Putting Identity @ the Center of Security

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SailPoint IT CONCEPTS

Who am I?

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Partner Enablement Manager


43%
of data breaches are caused by insiders
71%
of staff have access to data they should not see
89%
believe they are now at risk from insider threat
1 in 7
employees will sell their login credentials for **$150**
90%
of company data is held in unstructured content
91%
increase in targeted attacks since 2013

Identity Becomes the Primary Control

Who Has Access?

INVENTORY & COMPLIANCE

- CERTIFICATION & ANALYTICS

Who Should Have Access?

POLICY & AUTOMATION

- ROLES, POLICIES & PROVISIONING

Who Did Have Access?

MONITORING & AUDIT

- ACTIVITY COLLECTION, REVIEW & ALERTING

The nature of
SECURITY
is evolving from
Network centric to
IDENTITY centric

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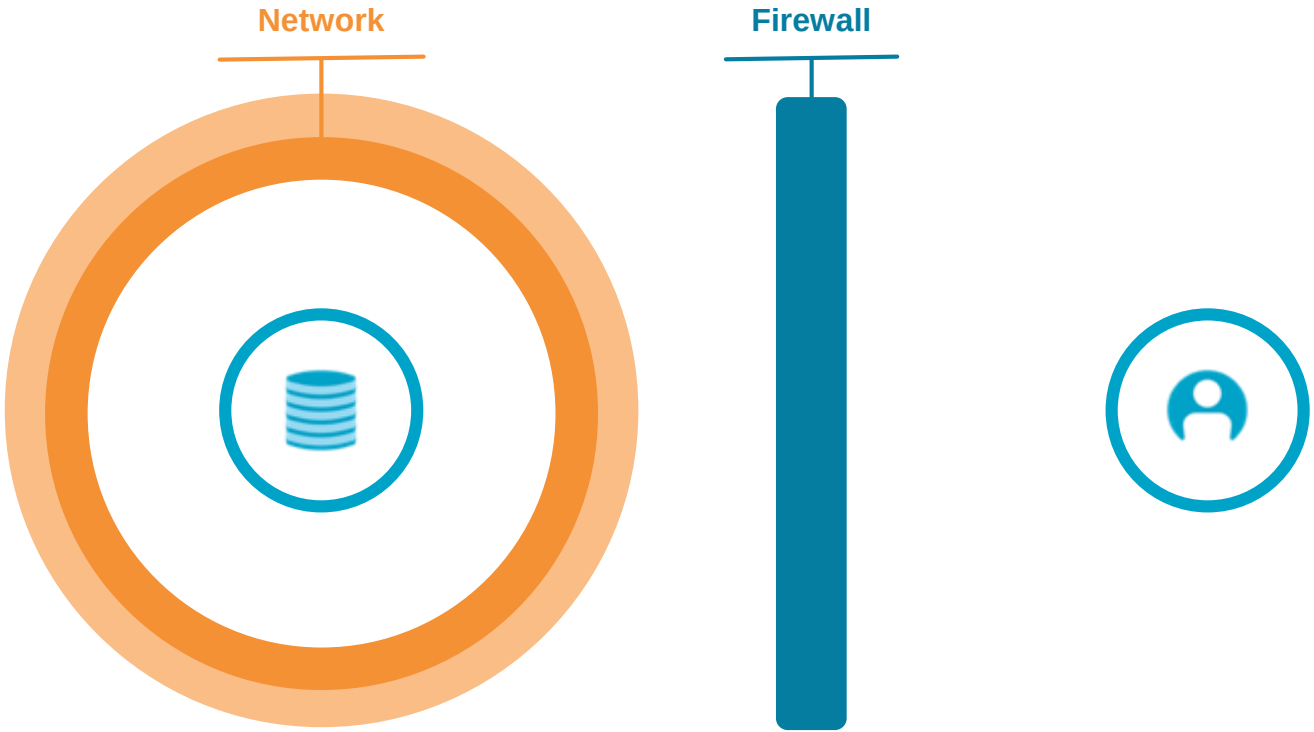
Network Centric Security



