

Reimagine Your Perimeter with Netskope

DATA-CENTRIC

CLOUD-SMART

FAST



PROTECT DATA AND
USERS EVERYWHERE

SAFELY ENABLE THE
CLOUD AND WEB

DELIVER SECURITY
THAT IS FAST AND
SCALABLE



Netskope at a Glance



Founded in 2012

Launched first CASB in 2012 and expanded platform from 2015 to present with Public Cloud Security, Next Gen SWG, and Private Access



25% of Fortune 100

The largest organizations in the world trust Netskope to secure their journey to the cloud



50 Billion transactions per day

The Netskope security cloud is accessible within 20ms of most of the world's population



1000's of apps safely enabled

Netskope enables organizations to move from traditional blocking to safely enabling the cloud



3X Gartner MQ Leader

Recognized for vision and ability to execute

The Network Inversion

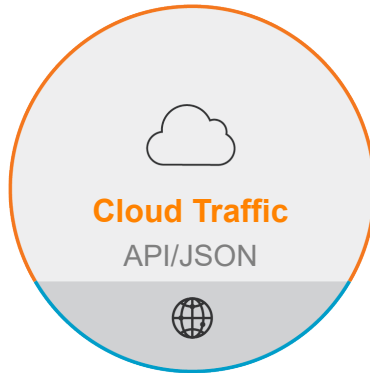
Digital transformation is driving network traffic

THEN



On premises data and users

NOW



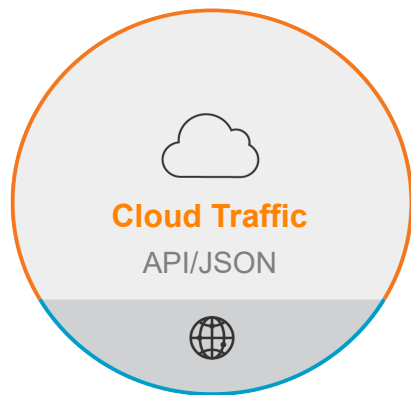
Remote and mobile users

- *Cloud apps have overtaken web traffic*
- *84% of traffic is **encrypted***
- ***API/JSON** is new language of the internet.*

- The average enterprise uses over 2,400 distinct cloud apps
- 95% of cloud apps are not managed by IT
- 44% of threats were cloud-enabled in 2019

The Inversion Effect

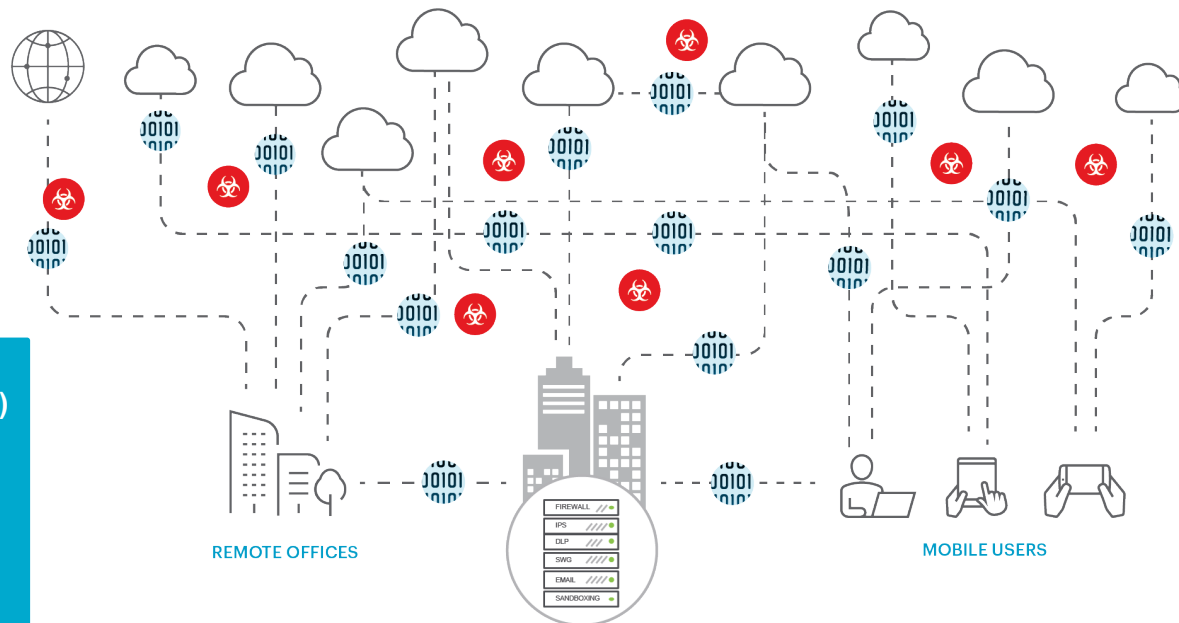
Data and users have dispersed



Web
10%

SaaS
85%

IaaS
5%



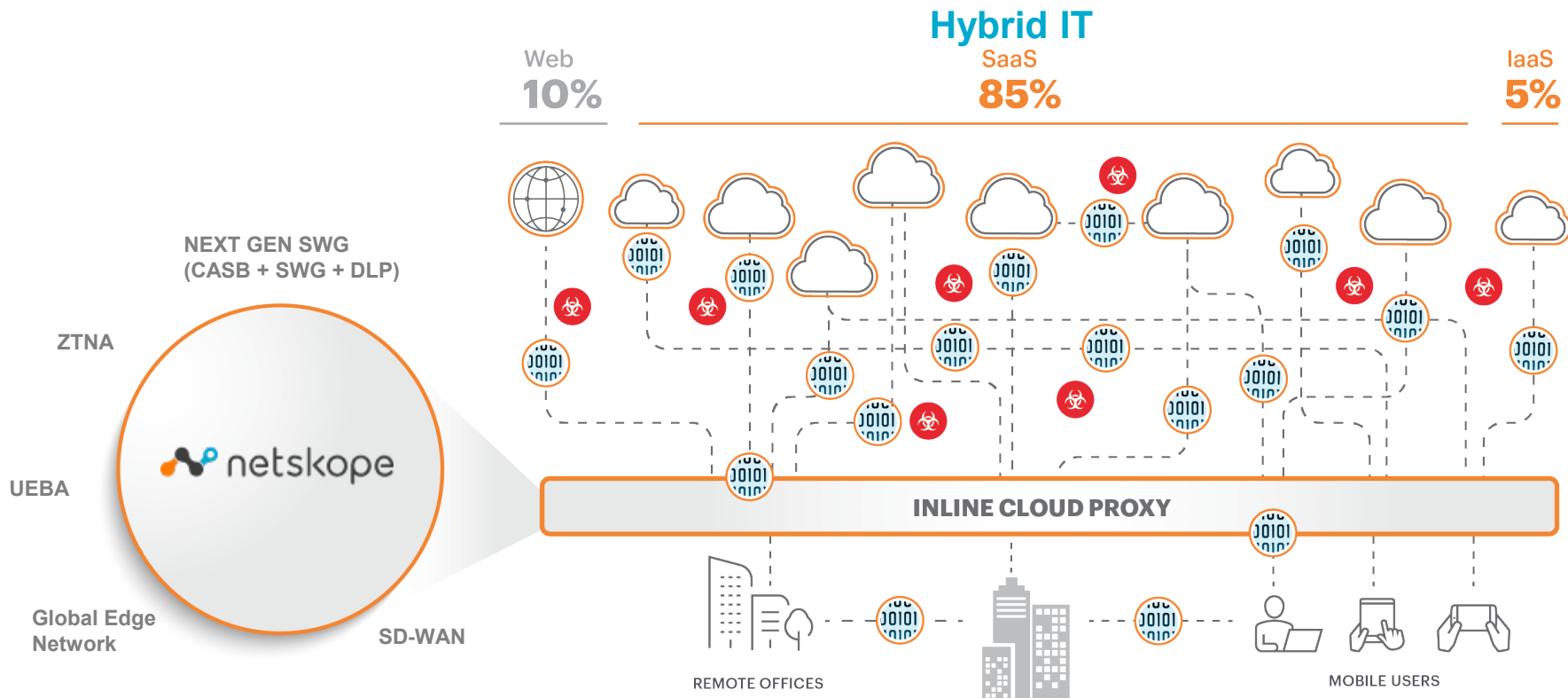
↑ Phishing SaaS/Cloud (36%)

