

# The IT Forecast: Cloudy With A Chance of Breach?

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# Keys for Cloud Infrastructure

- **Virtual Infrastructure**

- Stable, Predictable, & Scalable
- Server and Storage Optimization



- **Management & Insight**

- Capacity Trending
- Event Correlation



- **Security Built for Virtualization**

- Move beyond “air gap” security solutions
- Security portable with workloads



- **Automation & Orchestration**

- Self service provisioning
- Adaptive Infrastructure





# The Journey to the Cloud

**DELIVER USER -  
CENTRIC COMPUTING**

**Secure User Workspace**

**UNIFIED APPLICATION  
MANAGEMENT**

**Bridge Legacy and Cloud Architectures**

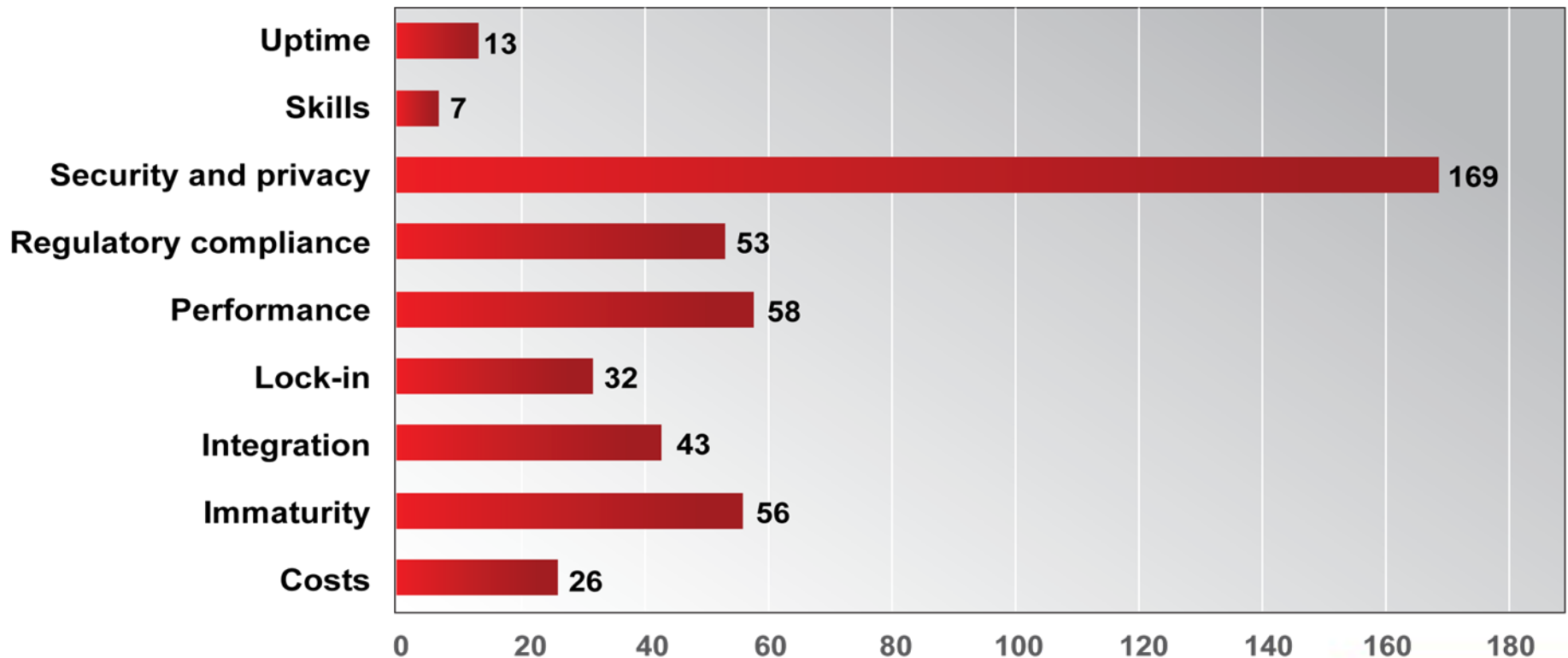
**MODERNIZE  
THE DESKTOP**

**Secure and Optimize the Traditional Windows Environment**



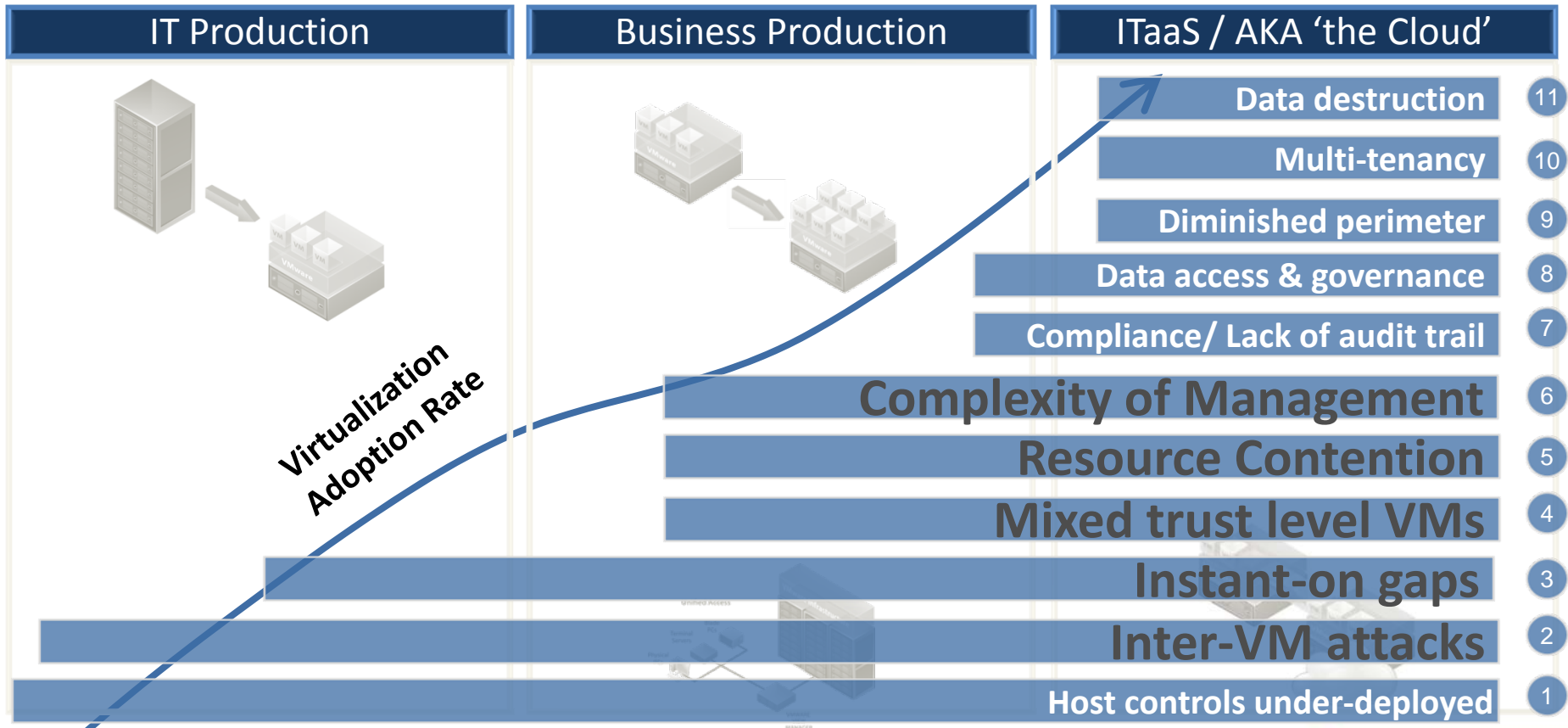
# Security: The #1 Cloud Challenge

Security and privacy were the biggest concerns by far, with a weighted score higher than the next three concerns combined: Performance, Immaturity and Regulatory Compliance



# Security Challenges Along the Virtualization Journey

VMware and Trend Micro help customers address these issues, and accelerate the journey





