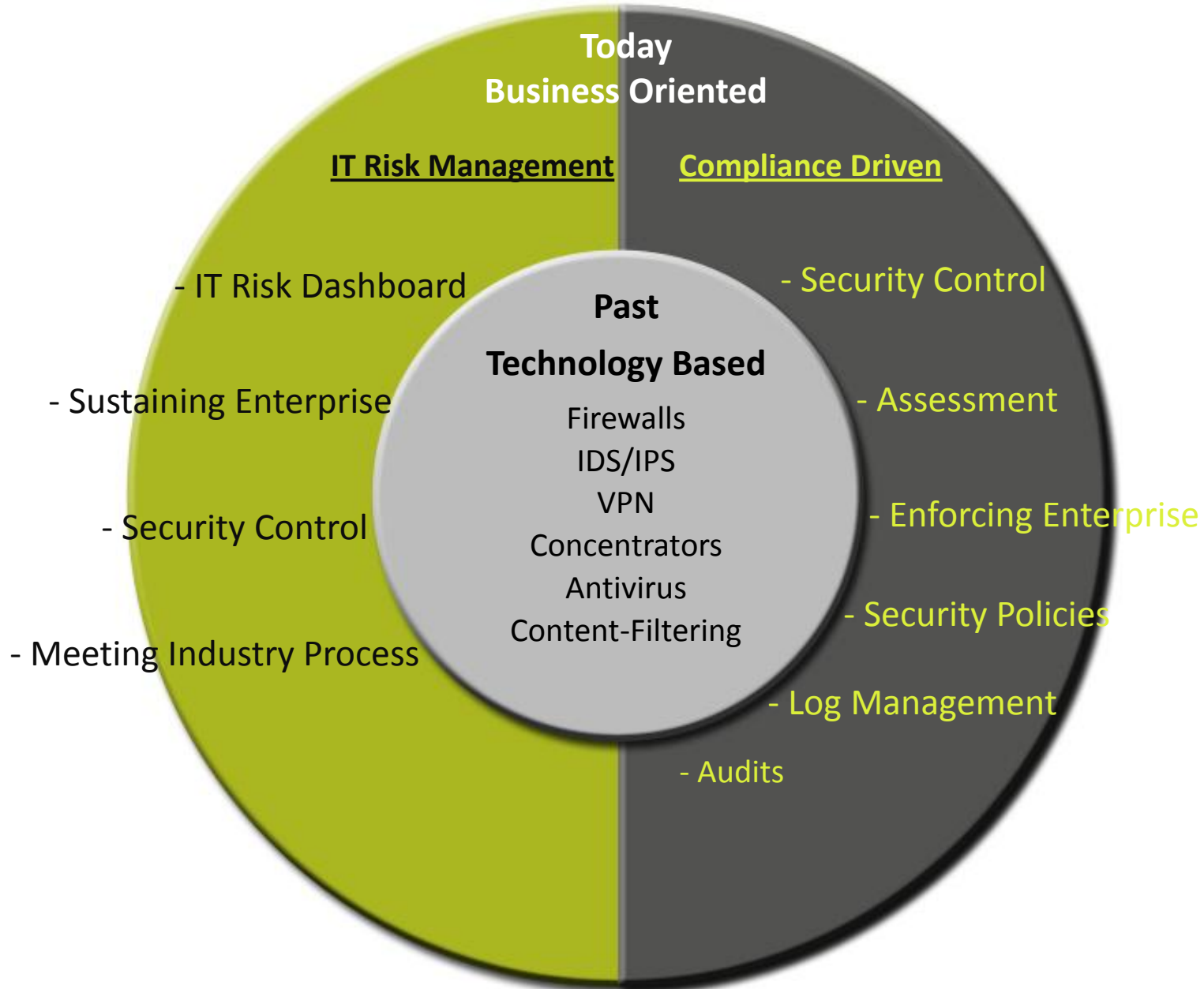


- **We have all the software needed; anti-X, so we are secure**
- **We have all the hardware needed; firewall, so we are secure**
- **The most serious threats come from the outside**
- **I don't care about security because I backup my data daily**
- **Responsibility for security rests within IT Security Staff**



- **72%** of the organizations **do not use** performance indicators for information security.
- **79%** of companies are concerned about new age threats and vulnerabilities
- **89%** of companies lack awareness on threats and vulnerabilities
- Soon, there will be **one trillion** connected devices in the world, constituting an “Internet of things”
- Spending by U.S. companies on governance, risk and compliance will grow to **US\$29.8 billion**
- The number of malware, attacks,...is becoming more sophisticated and more vicious, and rising **exponentially**.