↑ Remote Access to Applications

↑ Data heavy network traffic

A Secure Access Service Edge (SASE) Architecture

Cloud Native, Context Driven

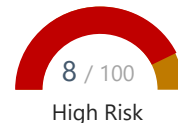




Security Starts with Visibility

Speaking the Language of the Cloud

Zippy Share



Issues	3
Total Files	3,876
CCI Score	8



30,000+ APPS

CCI

- Data
- App Risk
- Context + Activity

Personal Instance

L0#...www.zippyshare.com...!S-b9q
!...upload...passwords.xlsx...7xnB
Dc...user=john... Device =1234...mA

Enterprise Instance

R!04L\$#...www.dropbox.com...@K-0BvM7x
!...upload...passwords.xlsx...7xnB
Dc...user=john@work Device =1234...mA

SHARE

No Real Visibility if you
can't see to this level

API/JSON

HTTP

TCP/IP














R!04L\$#...www.dropbox.com...@K-0BvM7x
!H&S5N#@JW3*^DH20W0BvM7xnB
Dcy!bLiv0W0BvM7xnBg&w6bLVwZnm

101100110010010101001100011100
011001001010100110010010101010
001100011100001100011100100101

CLOUD

Rich policy context of CASB+SWG+DLP



User, Group, OU	Device	App	Instance	CCI Rating	URL Category	Activity	Threat	Content	Policy Action
 Pat Smith  Accounting	 Managed  Personal	 Cloud Storage App Managed Unmanaged	 Company  Personal	36K Apps  97 Risk Security Privacy Legal/Audit GDPR 50+	 File Sharing 100+ Categories	 Upload File (up, down, share, view)	 AV/ML IOCs Scripts Macros Sandbox	 DLP Profiles And Rules	 Allow Block Coach Encrypt Legal Hold Quarantine etc.

Pat from accounting on desktop using personal Box instance uploading files ☐ DLP check, coach if PCI, PII, etc.

Pat from accounting on desktop using company Box instance uploading files ☐ check for malware/threats

Pat from accounting on mobile using company Box instance to download files ☐ view only mode

Pat from accounting on desktop browsing web gambling site ☐ block site, coach user with AUP alert

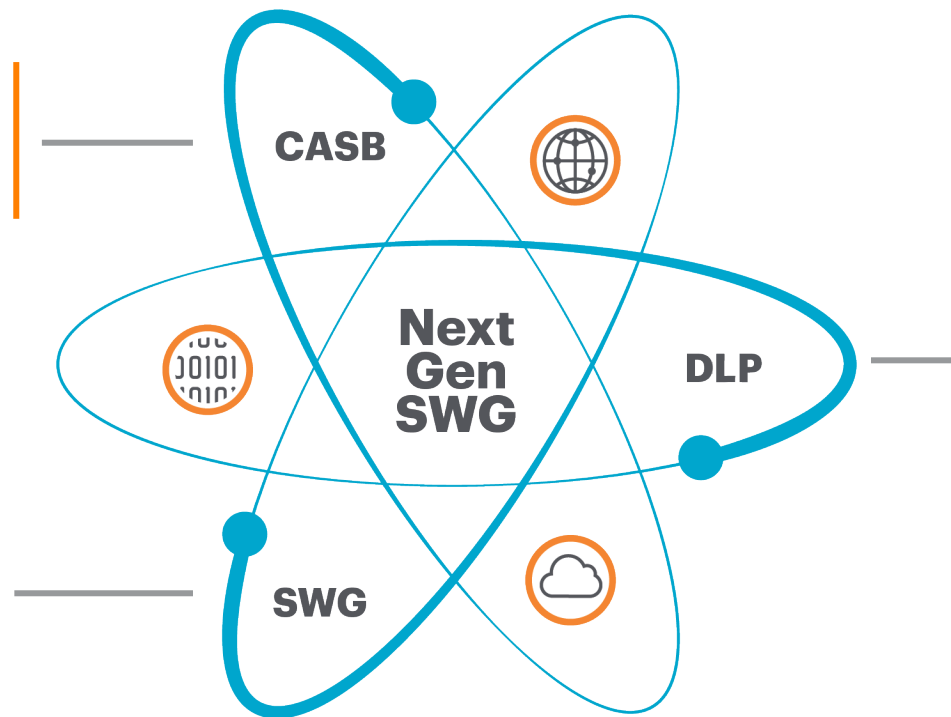


A Converged In-Line Security Architecture:

Unify Threat and Data Policy across SaaS, IaaS & Web

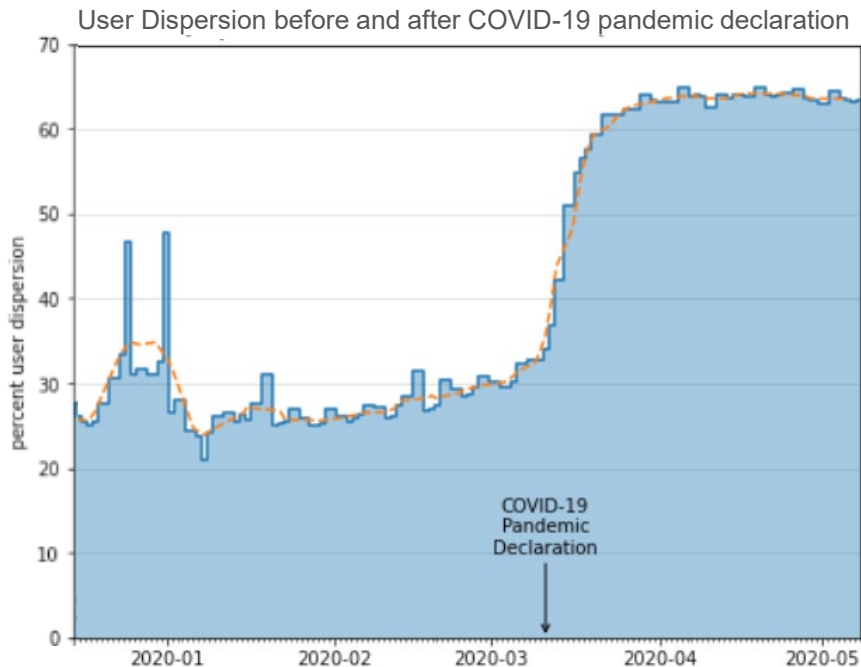
See and control access and data to the Cloud (SaaS, PaaS, IaaS), with full 3rd party risk visibility.