# Deep Security

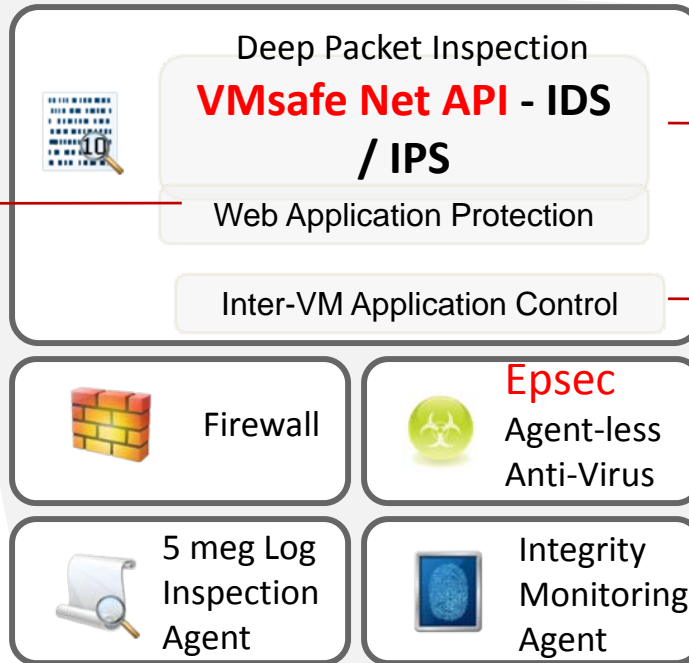
## Server & Application Protection

Shields web application vulnerabilities

Reduces attack surface. Prevents DoS & detects reconnaissance scans

Optimizes the identification of important security events buried in log entries

### 5 protection modules



Detects and blocks known and zero-day attacks that target vulnerabilities

Provides increased visibility into, or control over, applications accessing the network

Detects and blocks malware (web threats, viruses & worms, Trojans)

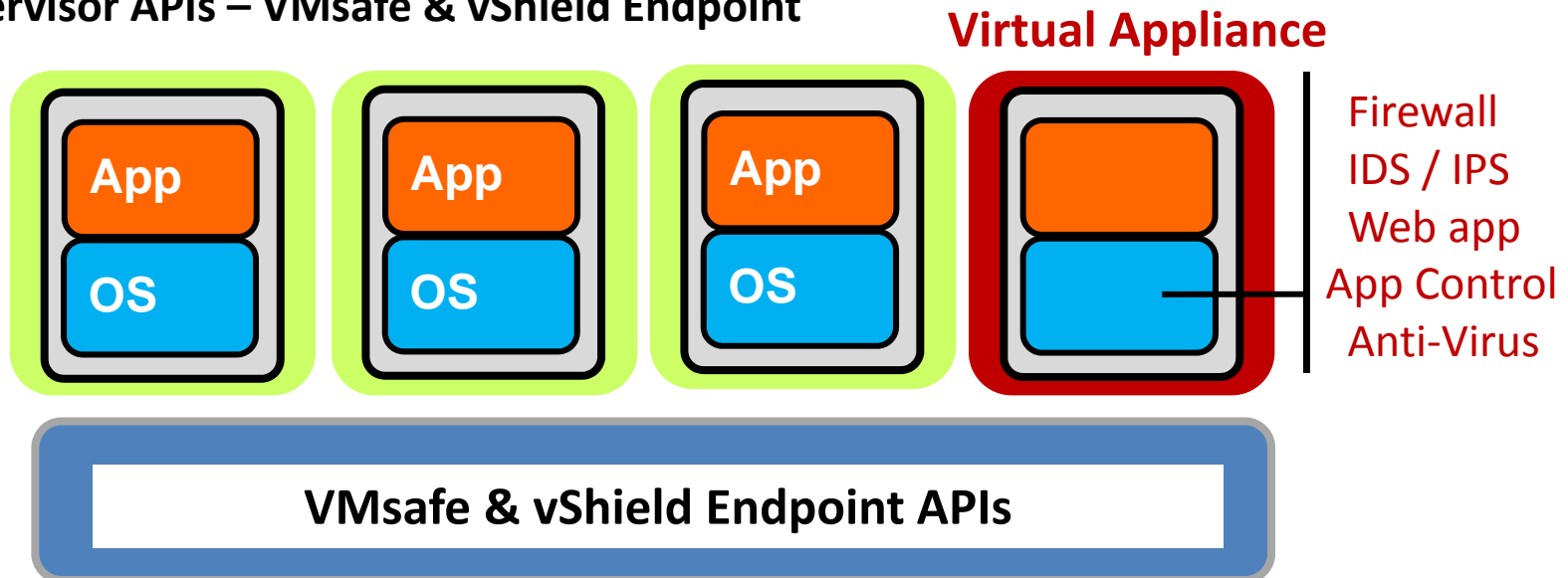
Detects malicious and unauthorized changes to directories, files, registry keys..