CEO Needs



CIO /CISO Challenges

CEO ↑
Revenue growth with cost containment

CEO ↑
Key competency: responsiveness

CEO ↑
Critical success factor: enable effectiveness of people

CIO ↓
New investment in MSS

CIO ↓
Increasing usage of online & mobile channels

CIO ↓
Spending significant time on operational activities, making it difficult to focus on strategic initiatives.



What is MSS ?

- Outsourced monitoring and management of security devices, systems and processes.
- Common services include managed firewall, intrusion detection, antivirus, vulnerability scanning, virtual private network and security intelligence.
- Value proposition: Provide 24x7 services that enable enterprises to reduce security costs and maintain or improve security postures.

Ex: Log Management, VMS, Content Security, Policy and compliances ...etc.



Security may not be an organization's core competence, but it is definitely a core requirement



An increasingly mobile workforce, telecommuting, and remote computing create special security problems for organizations



Reduce capital expenditures.



Fill important security gaps.



Keep up with changing regulations and laws.



Managed/Hosted Security Services





Better protection quality



Reliable 24x7 security management



Cost reduction



Threat landscape knowledge



Better skills and competencies



So, Should I have Manage Security Services ?

Manage Security Services ?

Do you want your IT internal staff to focus on core competencies rather than juggling with IT challenges?

Do you want to maintain control of Business-Critical Systems?

Are you increasingly reactive rather than proactive when it comes to management of your IT Security?

If you have answered "YES" to the above questions then its time you think about Managed Services.