Protect mobile users, remote offices at scale, while advancing threat detection capabilities.



Extend DLP capabilities across Cloud (SaaS, PaaS, IaaS) beyond just network or endpoint

Remote Working Increase Due to COVID-19




The New Normal?

Remote work has gone from 27% to 66%

Cisco rations VPNs for staff as strain of 100,000+ home workers hits its network

Following the moon to find capacity and sticking to safe sites as Chuck Robbins leads new weekly briefings

By [Simon Sharwood](#), APAC Editor 2 Apr 2020 at 06:32

24  SHARE ▼

Cisco was surprised by how quickly it needed to adopt a global working-from-home policy, amid the coronavirus pandemic, and is now rationing VPN use to safeguard its security.

Speaking at the Cisco Live virtual event for the Asia Pacific and Japan region today, vice president of Cisco Customer & Seller Bailey Szeto said Cisco initially had little trouble implementing work-from-home for individual countries or cities, and from February 3 to March 4 only had to do so in China and Australia. A torrent of office closures followed, and by March 16, Cisco adopted a mandatory work-from-home policy.

"That was certainly a challenge for IT to get it in place," Szeto said. "We had to think about getting ready for 140,000 employees and partners. That mean we had to prepare 130,000 devices and 55,000 BYOD devices, across 498 offices in 94 countries."

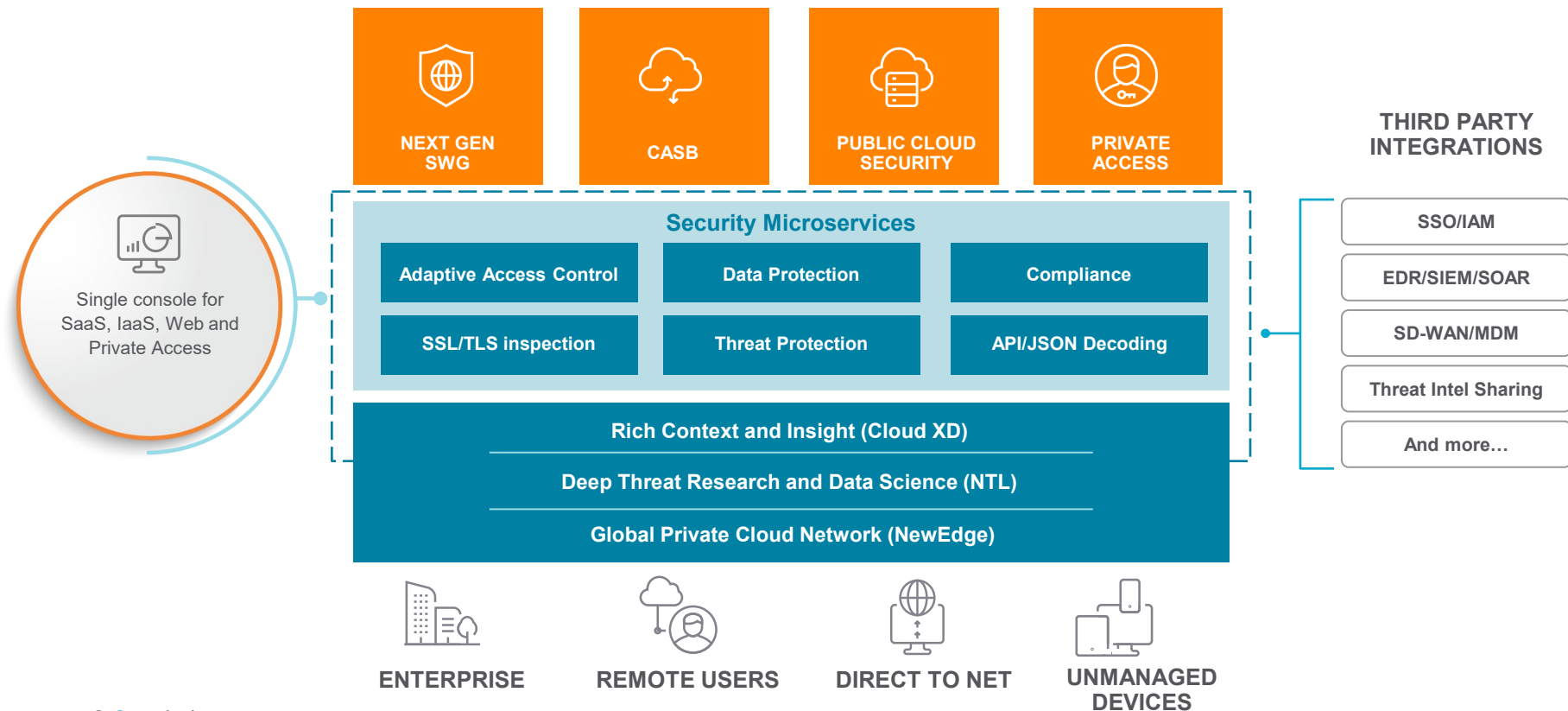
The sudden move saw Cisco scramble for resources. Szeto said the company's pre-virus systems didn't have the scale necessary to handle all of its newly remote workers. "Every group in the company" found some compute, storage, or networking capacity it could share, he said.

Szeto didn't detail the device or data center provisioning efforts, but did say the IT titan's assessment of its security needs identified some shortages of VPN capacity. Essentially, staff at home were using the corporate VPN to connect into internal work systems as well as public-facing services.



