



# Partner Sales Academy

Simple.Predictable.Profitable.™



Windows Server 2016: Power your business.



Windows Hello: you are the password.

# Dell Data Security

Cztery obszary bezpieczeństwa.



# Agenda

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# Dell is the leader in end-user security

## Secured data



### Dell Data Guardian

Protect, control, monitor data in motion



### Dell Encryption

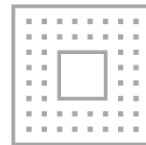
Protect data at rest and enable compliance



### Dell Threat Defense

Prevent threats with artificial-intelligence based algorithms

## Trusted devices



### Product Security

Improve security by conducting security processes in hardware



### Supply Chain Assurance

Mitigate threats such as embedded malware and counterfeit components

Data stays protected. End users stay productive. IT stays confident.



# Trends



# Workforce Transformation begins with Security

## When and how we work has changed and will continue.

- 60%** Work after business hours.
- 2/3** Do some business from home.
- 42%** Would quit a job with poor technology.
- 82%** Say technology influences the job they take.

## Increasing risk and likelihood of data compromise.

- 95%** Breaches begin at the endpoint.
- 72%** Employees willing to share confidential data externally.
- 50%** Use personal cloud apps and email to share confidential data.
- 41%** Employees that will go around security for productivity.



# Dell Endpoints = Embedded Security



# Embedded Security available for every commercial PC

## Secure Credentials

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### Dell ControlVault™

Secure processor, isolates authentication operations from the OS and hard drive

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### Multifactor authentication hardware

FIPS 201 certified Smart Card Reader  
FIPS 201 certified Fingerprint Reader

## Industry Standards

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### TPM 2.0

FIPS & TCG certified

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### Intel® Core™ vPro™ processors with Intel® Authenticate

Robust identity and multifactor security that reduces exposure to software-level attacks

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### Microsoft Windows 10

A more secure OS

## Root of Trust

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### Only Dell offers...

### Off-host BIOS Verification

preserving the device root of trust





# Cyber attacks



# Dell Encryption



# Dell Encryption protects data at rest

**Flexible encryption  
options**



**Endpoint Compliance  
with GDPR**



**Industry's first dual  
layer encryption**



**Multi-ecosystem  
support**



# Dell Threat Defense





# Dell Threat Defense – Powered by Cylance

- Based on machine learning
- Recognize and block >99% of malware
- Pre-Execution vs. Post-Execution
- No daily / hourly updates
- No Internet connection required
- On-premise management
- Low resources 1-3% CPU & 40 MB RAM
- Low false positive rate ~ 0,006 %
- BIOS / UEFI verification
- OnPrem or cloud based



Low  
Resources



No  
Signatures



No Sandbox



No manual  
Classification



No Heuristic



No  
Execution



No  
Updates



No CleanUp



No Behaviour  
Analysis



No Micro-  
Virtualization



No Internet



No Update  
Servers



# ESSE – Endpoint Security Suite Enterprise



# Dell Endpoint Security Suite Enterprise prevents threats

## Unparalleled Security

99%

Endpoint malware prevented before it can even run, on average

## End User Productivity

4%

CPU utilization – enabling end users to be productive with lower processing requirements

Innovative – AI and machine learning



Host-based firewall

Integrated encryption for at-rest protection

Minimal footprint with offline protection

Powered by Cylance



# DLP+





# Dell Data Guardian protects data on the move

## Protect

data wherever it goes

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Most file types

256bit encryption

Non-domain protection

Multi-ecosystem support



## Control

access to who and  
when accesses the data

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Time-based access limits



## Monitor

Data activity and  
location

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Digital watermark



# The Data Guardian experience

**Protect** your data wherever it goes.

**Control** who gets access to your data.

**Monitor** data activity and location.



You send a file to a collaborator.



On the move and at rest, the data is encrypted, protecting security and privacy.



You control your collaborator's access and how they can interact with your file.



Data Guardian monitors the data, alerts you of risks, and prevents intentional or inadvertent security compromises.



# \$ummary



# Dell Data Security:

- ✓ NG AV
- ✓ Encryption
- ✓ More than DLP
- ✓ **60% discount**
- ✓ Great moment to achieve VISIBILITY
- ✓ Dell Support





# Dell Data Security → CHECK US OUT!

**LINK:** <https://marketing.dell.com/data-protection-evaluation>



# Dziękuję za uwagę.



# Program partnerski Dell EMC

Jakub Łukasiewicz