IT/Security Outsourcing Companies

onshore/offshore
mixed model

first and
foremost on
reducing cost

implement and
introduce their
services through
Telco operators

Telecommunication Providers

have a substantial existing
customer base

bundling security services with their
telecom services

First level of defense

growing in maturity and capability

Security Product Vendors

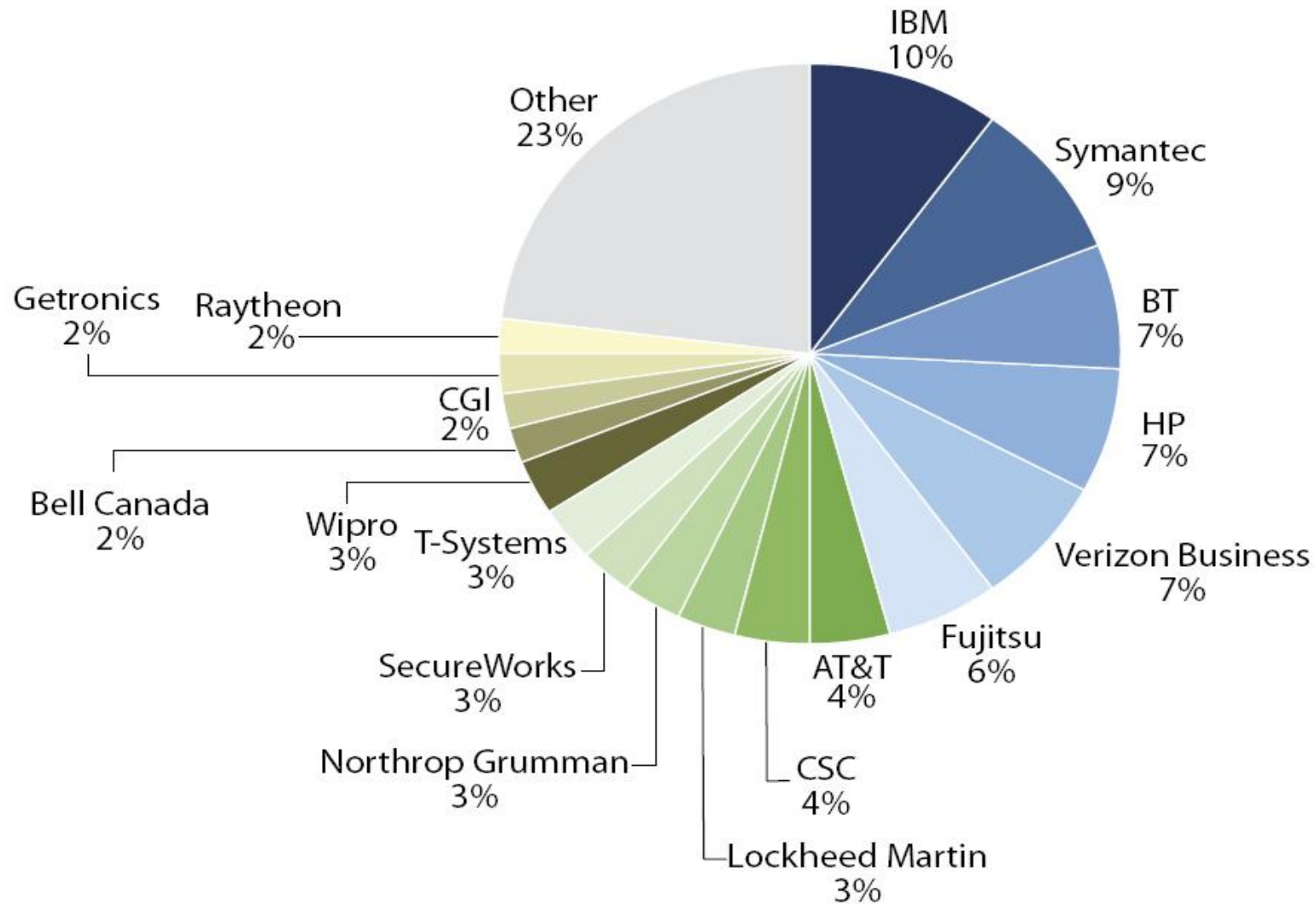
doesn't fit the
typical MSSP
profile

good
understanding at
integrating
security

vendors do offer
certain annuity
projects



Service providers



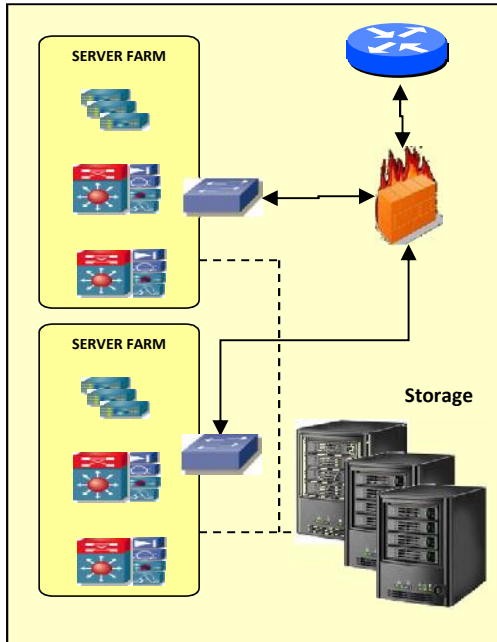
- How well experienced the MSSP? Staff, years, customer base,...
- Number of SOC available?
- The current and future capabilities of the MSSP? Consulting, Cloud service,...
- How much do you trust the MSSP with your network? Telecom providers
- Can the MSSP provide a solid and comprehensive SLA?
- Is there a greater ROI with managed security?



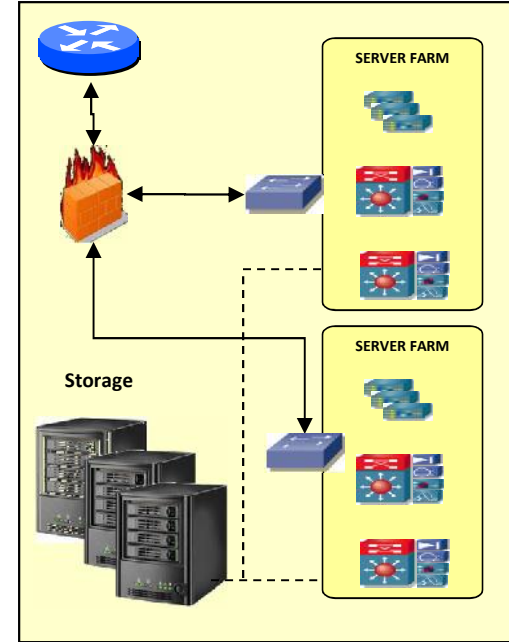
- Umniah proudly to announce its **VMS** powered by **IBM** as one of the major Managed/Hosted Security service providers.
- Umniah VMS includes :
 1. External and internal vulnerabilities scanning
 2. PCI scanning and compliance
 3. VA Reporting and dashboard through VSOC



Customer 1



Customer 2



Managed Security Services by Umniah

Umniah VSOC managed by IBM



Umniah VMS Services Powered by IBM

- Vulnerability Scanning
- PCI Scanning
- Vulnerability Scanning reports and Dashboard

- Managed IPS services
- Filtering Services

Umniah will be promoting the below MSS through **IBM**



Security Event and Log Management

Offsite management of logs and events from:

- IPS's
- Firewalls
- OSs



Managed Web and Email Security Service

Protection against:

- Spam
- Worms
- Viruses
- Spyware
- Adware
- Offensive content



X-Force Threat Analysis Service

Customized security intelligence based on threat information from X-Force research and development team

Steps that you need to do and be aware of before selecting an MSSP:

1. Do not panic. Things happen, no one is immune. You can only minimize the risk.
2. Do an assessment of your valuable assets (including data).
3. Do an independent assessment of your risks and vulnerability through an independent consultant.
4. Prioritize your needs.
5. Evaluate and assess your MSSP. Look for independent neutral sources (Forrester, Gartner).
6. Go one step at a time. Build your own trust relationship with the provider.



Q & A