Netskope Security Cloud

Microservices platform on a hyperscale true private cloud



NewEdge Global Private Cloud 2020

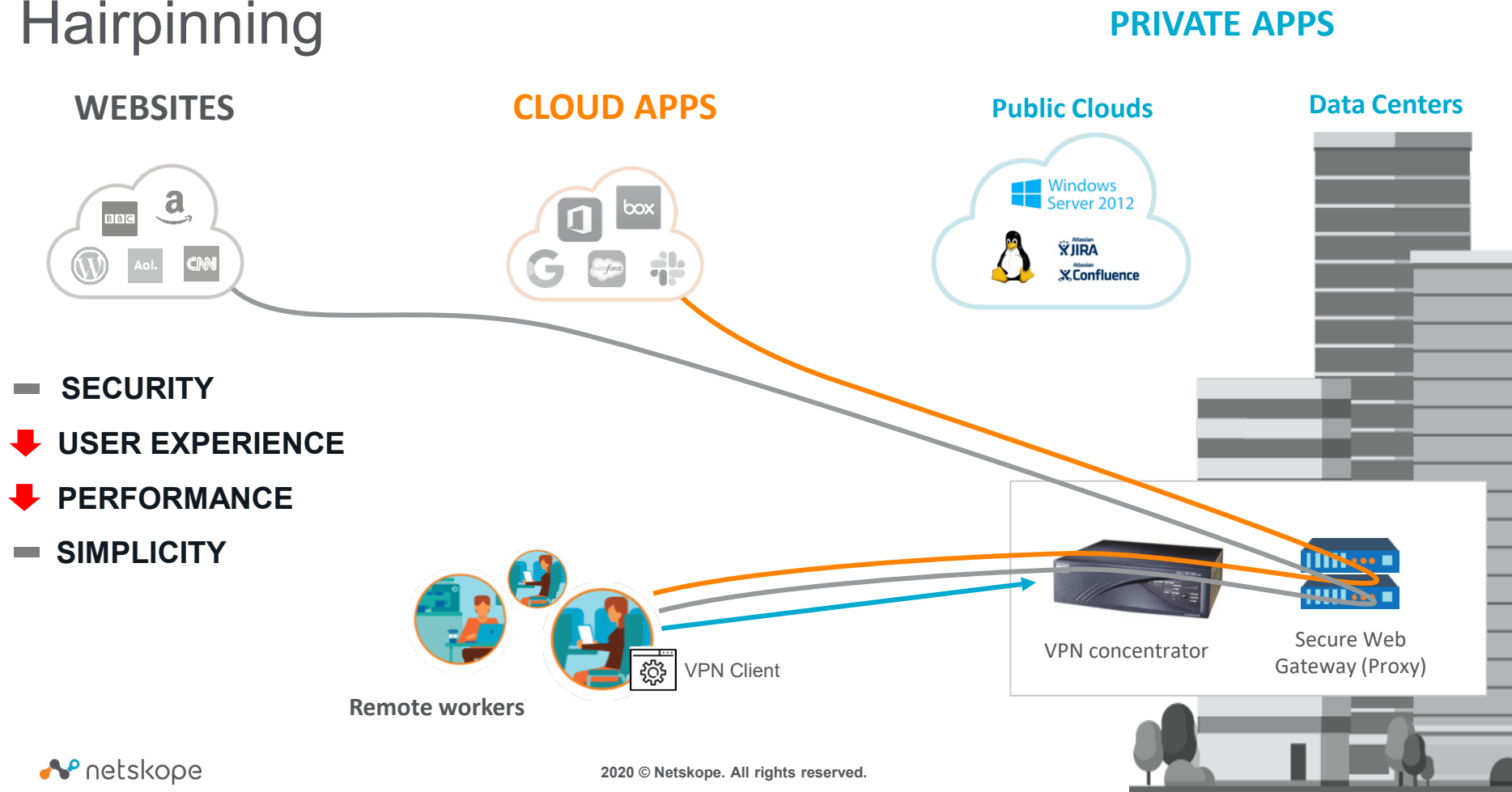


MANAGEMENT PLANES

Accessing Websites and Cloud Apps



Hairpinning



Split Tunnelling

PRIVATE APPS

WEBSITES



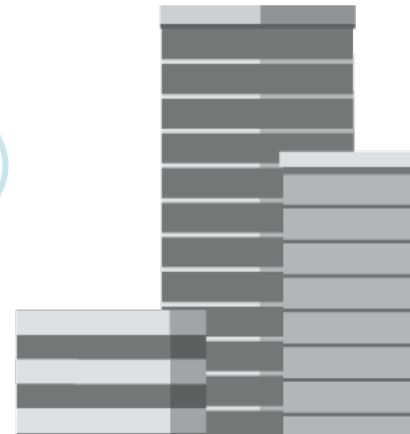
CLOUD APPS



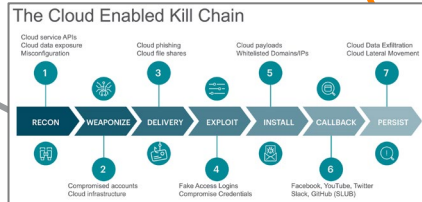
Public Clouds



Data Centers



- ↓ SECURITY
- USER EXPERIENCE
- ↓ PERFORMANCE
- SIMPLICITY



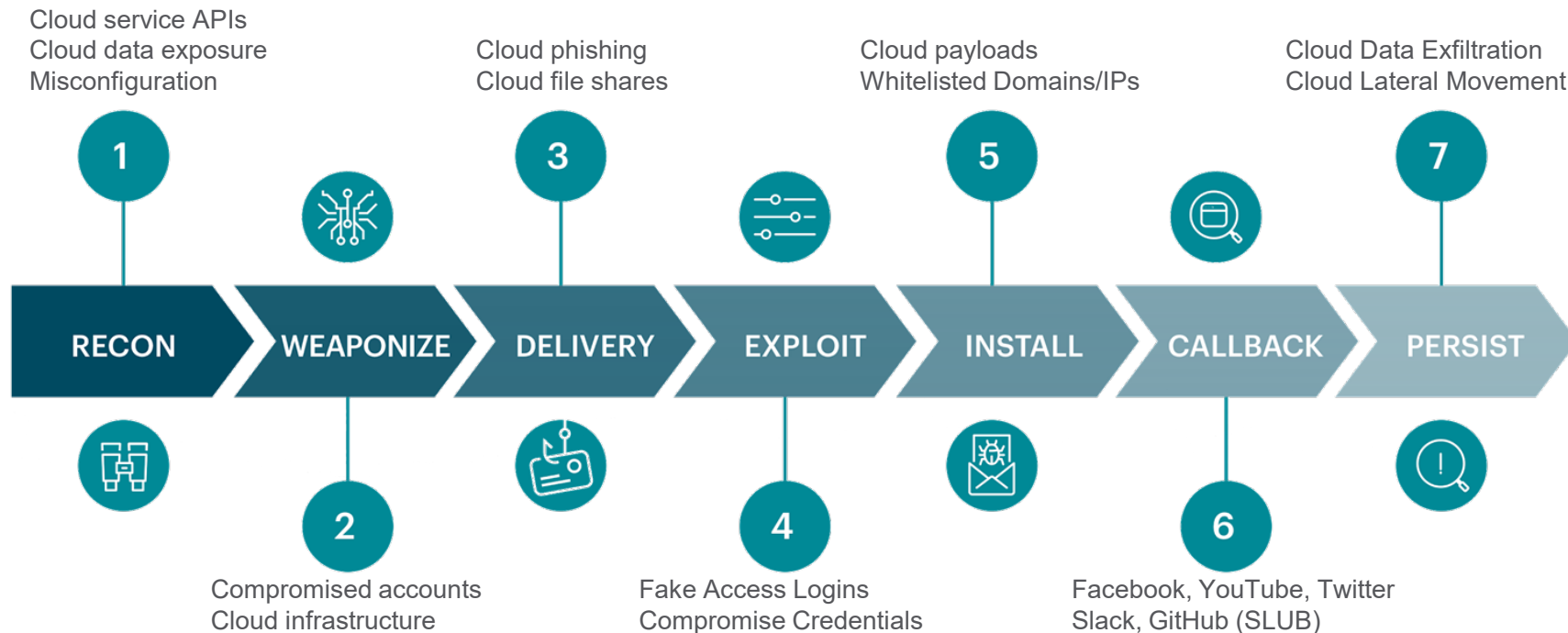
Remote workers

VPN Client

VPN concentrator

Secure Web Gateway (Proxy)