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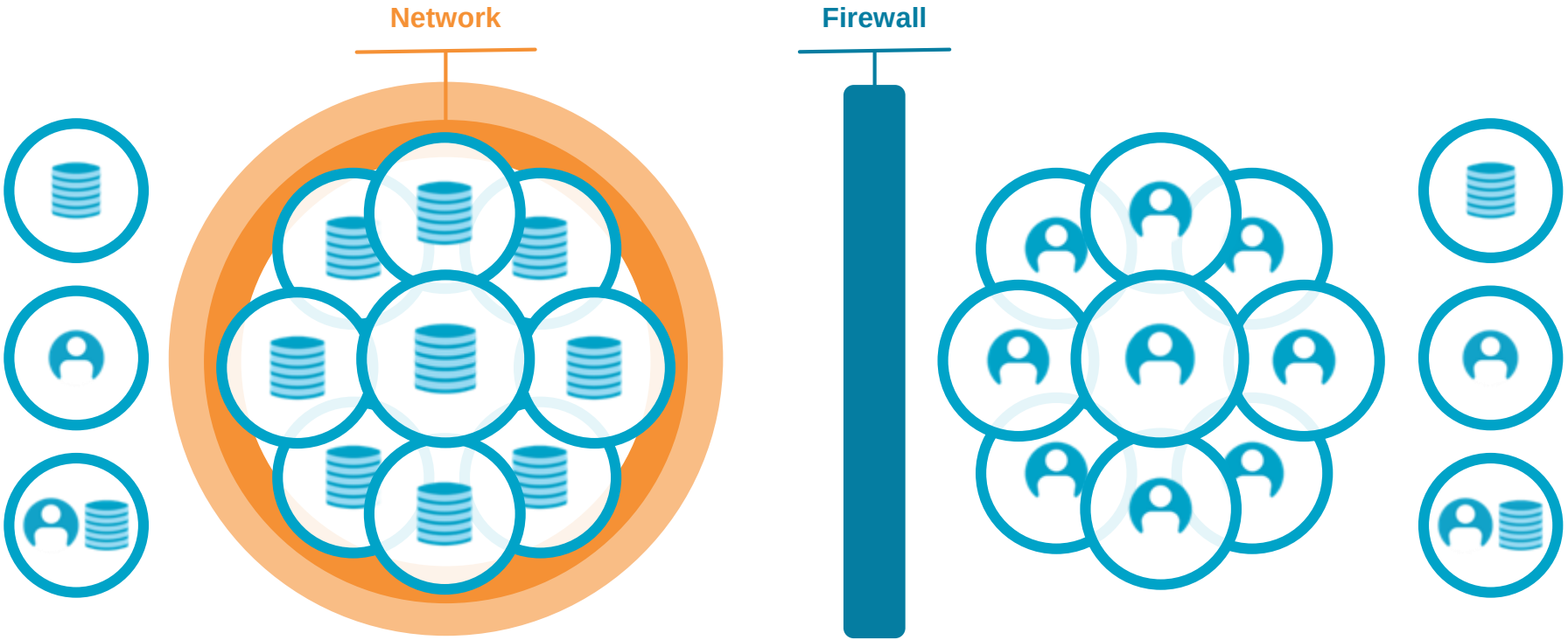
Network Centric Security



