



Rob Messmer - CBTS

Sales VP & Channel Chief



Matt Douglass - CBTS

**Sr. Director Solution
Engineering**

Expert Breakdown: SD-WAN Security Series 1.1

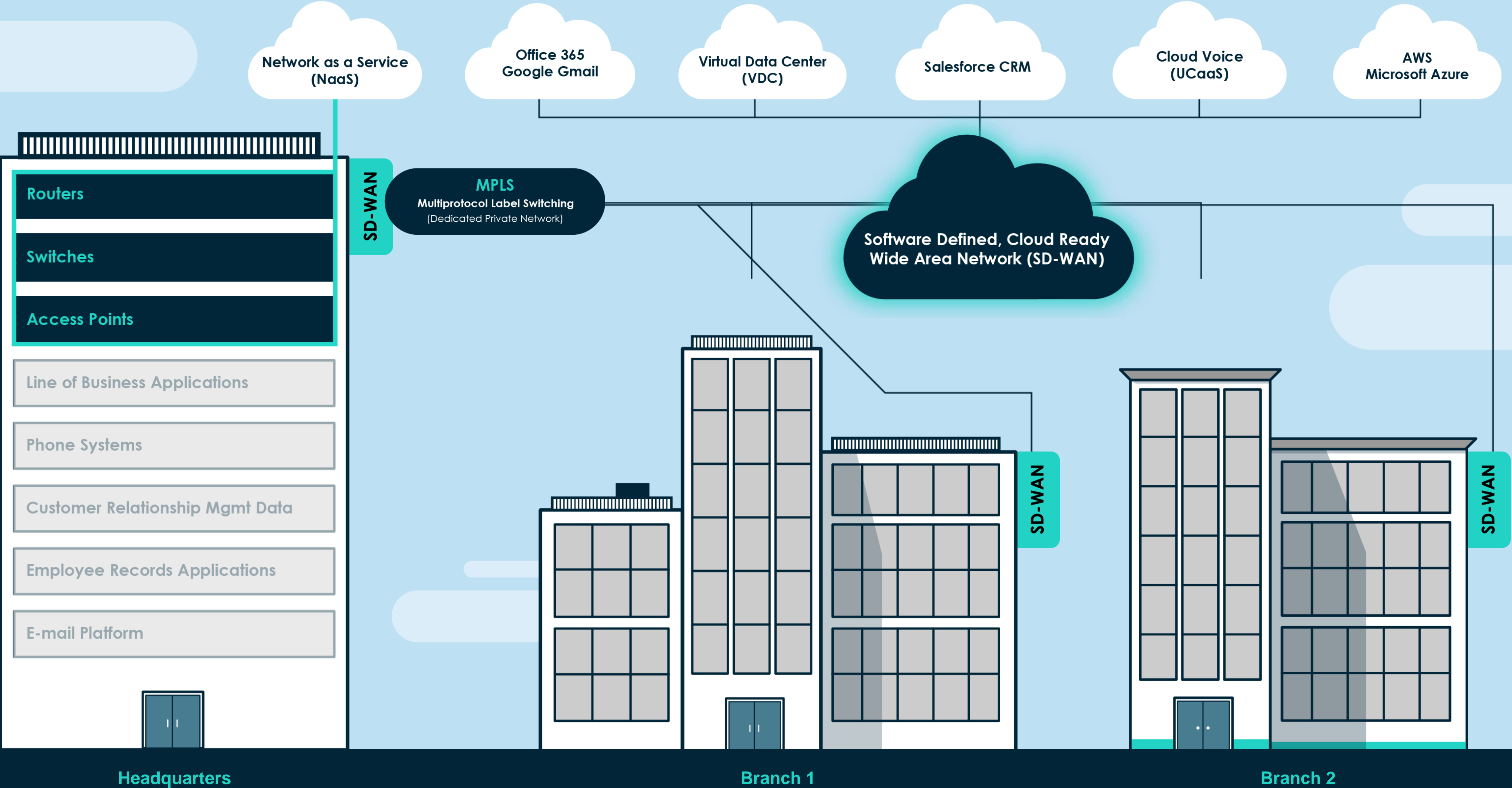
Cloud Security: what is it, why now, and how should you talk to your customers about it?

Please note:

- All attendees will be muted and video turned off to avoid connection quality issues
- During the presentation, please type any questions you have into the chat panel
- If you do not see a chat panel, click the chat icon at the bottom of the main Webex screen