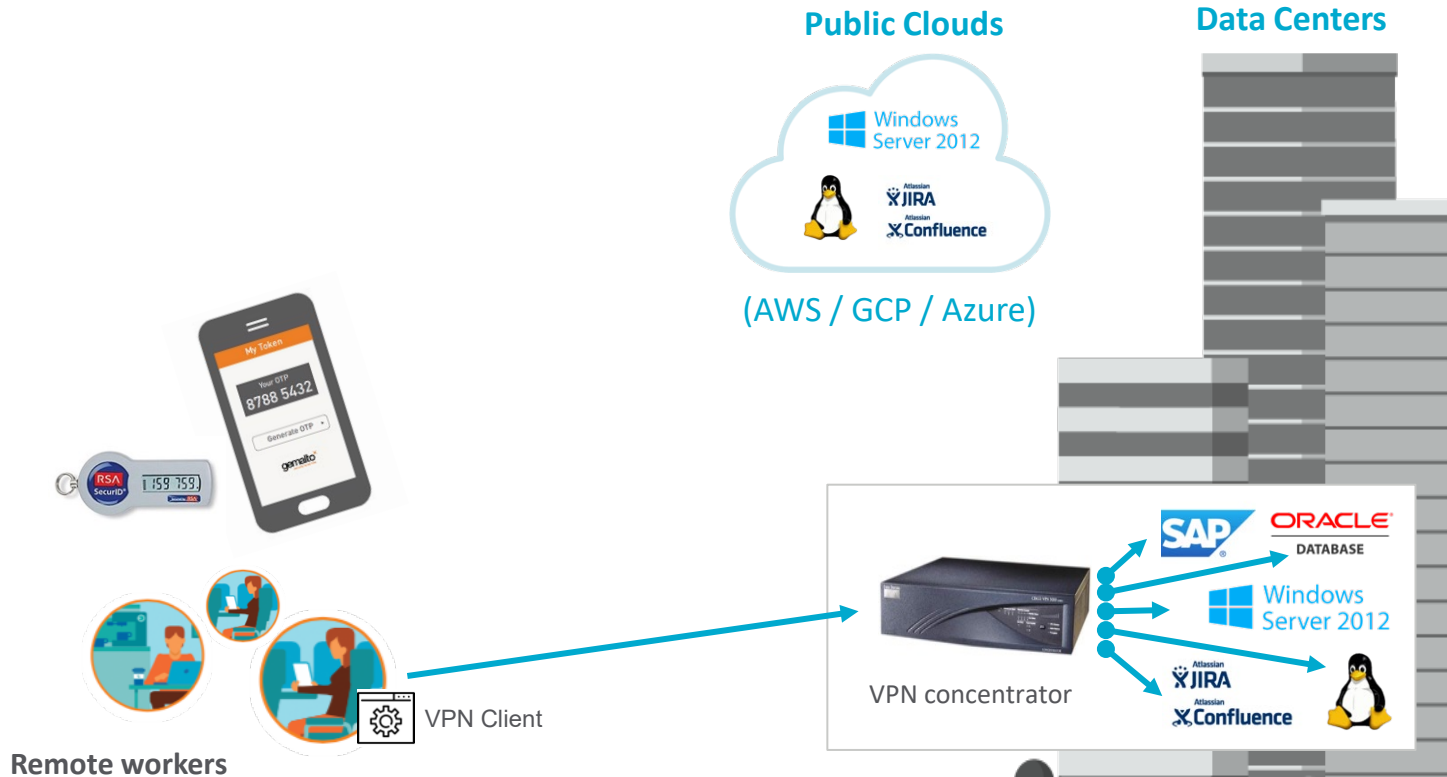
The Cloud Enabled Kill Chain



Accessing Private Apps

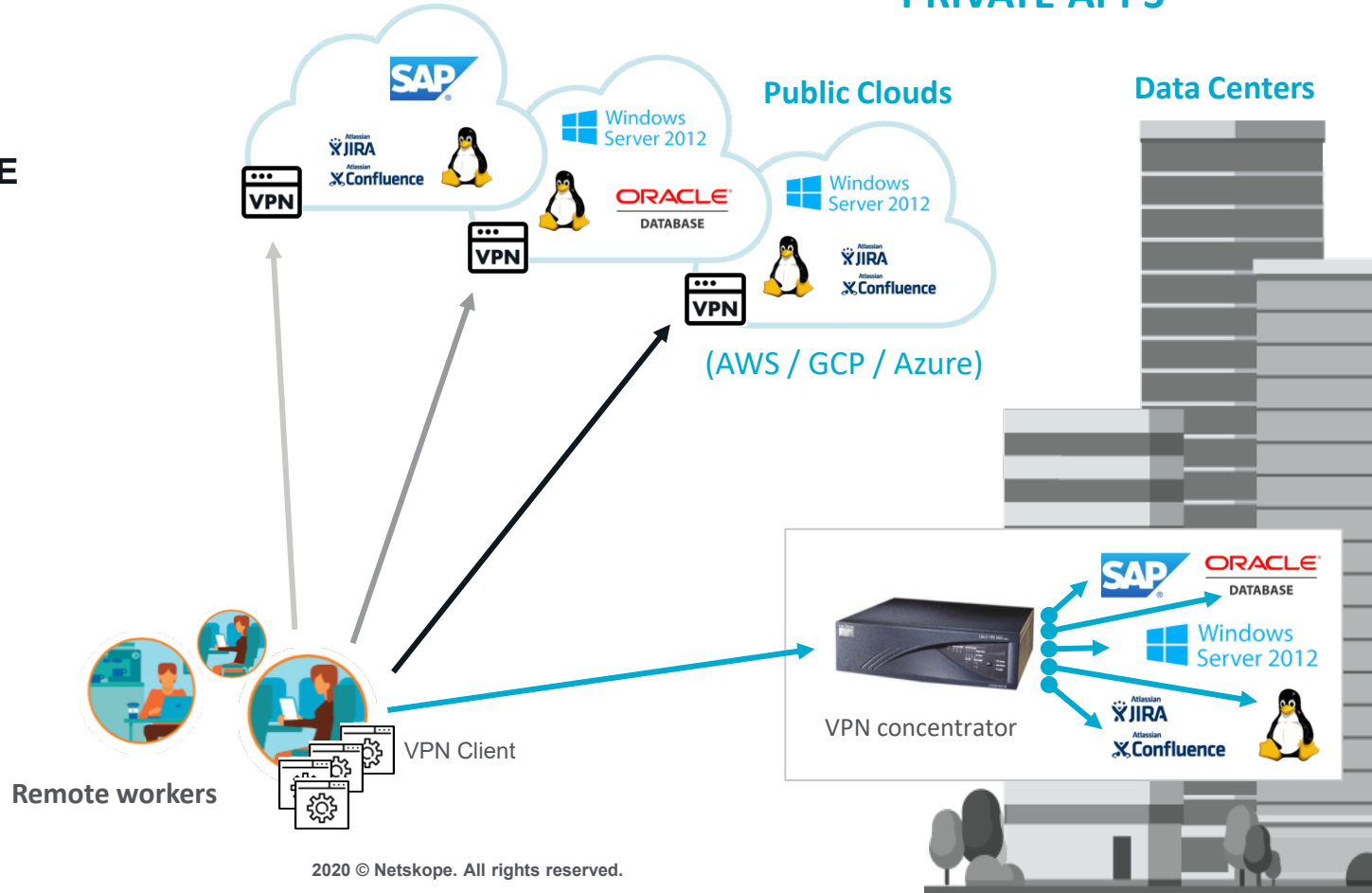
Remote Access VPNs

PRIVATE APPS



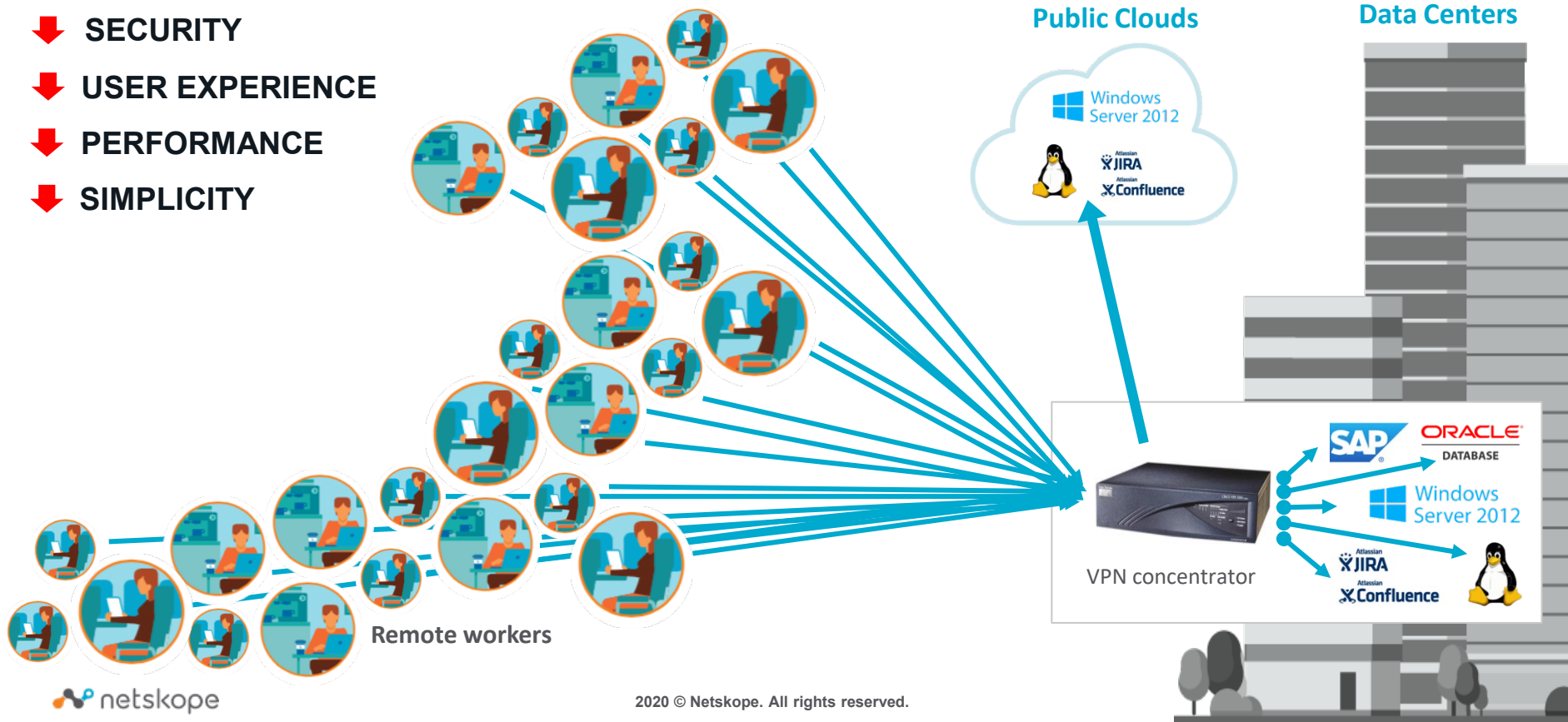