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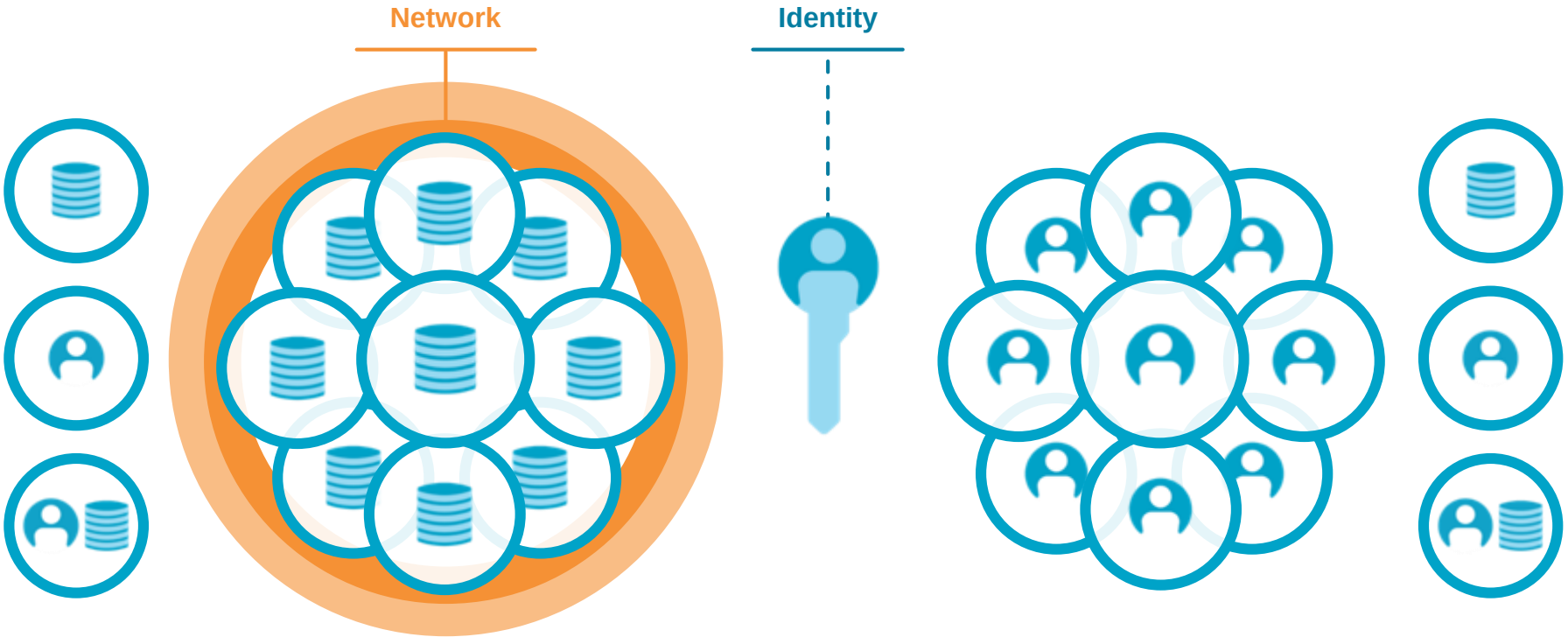
Identity Centric Security



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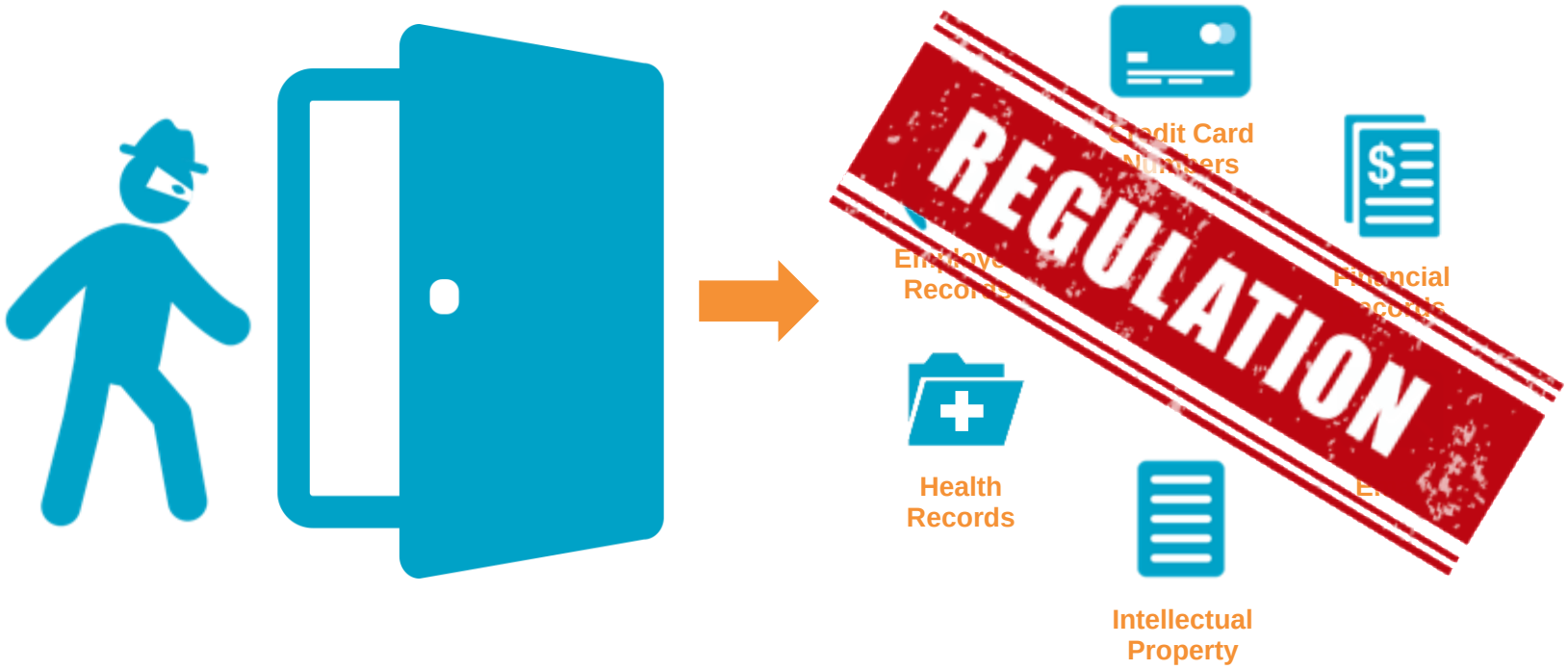
Crown Jewels Are at Increasing Risk



