

Agosto 2016



SEGURIDAD, VISIBILIDAD Y SDN: CONTROL TOTAL

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SEGURIDAD

Palo Alto Networks



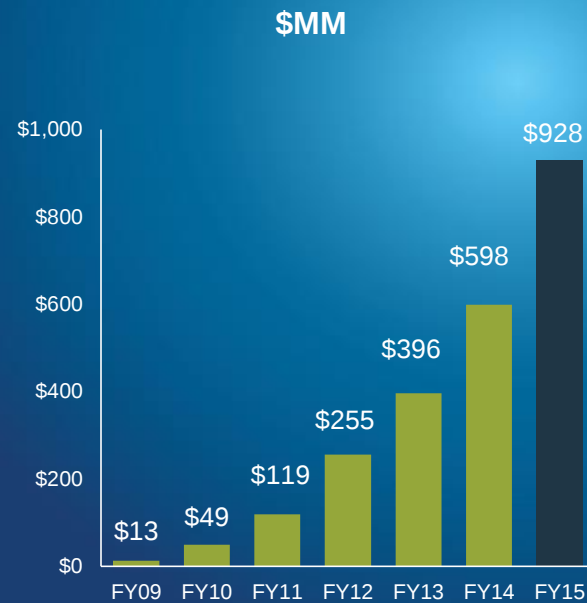
Palo Alto Networks at-a-glance



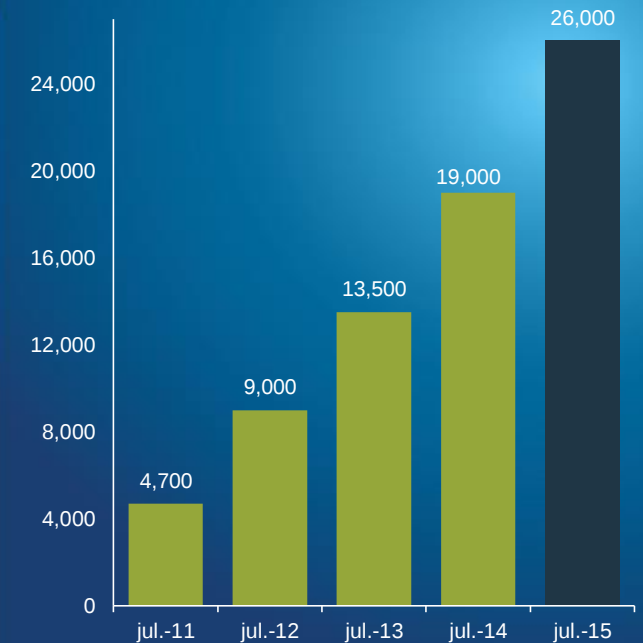
CORPORATE HIGHLIGHTS

- Founded in 2005; first customer shipment in 2007
- Safely enabling applications and preventing cyber threats
- Able to address all enterprise cybersecurity needs
- Exceptional ability to support global customers
- Experienced team of 3,300+ employees
- Q2 FY16: \$334.7M revenue