Remote Access VPNs

- ↓ SECURITY
- ↓ USER EXPERIENCE
- PERFORMANCE
- ↓ SIMPLICITY



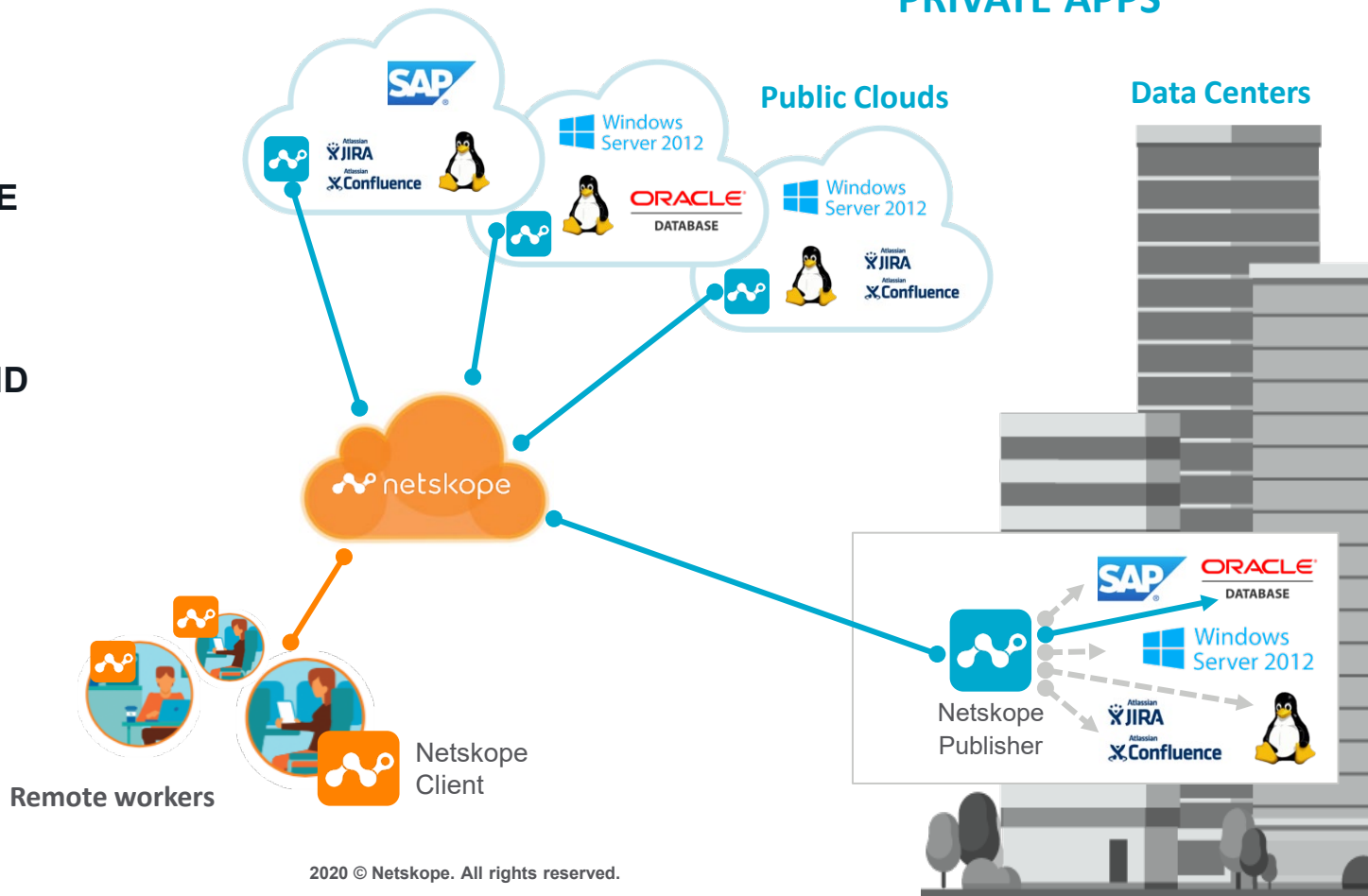
Scaling On Demand

- ↓ SECURITY
- ↓ USER EXPERIENCE
- ↓ PERFORMANCE
- ↓ SIMPLICITY