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OPPORTUNITY

SKILLS

INSIDER BREACH?

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Only **IDENTITY-CENTRIC SECURITY** can Address Insider Threats

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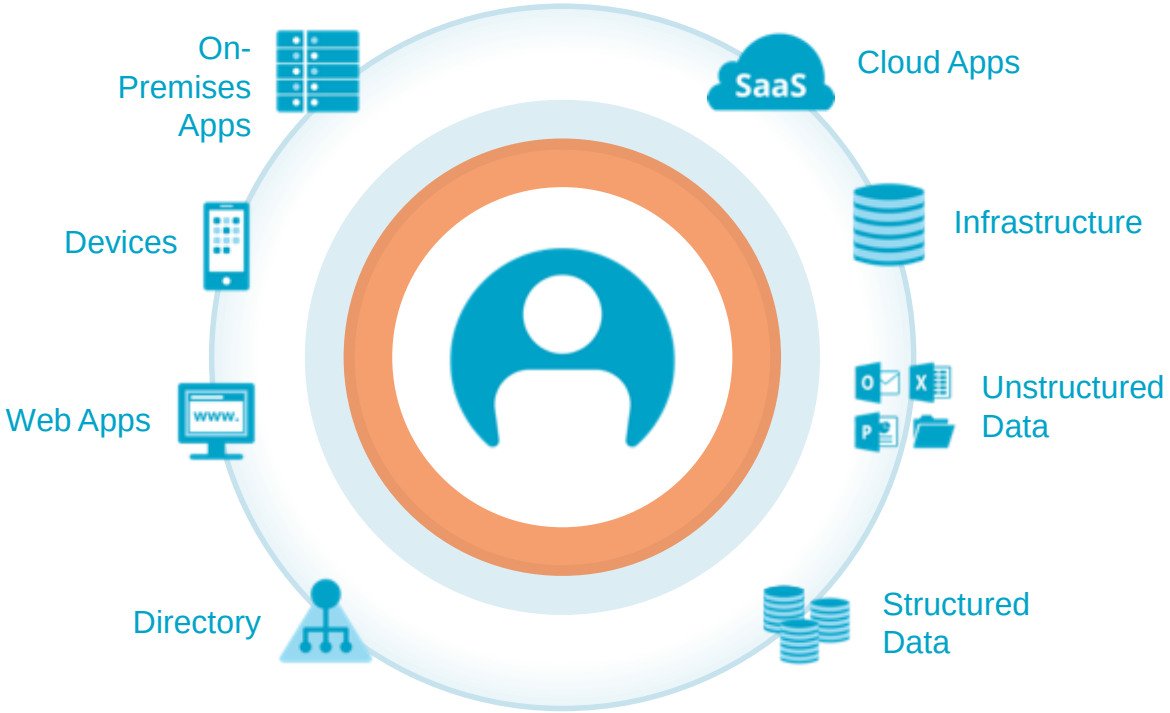
Identity-Centric Approach to Security