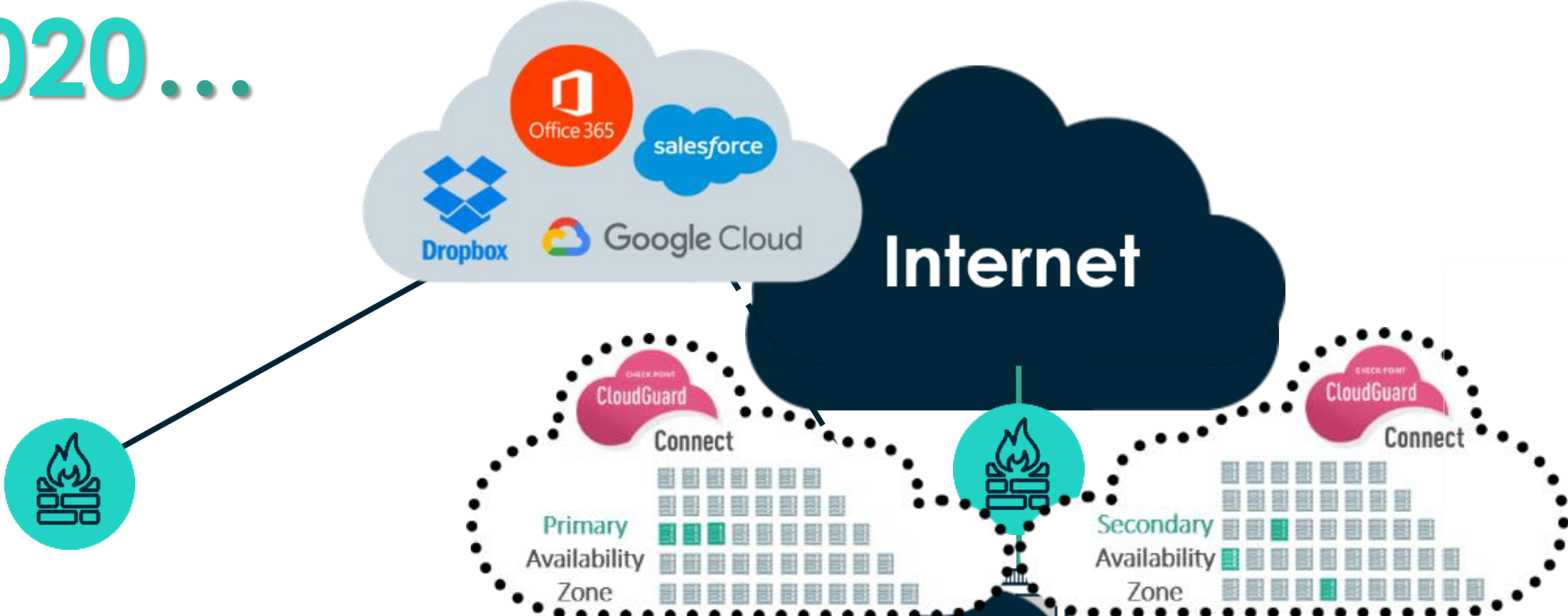
Journey to the Cloud



Three Main Questions:

- 1) What about my Security?
- 2) Where do Firewalls go now?
- 3) How do I protect my data in the Cloud?

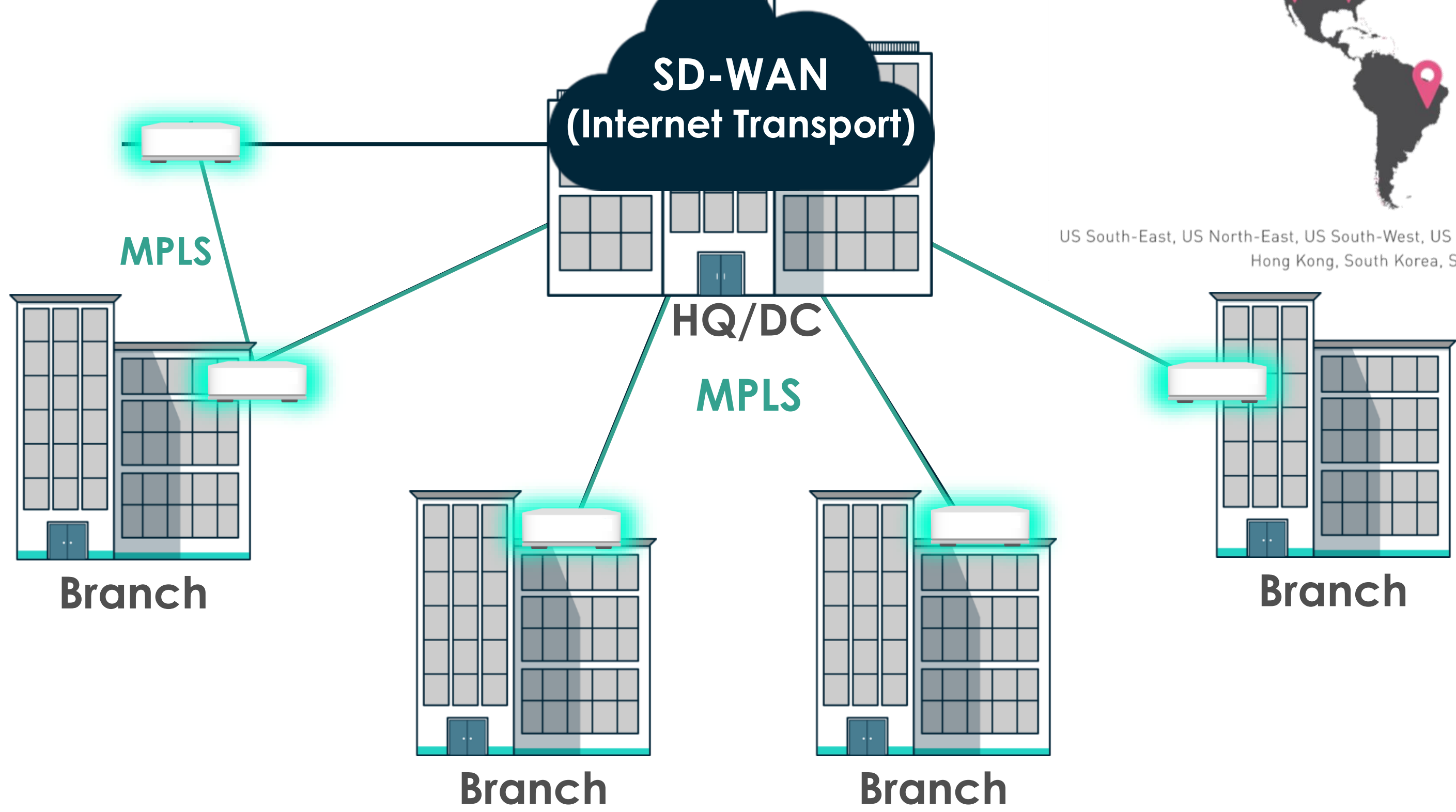
1999 - 2018 - 2020...