Zero Trust Network Access

- ↑ SECURITY
- ↑ USER EXPERIENCE
- ↑ PERFORMANCE
- ↑ SIMPLICITY
- ↑ SCALE ON DEMAND

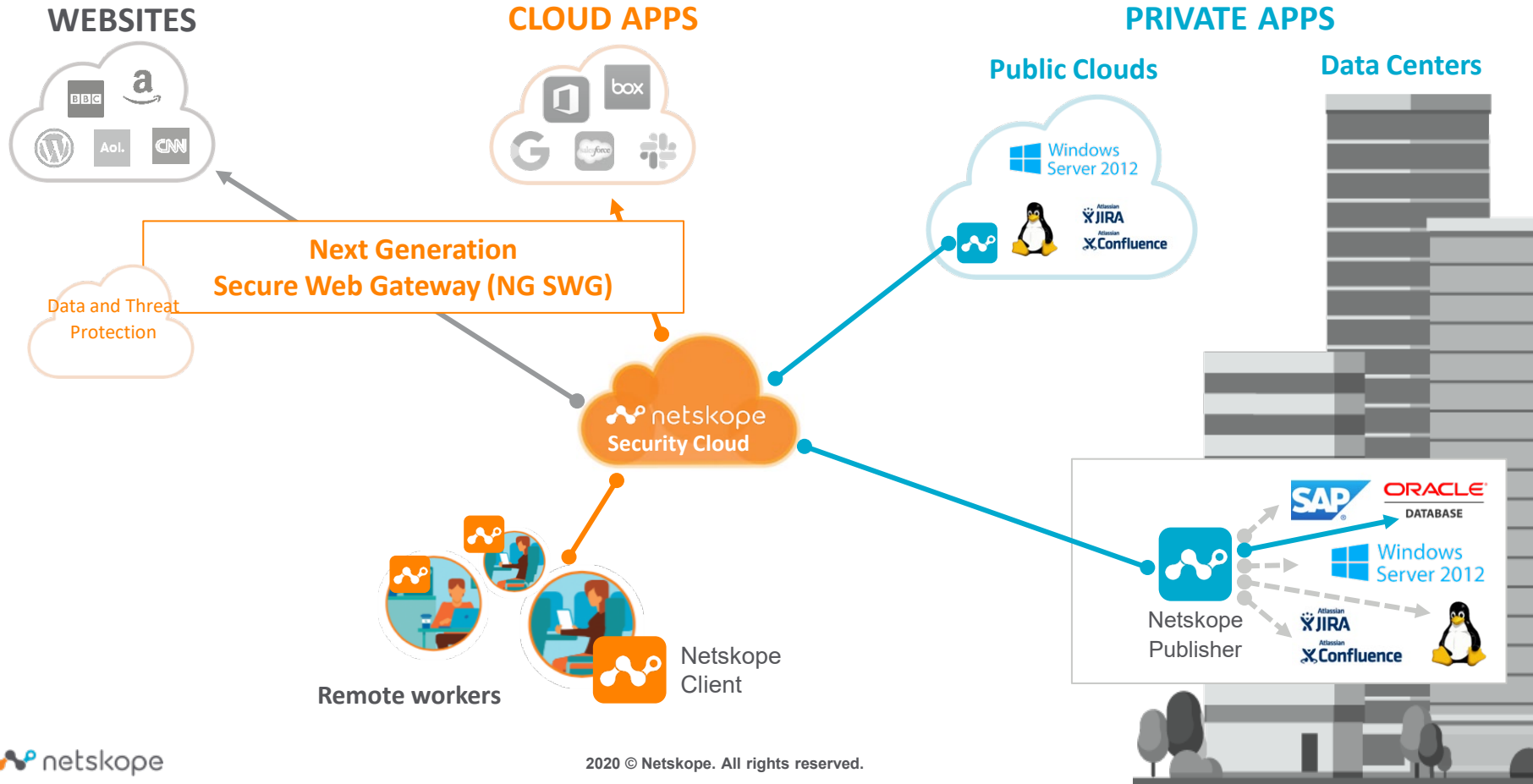




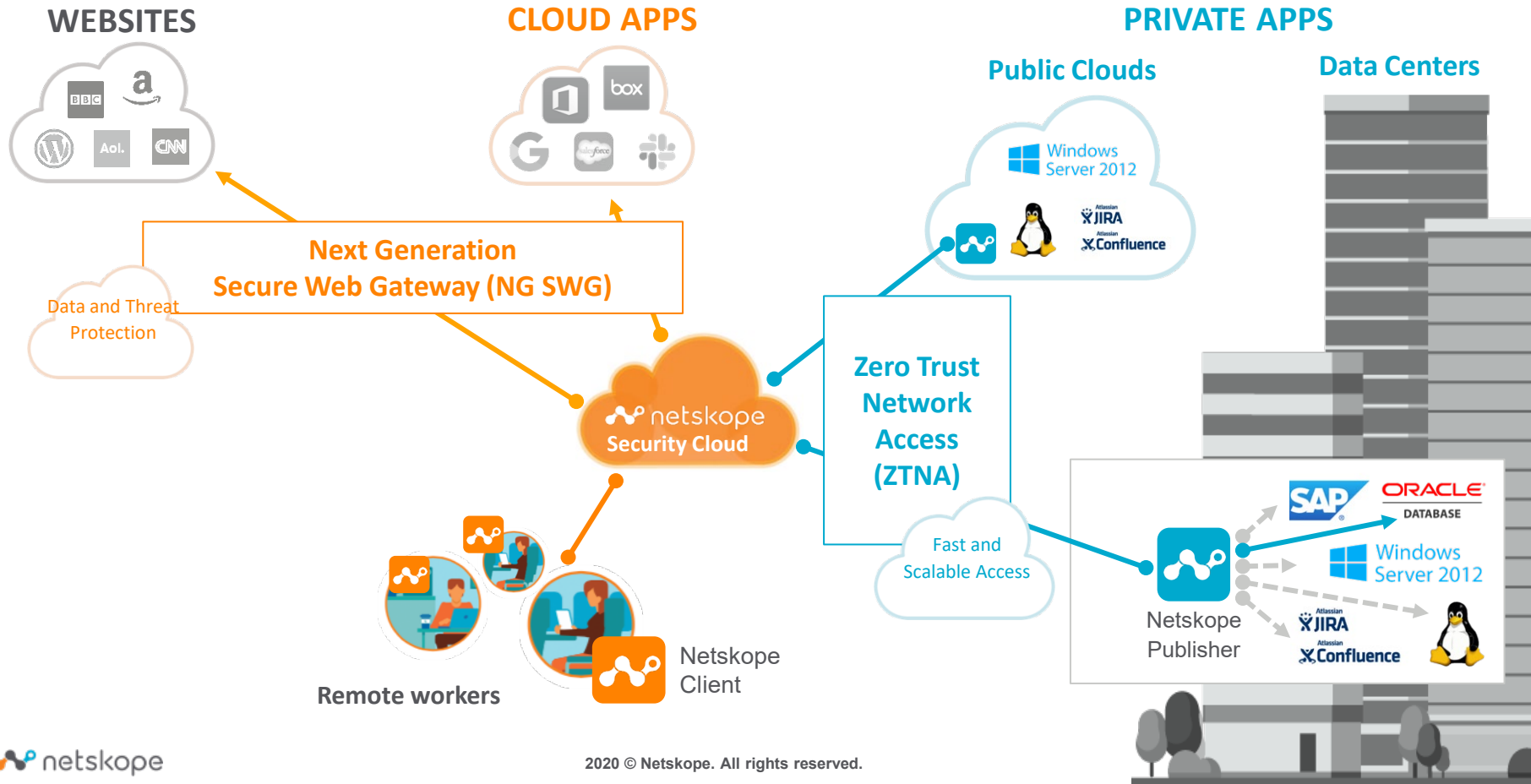