All Apps

All Data

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The Ideal Approach: The "Business" of Identity

Identity-Driven Business Functions

- Certification & Remediation
- Policy Enforcement
- Self-Service
- Automated Lifecycle Events
- Single Sign-on
- Dashboards, Analytics, Reporting
- Role & Risk Modeling
- Business Process Management
- Data Discovery & Classification
- Change Automation

Flexible Change Fulfillment and Data Collection

Provisioning Integration	Application Integration	Manual Workflow	Service Desk Integration	Mobile Integration	Security Integration	Unstructured Data Integration
						
Traditional IAM Tools	On-Prem	Admins	Service Management	MDM	PAM	NAS/SAN/FS
Bespoke Provisioning	SaaS				GRC	Collaborative Storage
					SIEM	Email

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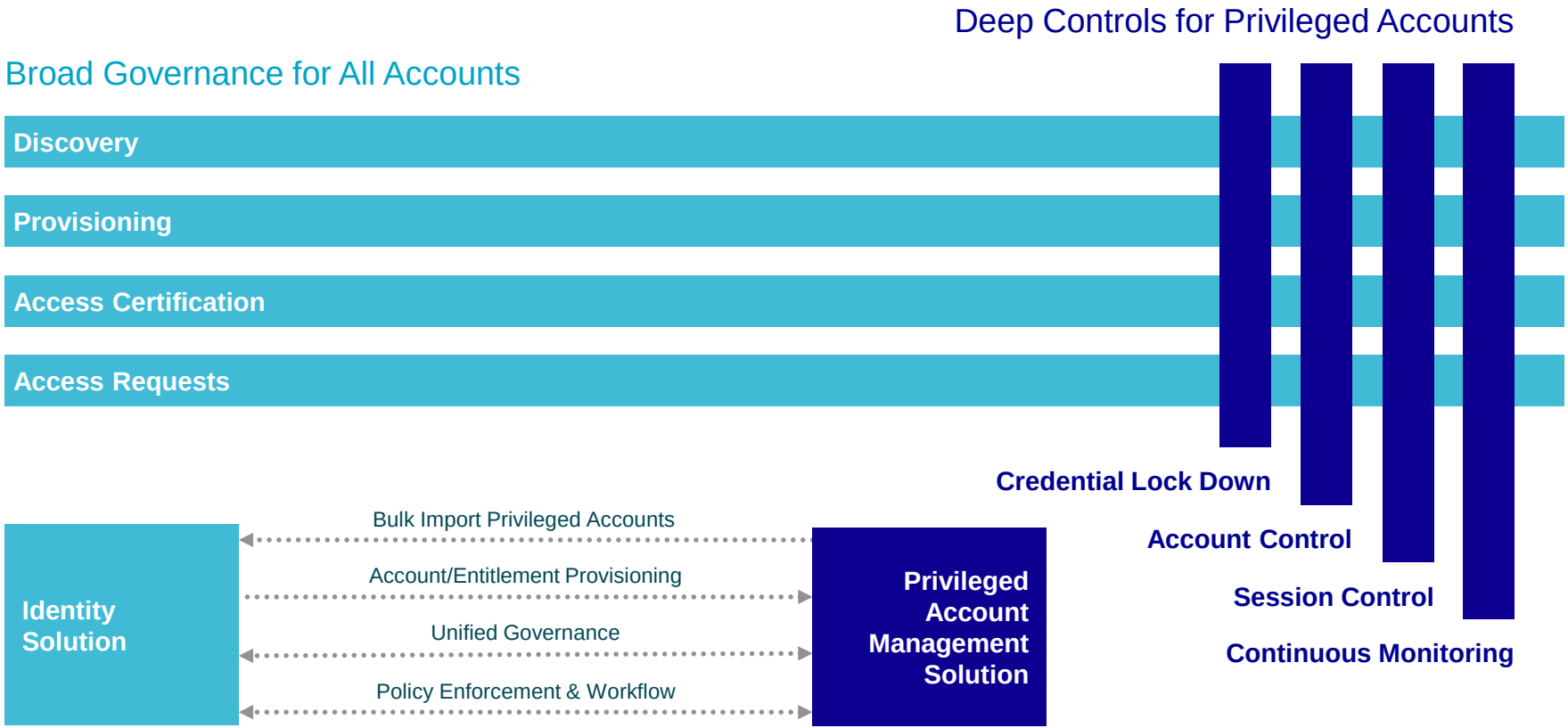
Example: PAM Integration