Protection is delivered via 5-meg Agent and/or Virtual Appliance

# Leveraging New Security Paradigms

VMware hypervisor APIs – VMsafe & vShield Endpoint

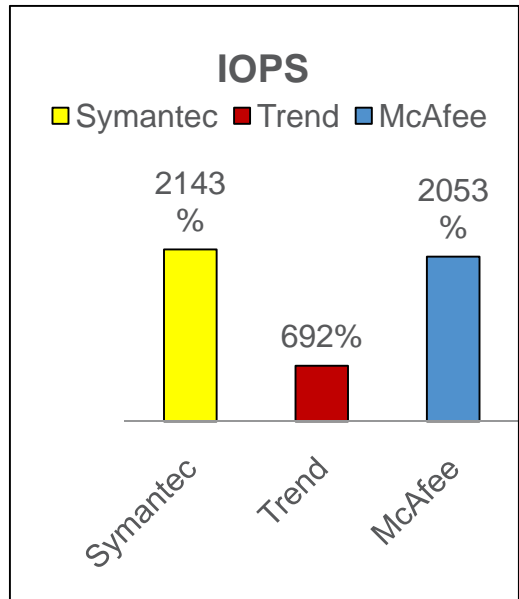
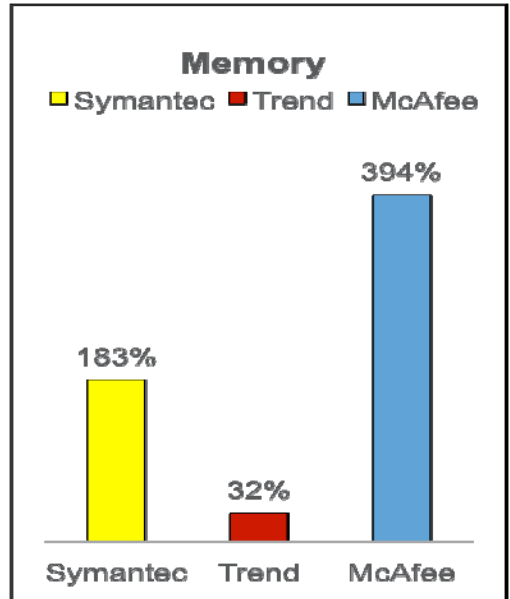
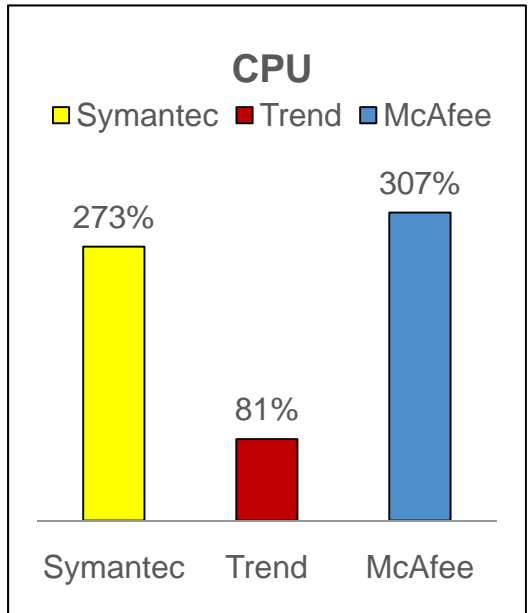


- Secures VMs from the outside, no changes to VM
- VMsafe enables traffic inspection at hypervisor layer
- vShield Endpoint enables agentless AV scanning
- Enables strong tamper-proofing from malware



# Deep Security enables higher VM densities

- SYMC/MFE consume 3x –12x more resources in sch. scans & could not handle more than 25 desktop VMs/host
- DS supports **2-3 times** no. of desktop VMs/host than traditional AV
- DS supports **40-60% more** server VMs/host than traditional AV



Scheduled scan resource usage over baseline – 50 VMs per host





# Improved Density Means Dollars Saved

<i>Desktop Virtualization TCO 1000 Virtual Desktops</i>	With Trend Micro	With Traditional Antivirus
VDI Images per server	75	25
Servers Required to Host 1000 Virtual Desktops	14	40
Capex Savings for 1 server	\$5900 (from VMware TCO Calculator)	
Power, Cooling & Rackspace Savings for 1 server over 3 years	\$3600 (from VMware TCO Calculator)	
<b>3-year savings for 1000 virtual desktops running Trend Micro</b>	<b><math>\$(5900+3600) \times 26</math> fewer servers = \$247,000</b>	

Similar savings accrue for server VM as well.