Modern Solution for Securing Remote Workers



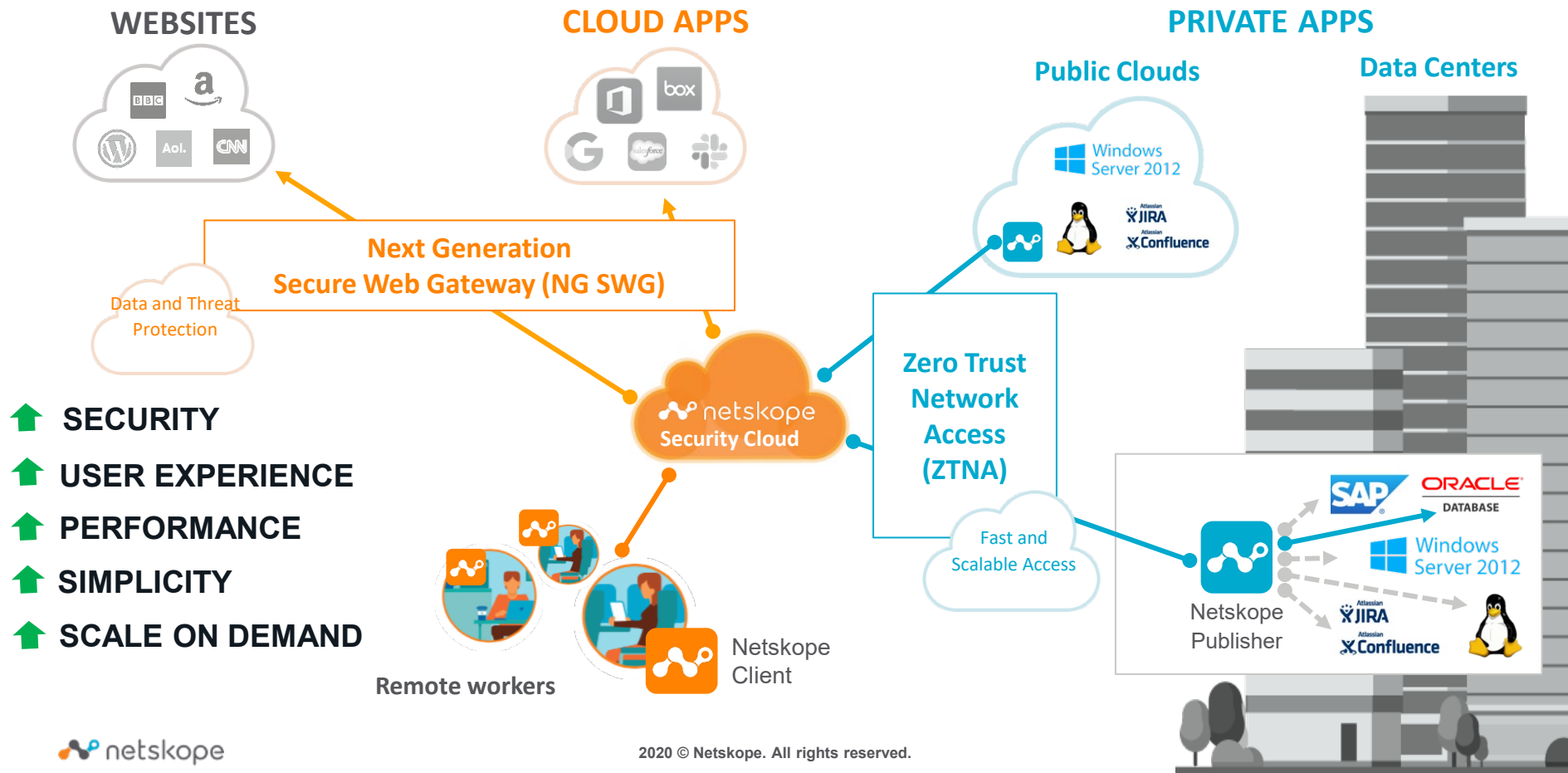
Modern Solution for Securing Remote Workers



Modern Solution for Securing Remote Workers



Modern Solution for Securing Remote Workers



Thank You!