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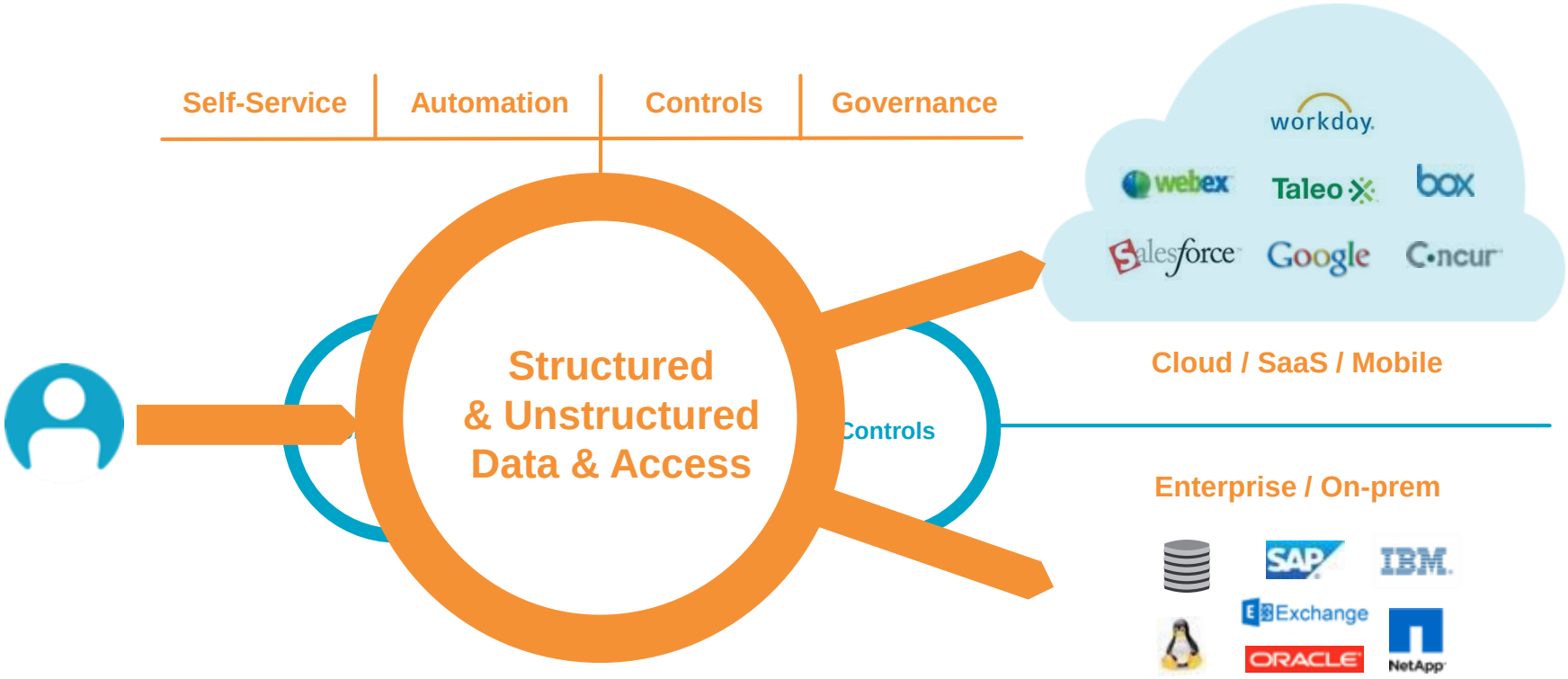
The Identity Platform



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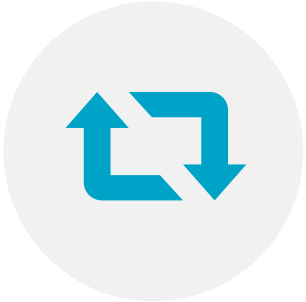
The Future?

Consumer
Simple Experience

Administrative
Flexibility



Open Platform

Vendor
Collaboration

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Thank you

Questions?

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