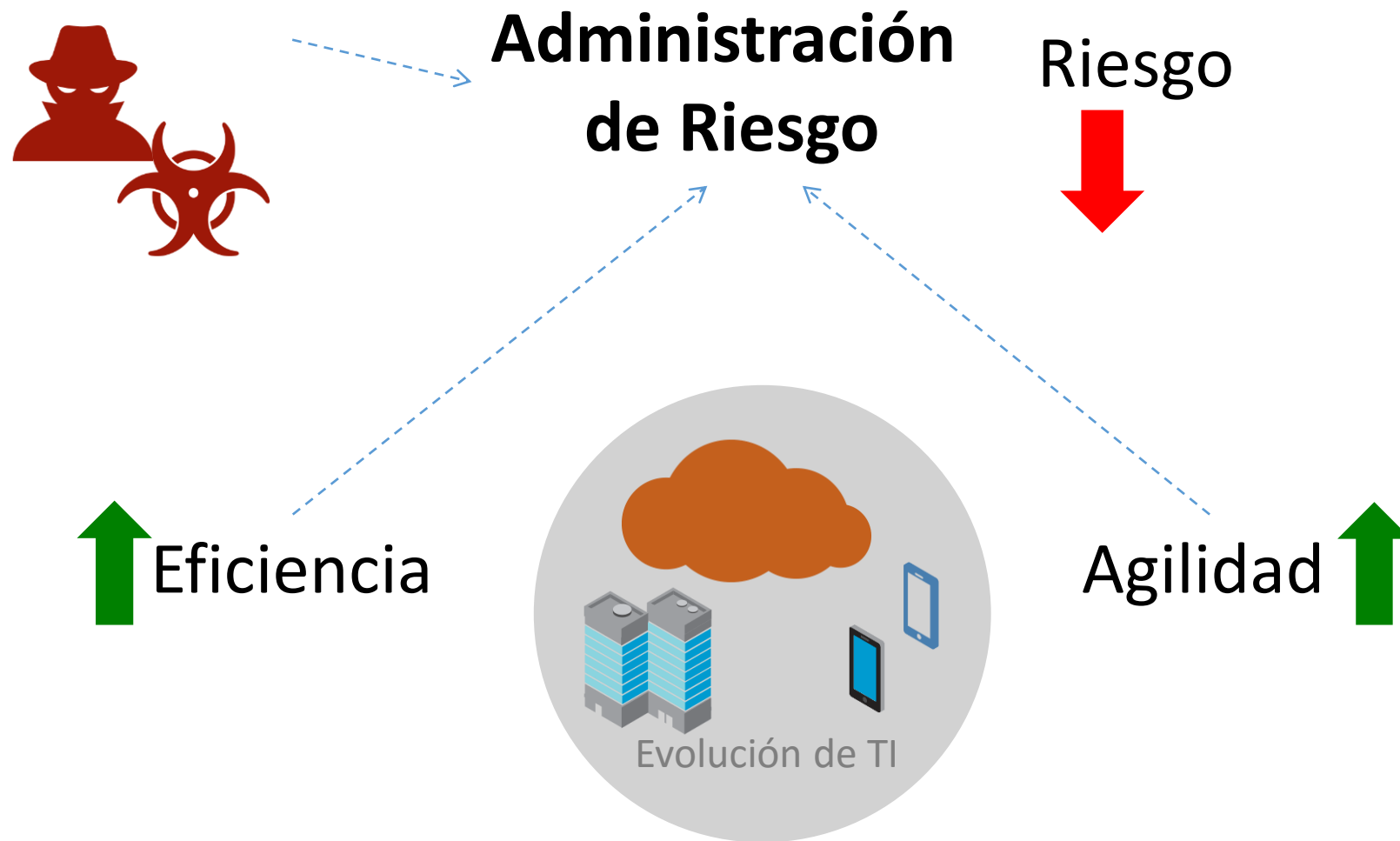
REVENUES



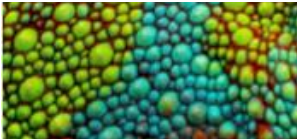
ENTERPRISE CUSTOMERS



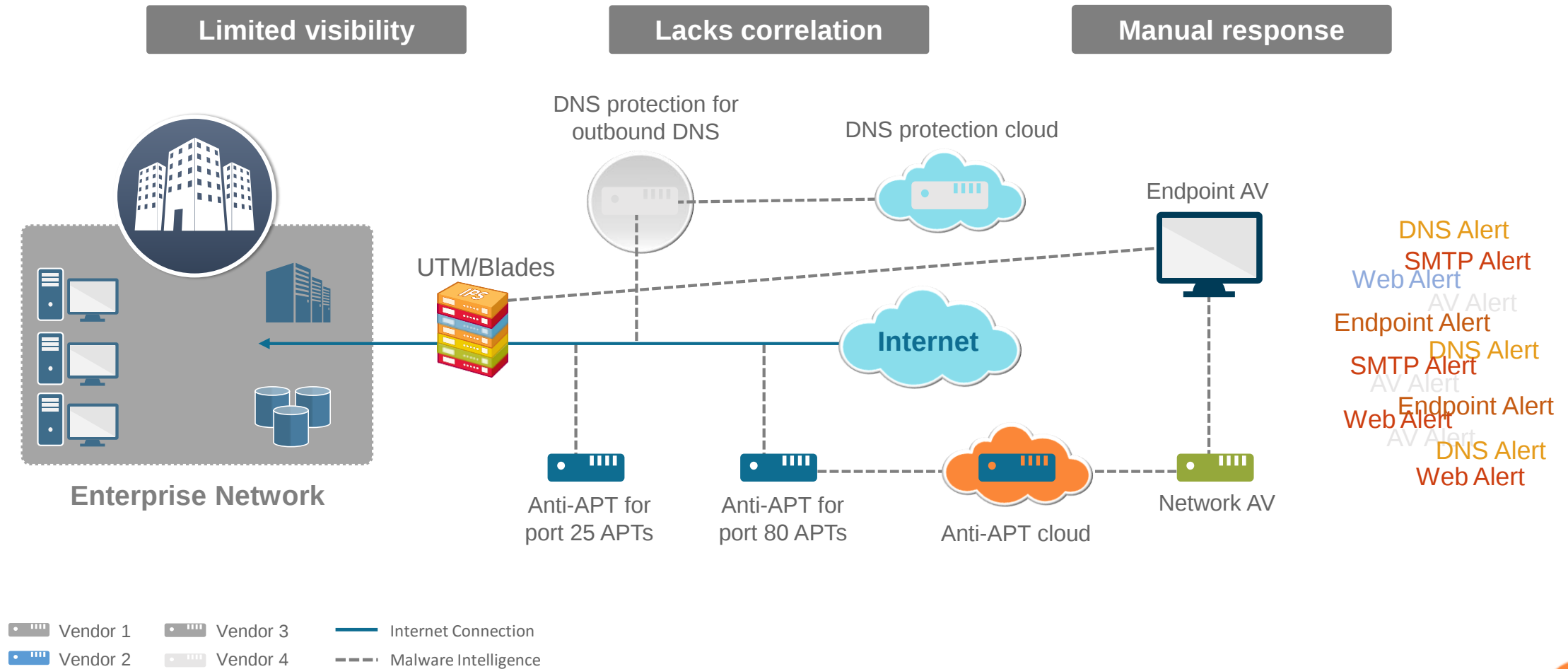
La Seguridad como un Habilitador de Negocios



Nuestra diferencia: EL PODER DEL CONTEXTO



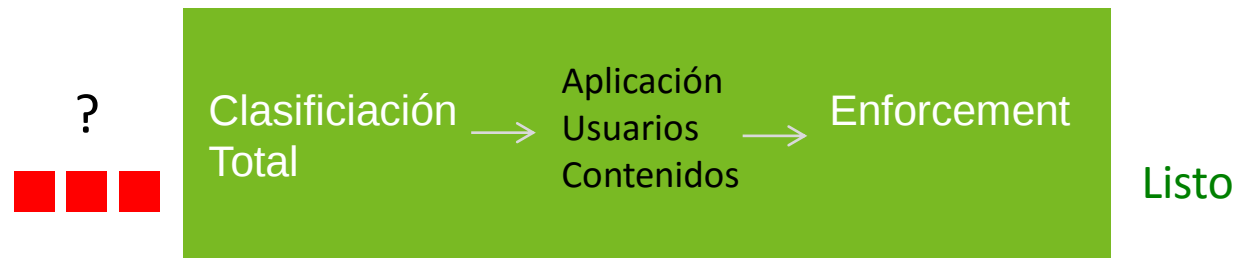
Failure of legacy security architectures



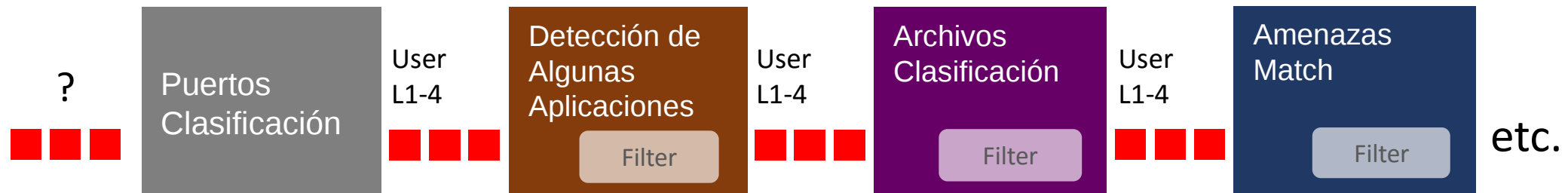
Una Arquitectura fundamentalmente diferente



Palo Alto Networks: *políticas de seguridad en un solo paso.*



Competencia: *Filtros secuenciales sin contexto*



LOS DEMÁS



PORQUÉ ES IMPORTANTE?

