IBM Security

A New Era of Security for a New Era of Computing

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Vice President, Security Services
IBM
March 13, 2015
Sophisticated attackers break through safeguards every day

<table>
<thead>
<tr>
<th>Year of the breach</th>
<th>2012 40% increase</th>
<th>2013 500,000,000+ records breached</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td></td>
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Note: Size of circle estimates relative impact of incident in terms of cost to business

<table>
<thead>
<tr>
<th>Attack types</th>
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<tbody>
<tr>
<td>SQL injection</td>
<td>Spear phishing</td>
<td>DDoS</td>
<td>Third-party software</td>
</tr>
<tr>
<td>Physical access</td>
<td>Malware</td>
<td>XSS</td>
<td>Watering hole</td>
</tr>
<tr>
<td>Undisclosed</td>
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</tbody>
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Source: [IBM X-Force® Threat Intelligence Quarterly – 1Q 2014](#)

61% of organizations say **data theft and cybercrime** are their greatest threats

2012 IBM Global Reputational Risk & IT Study

$3.5M+ average cost of a **data breach**

2014 Cost of Data Breach, Ponemon Institute
New technologies introduce new risks…

70% of security executives have cloud and mobile concerns
2013 IBM CISO Survey

614%
Mobile malware growth in just one year
2012-2013 Juniper Mobile Threat Report

… and traditional security practices are unsustainable

85 security tools from 45 vendors
IBM client example

83% of enterprises have difficulty finding the security skills they need
2012 ESG Research
IBM Security invests in best-of-breed technologies

…and we are relentless innovators

• 70+ new or updated offerings in the last 12 months
• Major innovations in every IBM security domain
IBM Security Strategy

1. Support the CISO agenda

   CISO, CIO, and Line-of-Business
   Deliver a broad portfolio of solutions differentiated through their integration and innovation to address the latest trends

2. Innovate around megatrends

   Key Security Trends
   - Advanced Threats
   - Cloud
   - Mobile and Internet of Things
   - Compliance Mandates
   - Skills Shortage

3. Lead in selected segments

   IBM Security Portfolio
   - Strategy, Risk and Compliance
   - Cybersecurity Assessment and Response
   - Security Intelligence and Operations
     - Advanced Fraud Protection
     - Identity and Access Management
     - Data Security
     - Application Security
     - Network, Mobile and Endpoint Protection
   - Advanced Threat and Security Research
Spotlight on Jeffrey Bolle

Joined IBM in October, 2014 after 6.5 years of active duty in the US Marine Corp

During his military career he was a signals intelligence officer and then was sent to Marine Forces Cyberspace Command where he focused on cyberspace operations.

Jeffrey was deployed 2 times: Iraq for 6 months and with the 22d MEU for 11 months in the Mediterranean, the Gulf of Aden, East Africa, and the Persian Gulf.

His advice to those looking to transition out of the Military:

- If you don’t have a college degree, get one.
- Get credit for training you have completed in the military, especially in technical fields
- Spend time translating your military skills into skills needed in the commercial sector
- Get ready to talk about yourself and sell your skills
- Be flexible. Your first job may not be everything you dreamed about. Jeffrey was a consultant for 4 months before he came to IBM
Job Opportunities with IBM Security

Positions

- IT Operations System Administrators, IT Operations Engineering Coordinators, IT Architects
- Project Managers
- Security Consultants
- Security Information and Event Management (SIEM) Analysts and Admins
- Security Operations Center (SOC) and Malware Analysts

Recommended Skills

- Basic knowledge Management Consulting, Systems Integration or Managed Security Services
- Demonstrated communication, presentation and analytic skills
- Ability to work easily with diverse and dynamic teams
- Knowledge or experience in one of more of the following Security Domains:
  - incident response
  - forensics analysis
  - penetration testing / ethical hacking
  - secure application coding practices
  - identity & access management
  - security operations
  - analytics / security intelligence
  - network security
- Understanding of contemporary and legacy security technologies within a domain (eg. Firewalls, IDS, SIEM)
- Understanding of IT and IS frameworks and standards (eg. ISO 27001)

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Statement of Good Security Practices: IT system security involves protecting systems and information through prevention, detection and response to improper access from within and outside your enterprise. Improper access can result in information being altered, destroyed, misappropriated or misused or can result in damage to or misuse of your systems, including for use in attacks on others. No IT system or product should be considered completely secure and no single product, service or security measure can be completely effective in preventing improper use or access. IBM systems, products and services are designed to be part of a lawful, comprehensive security approach, which will necessarily involve additional operational procedures, and may require other systems, products or services to be most effective. IBM DOES NOT WARRANT THAT ANY SYSTEMS, PRODUCTS OR SERVICES ARE IMMUNE FROM, OR WILL MAKE YOUR ENTERPRISE IMMUNE FROM, THE MALICIOUS OR ILLEGAL CONDUCT OF ANY PARTY.

Thank You

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