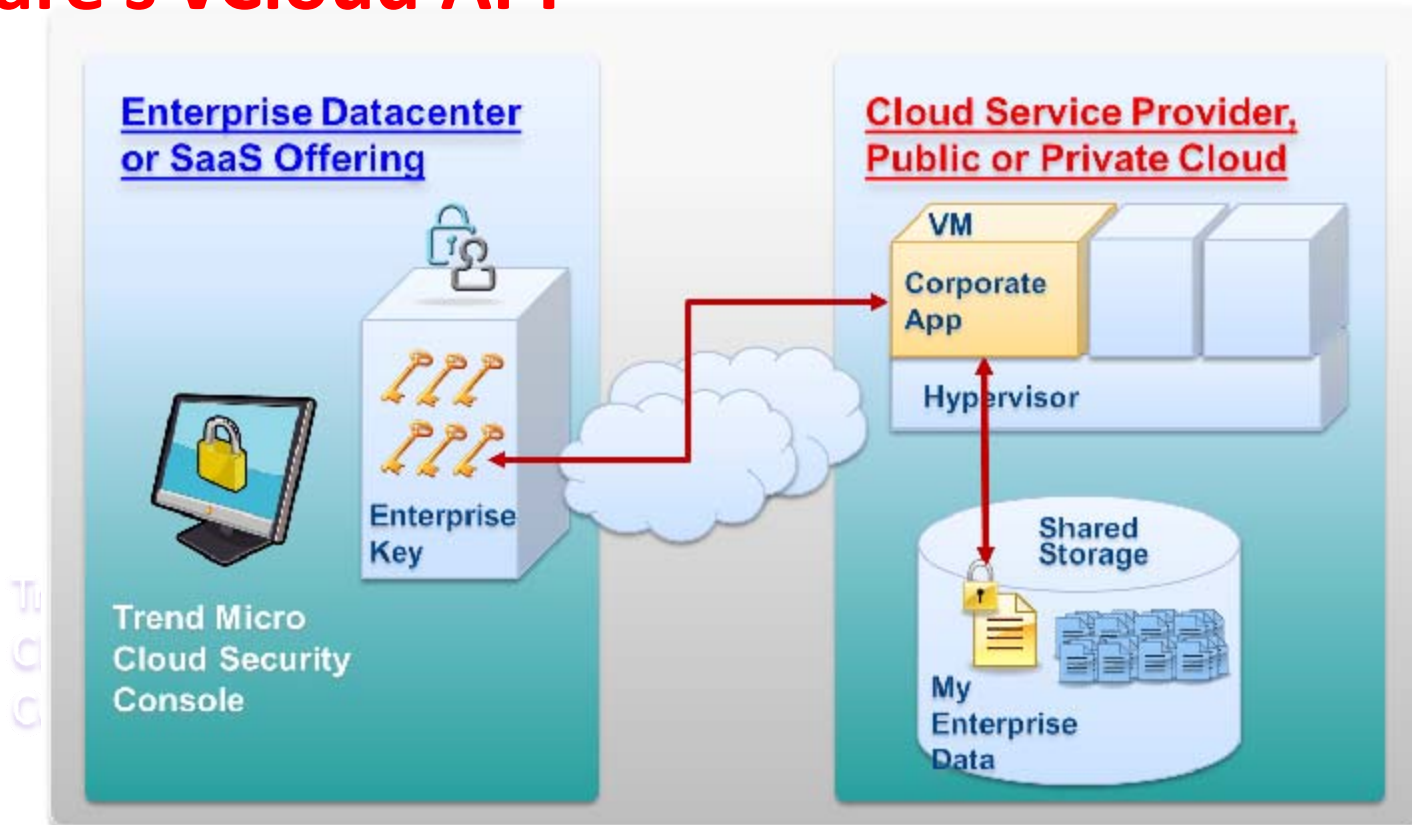
3-year savings for 600 server VMs running Trend Micro = \$200,000



# Deep Security Value Proposition

- **Less Administrative Complexity**
  - Significantly reduces effort around updating and deploying security solutions
  - 60 to 1 effort reduction in VMware View environments
  - 30 to 1 effort reduction in VMware ESX environments
- **More Protection**
  - Tamper proofed agents, no components to turn off or disable in guest
  - Instant On Protection for existing and new guests
- **Better Performance**
  - Remove resource contention issues for CPU, disk and network
  - More VM guests = more resource savings

# Enterprise Data Protection for the Cloud – VMware's vCloud API





# Siwel's Cloud Enablement Solutions

- **Virtual Infrastructure Optimization**
  - vSphere Best Practice deployments
  - Server, storage, and network tuning
  - Tier-1 application virtualization
- **Resource Management**
  - Proactive capacity management
  - Ecosystem monitoring & response
- **Security Amplification for Cloud**
  - Virtualization-aware security solutions
  - Optimized and portable VM security
- **Automation Solutions**
  - Catalog based self-service frameworks



# THANK YOU!



# QUESTIONS?

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