Ejemplo de escenario:



Navegación Web



Respaldo Nube



SharePoint on line

Política deseada



Bloquea todos los archivos



Permite todos los archivo



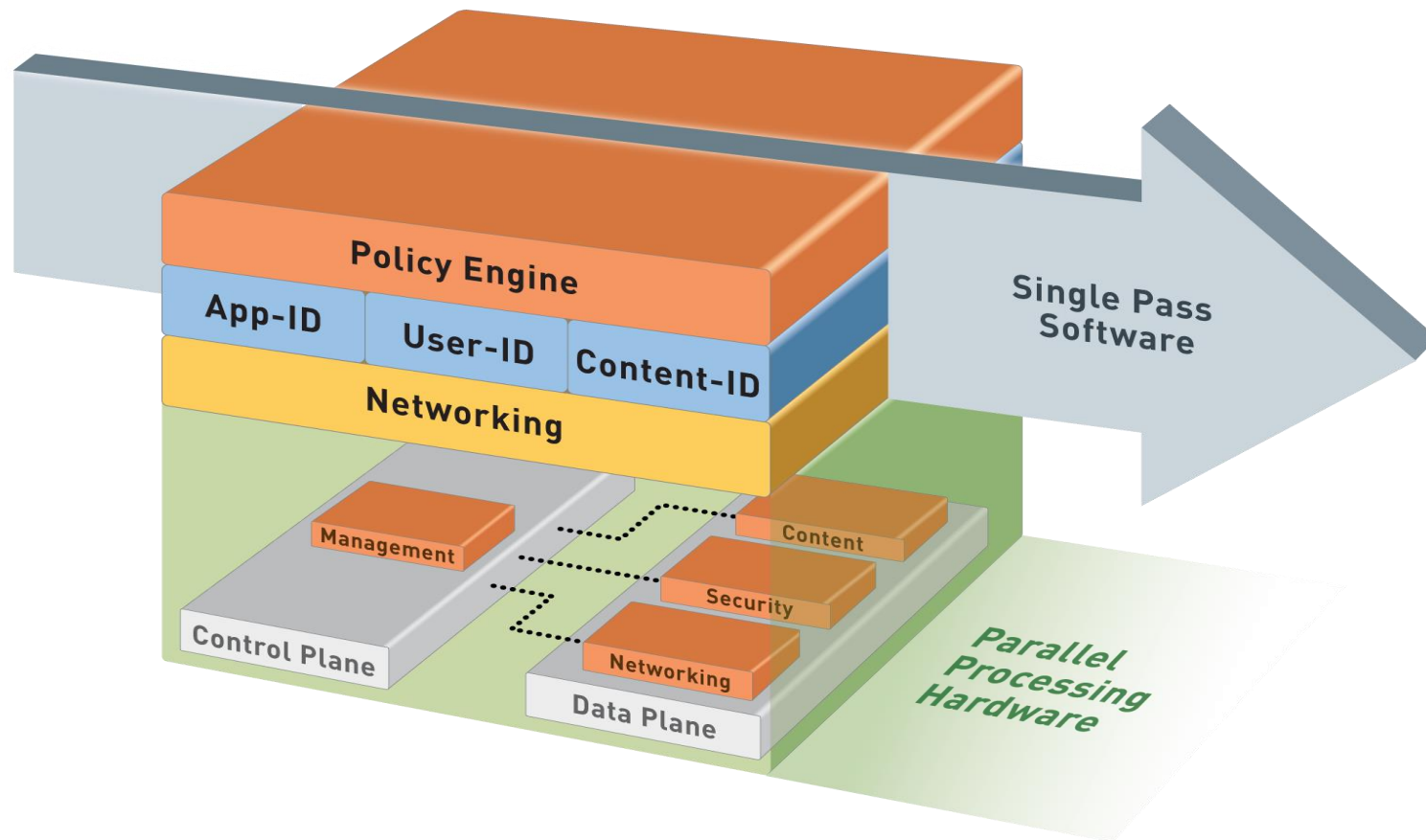
Bloquea solo Ejecutables

Nosotros podemos!

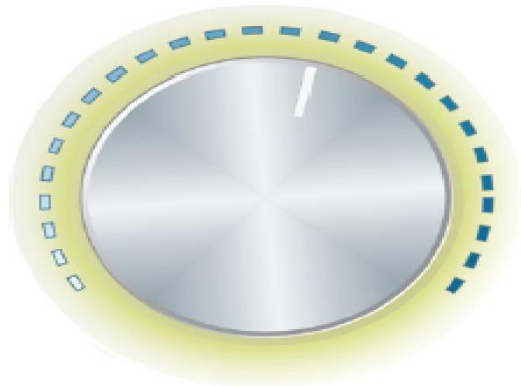
Los demás no...