Worldwide Locations



US South-East, US North-East, US South-West, US North-West, Canada, Germany, France, Sweden, Ireland, United Kingdom, Hong Kong, South Korea, Singapore, Japan, Australia, India, Brazil, Bahrain



Customer Concerns



Regulatory Compliance



New Threats and Vulnerabilities

Confusing Product Landscape



Skills and Resources Gap



The Next Evolution – Cloud Security + SD-WAN

- Moves the Day Zero Attack Plane to the Cloud
- Single Pane of Glass for all Users and Policies Enterprise Wide
- Removes Another Piece of Equipment from the Closet
- Next Generation Security with Immediate Threat Response
- Easy to Deploy, Maintain, and Scale
- Remote Workforce Enablement - Remote VPN clients to the cloud vs a single appliance at HQ or DR
- Optimization of Local Internet Connections - Eliminates bottle necking at HQ and DR locations.



Security Practice

Experienced Security Professionals

- Broad technical background
- Trained and certified
- Experience with every industry/vertical
- Tailored assessment services
- Customized, handwritten reports
- Thorough, standards-based approach

Services

- Consulting
- Vulnerability Assessments
- Managed Cloud Security
- Managed Security Monitoring & Operations

Can recommend technology solutions based on assessment findings



Technology Partners



Starting the Security Conversation



Ask about your customers Security Practice.

- How does network security fit into the bigger picture for them?
- Who manages the network security devices today? Are they deployed with adequate redundancy? When was the last time the threat definitions and code on those devices were updated?
- Have they had any breaches in the last year? If they had a breach what happens next? Do they have a plan?

How has their employees working from home affected their networks?

- Have their users experienced any issues while working from home? If so what?
- Have they found a solution to those issues yet?

How is your customer protecting their data in the cloud?

- How are they ensuring users are using approved SaaS products?

Security is a key element in all business technology projects – ask your customers about them!

Mission Thought leading IT Services provider
Services XaaS - Hardware - ProServ - Cloud
Market Commercial, Healthcare & Enterprise
Geography North America (limited Global)

NYSE: CBB
 Headquarters: Cincinnati, OH



Mission Fiber facilities leader in key markets
Services Internet - Voice - Video
Market Residential & Commercial
Geography Cincinnati, Ohio & Hawaiian Islands

UCaaS, LAN, SD-WAN, & Security Portfolio



Cisco UCaaS CCaaS & Webex

Cisco Call Manager/HCS
Cisco Broadsoft & UC-One
Cisco UCCx & UCCE
WebEx Contact Center
WebEx Calling
WebEx Meetings & Teams
WebEx Rooms & Boards



Cisco Meraki as a Service

MX UTM/Firewall
MS POE Layer 2/3
MR Access Points
MV Cameras
Co-Management



Multi – Platform SD-WAN Practice

Velocloud
Meraki & Viptela
4G/LTE Backup
Circuit LOA
Co-Management



Multi-Platform Cloud Security

Checkpoint & Cisco
UTM/Firewall
SSL Decryption
Sandboxing
VPN Client
CASB



Jon Lloyd - CBTS
Director of Cloud
Networking



Matt Douglass - CBTS
Sr. Director Solution
Engineering

Expert Breakdown:
SD-WAN Security Series 1.2
**Cloud Security: Enable your clients with Check
Point CloudGuard Connect**

Wednesday, July 1, 1:30 p.m. EDT

Thank You!



Please reach out to your CBTS
Channel Manager



@CBTSconnect