Single-Pass Parallel Processing™ (SP3) Architecture



OUR PLATFORM FUNDAMENTALS



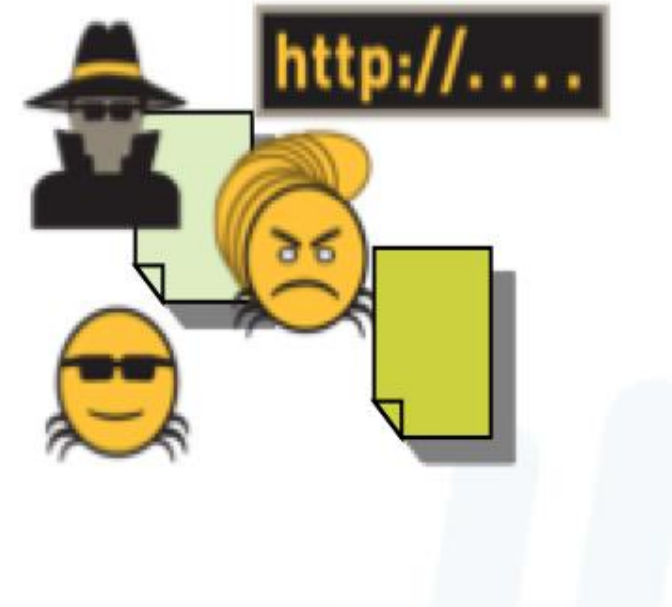
Application **Enablement**

Palo Alto Networks safely enables applications, ensuring full business benefits while minimizing the security risks.

APP ID

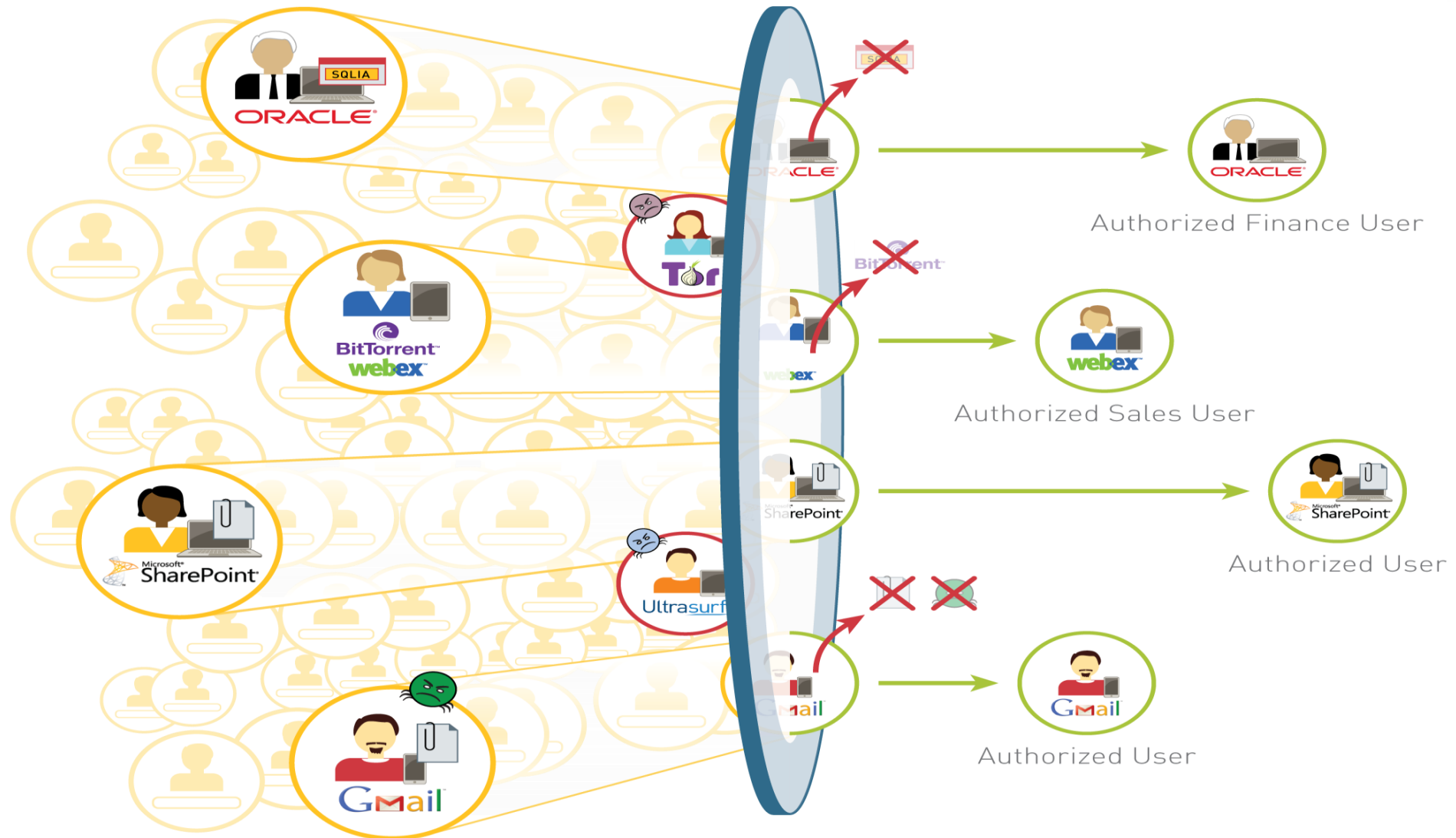


USER ID



CONTENT ID

SAFELY ENABLE APPLICATIONS



THREAT INTELLIGENCE CLOUD



THE UNKNOWN

Automatically identified

192,000 Anti-malware
protections per day

24,000 URL
protections per day

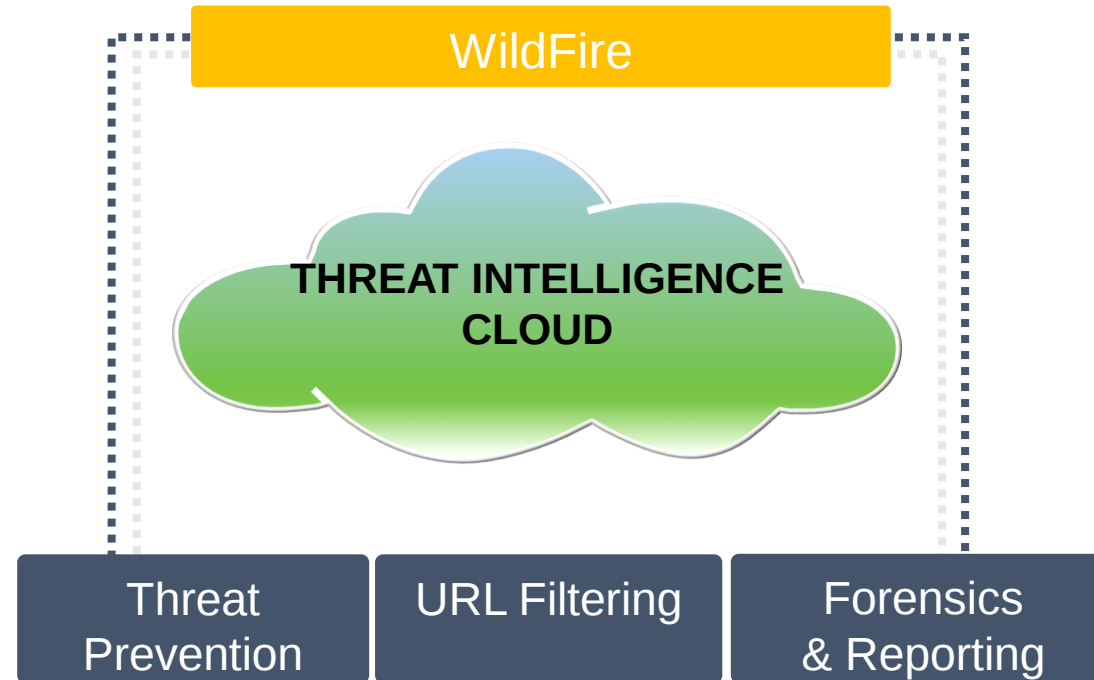
12,000 DNS
protections per day

REMEDiation

Automatically prevented

Protections delivered
automatically in
15 minutes

Rich forensics and reporting
for quick, detailed investigation

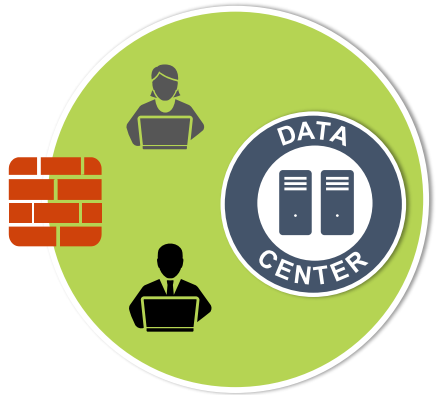


Requirements for the future

DETECT **AND** PREVENT THREATS AT EVERY POINT ACROSS THE ORGANIZATION



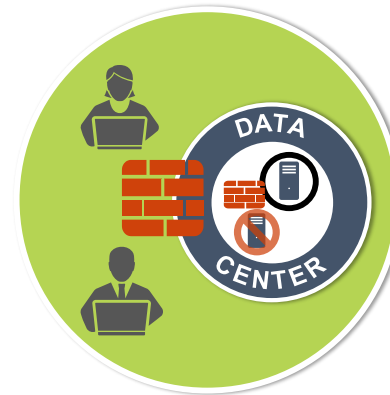
At the mobile device



At the internet edge



Between employees and devices within the LAN



At the data center edge, and between VM's



Within private, public and hybrid clouds

Unique platform offering



Consistency	Cloud	Datacenter	Enterprise perimeter	Distributed/BYOD	Endpoint
Products	Aperture™	 Physical: PA-200, PA-500, PA-3000 Series, PA-5000 Series, PA-7050, PA-7080 WildFire: WF-500 Virtual: VM-Series for NSX, AWS, and KVM			Traps™
Subscriptions	Threat Prevention				
	URL Filtering				
	GlobalProtect™				
	WildFire™				
Use cases	Next-Generation Firewall	Cybersecurity: IDS / IPS / APT	Web gateway	VPN	Mobile security
Management system	Panorama, M-100 & M-500 appliances, GP-100 appliance				
Operating system	PAN-OS™				



RESUMEN EJECUTIVO DE BENEFICIOS:



FACILITA EL USO SEGURO DE LA RED

SE REDUCE Y CONTROLA EL RIESGO EN LA RED



Remover las amenazas de los tráficos permitidos



Permitir de manera segura solo las aplicaciones deseadas por usuarios o grupos.

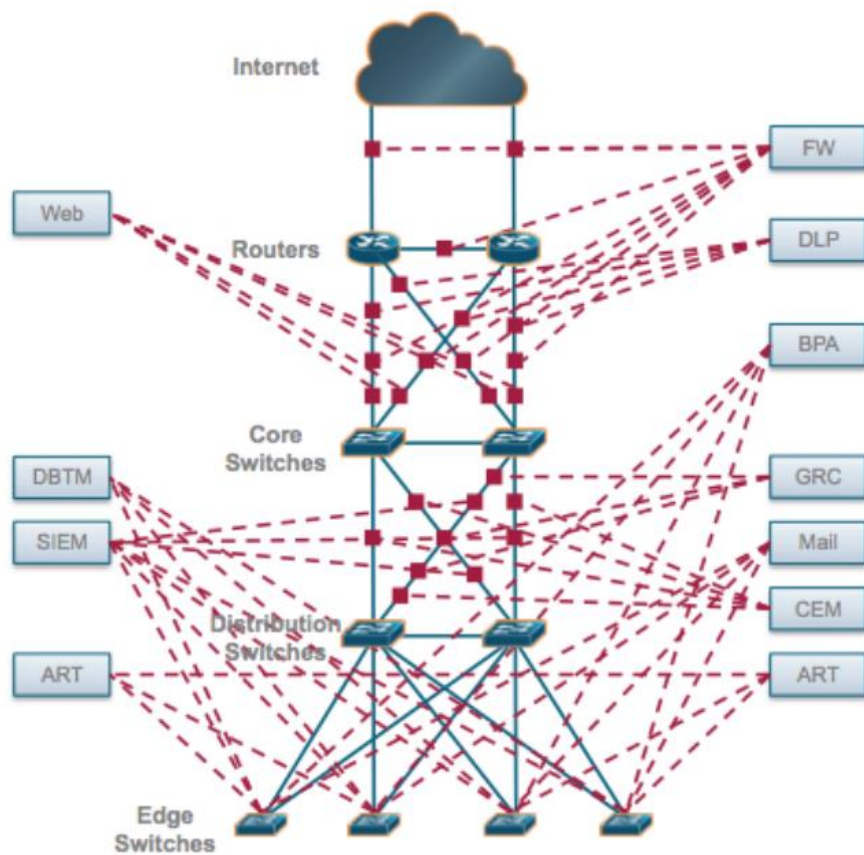


Visibilidad del uso de todas las aplicaciones y los usuarios en la red

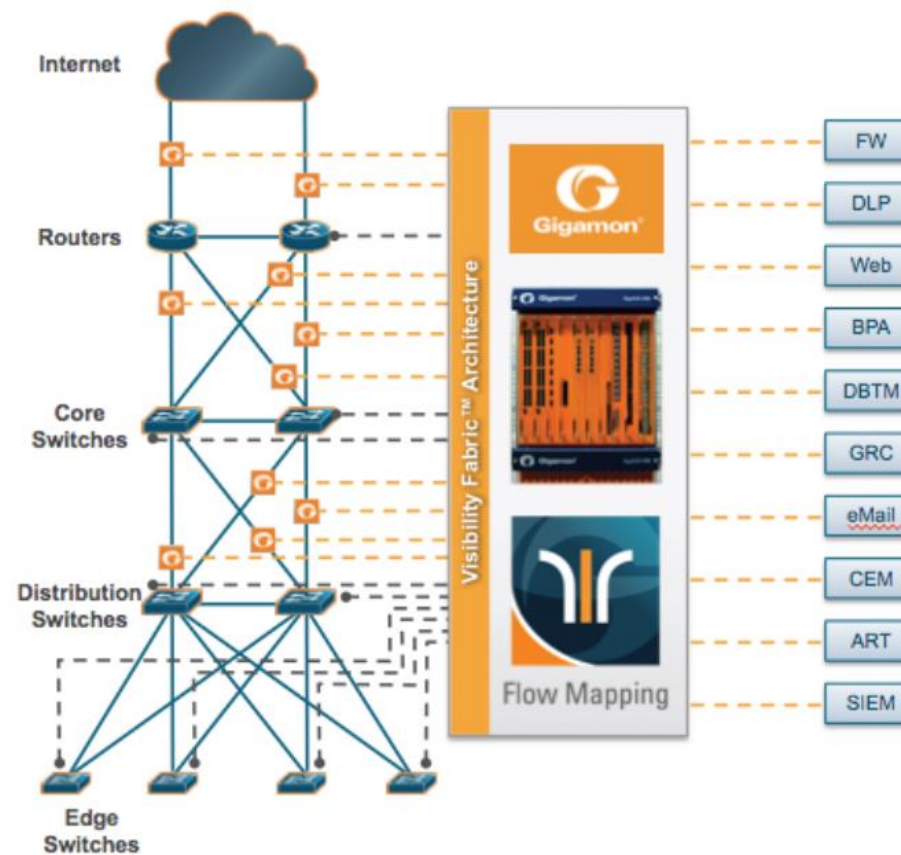


VISIBILIDAD

¿Que problemas resuelve?



ANTES



DESPUÉS

Objetivos primarios



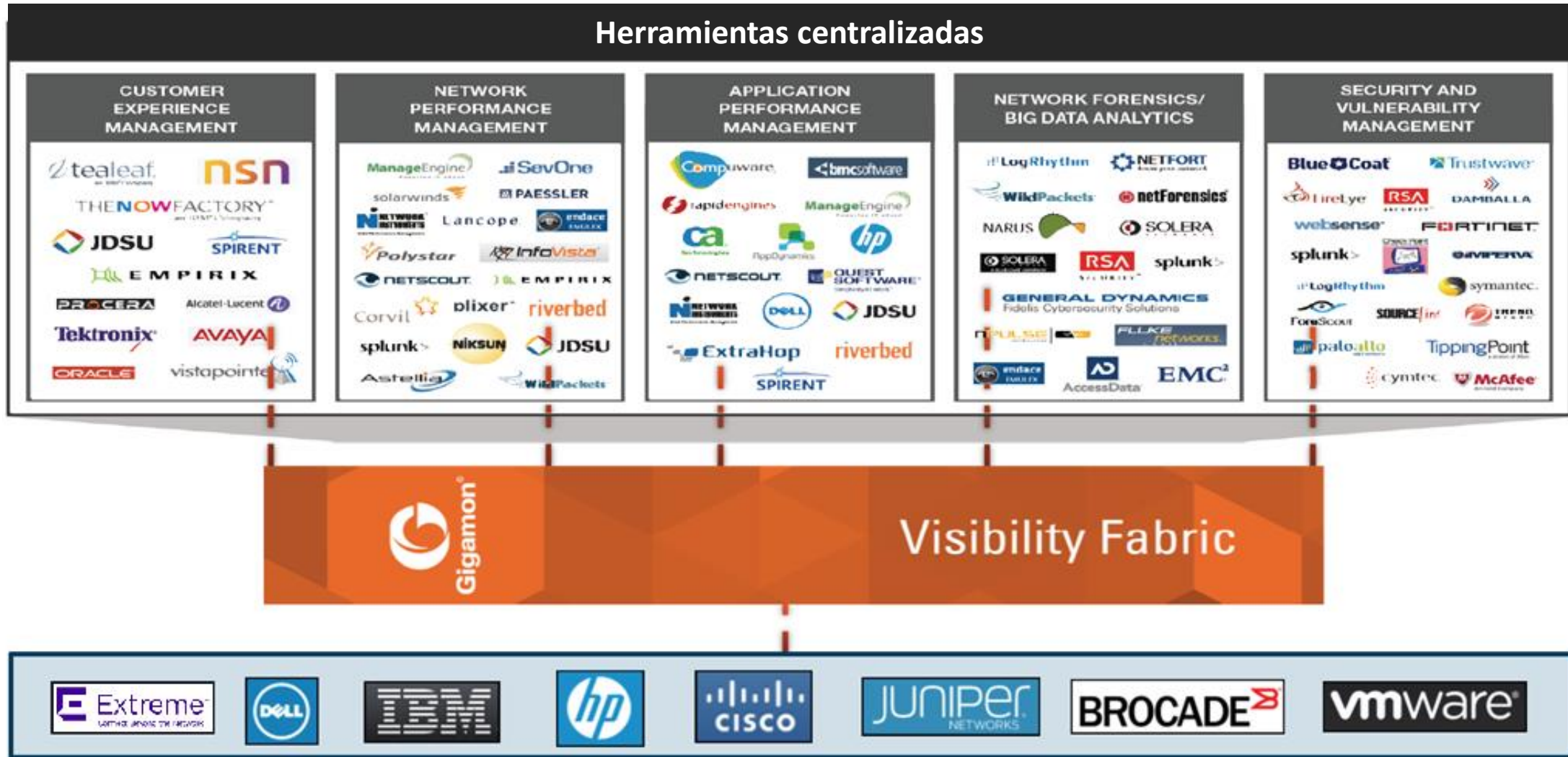
Las 12 razones para integrar la plataforma de Visibilidad de Gigamon

1. Elimina los problemas derivados de puertos SPAN
2. Monitoreo de puertos de alta velocidad con herramientas de baja velocidad
3. Maximizar la utilización de las herramientas de red
4. Prevenir la sobresuscripción de las herramientas
5. Incrementar la visibilidad de la red
6. Habilitar el monitoreo centralizado
7. Reducir la complejidad de administración
8. Incrementar la agilidad operacional
9. Reducir el costo operacional
10. Reducir el costo de capital
11. Facilitar la redundancia en seguridad
12. Tener una arquitectura completamente abierta

¿Con quien trabajamos?

HERRAMIENTAS

Herramientas centralizadas



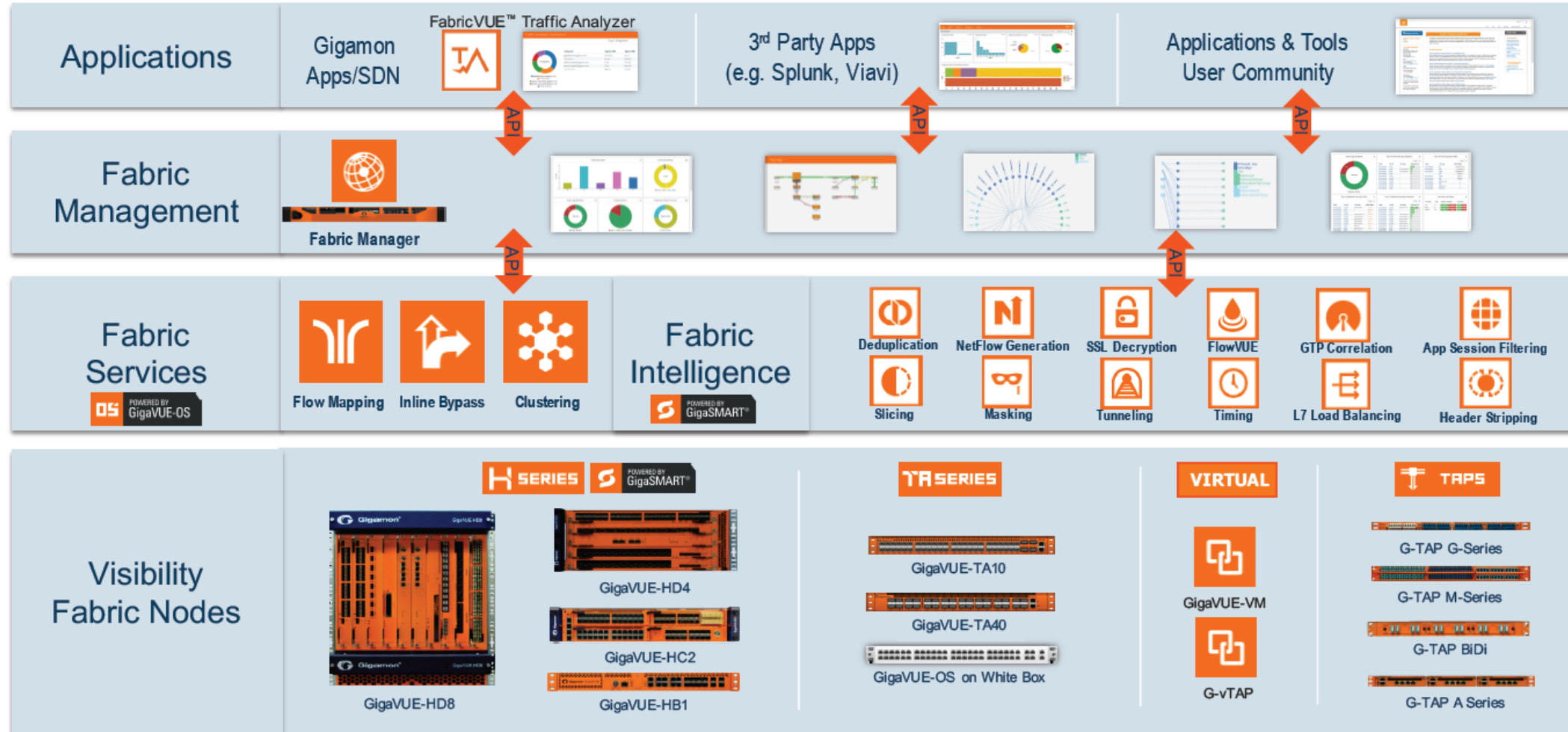
RED

¿Qué nos diferencia?



- Creador del mercado
 - Plataforma de entrega de seguridad y Fabric de visibilidad de trafico. Fundada en 2004
- Maquina de innovación
 - 31 patentes emitidas y 28 pendientes en USA
- Determinante de crecimiento
 - Esencial para la seguridad, los centros de datos, la nube y la movilidad
- Clientes lideres
 - 78 de Fortune 100 y 386 de los Fortune 1000
- Presencia Global
 - Red de ventas, experiencia técnica reconocida mundialmente y soporte local

Portafolio de la plataforma de visibilidad de Gigamon



SDN

(Software Defined Networking)

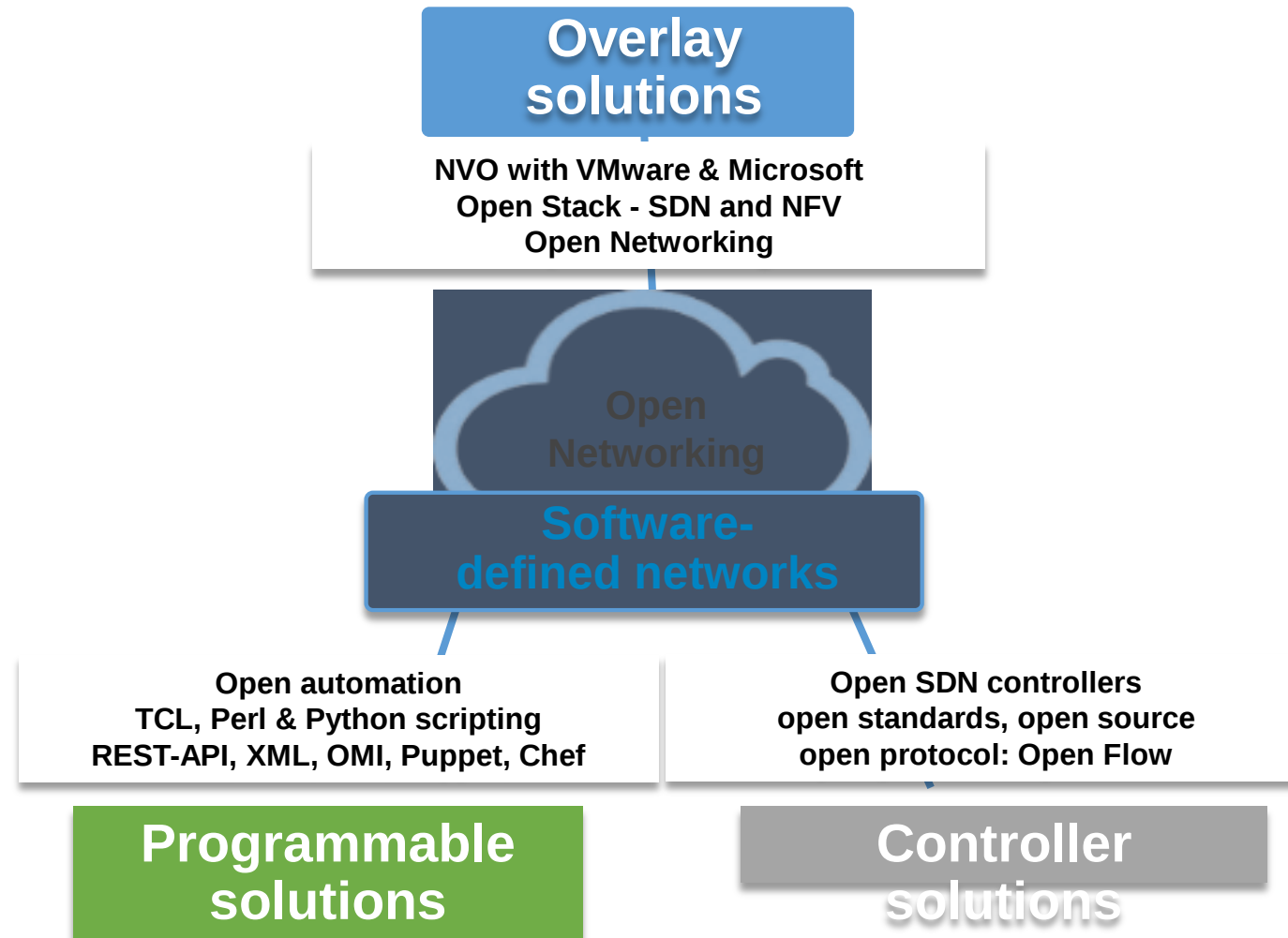
The Future of SDN is Open

Changing the industry and encouraging innovation



Open Networking delivers **choice**

Toward a software-defined data center



Protocol Family Encapsulations

Layer 7—Application
Provides standard services to applications and end-user interfaces.

Layer 6—Presentation
Performs data format conversion, Provides compression, encoding, and encryption of data.

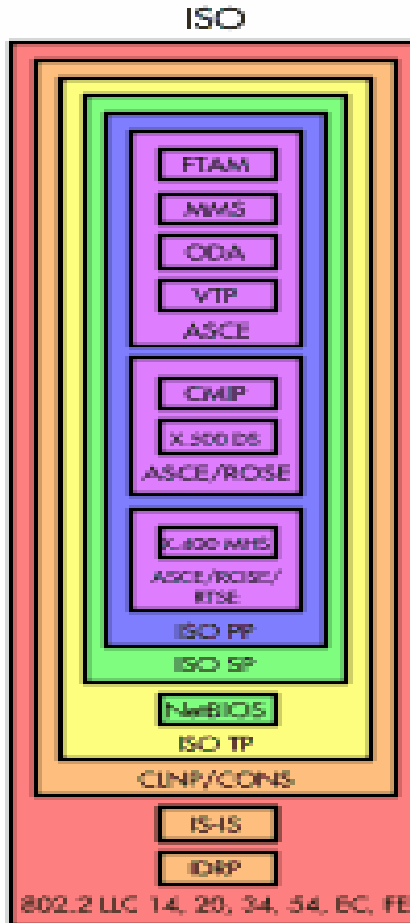
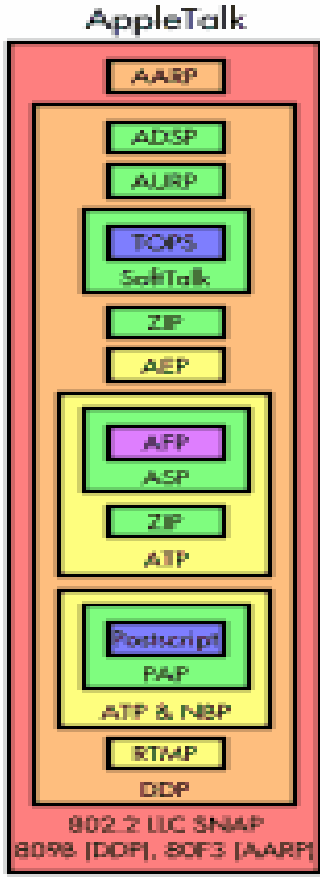
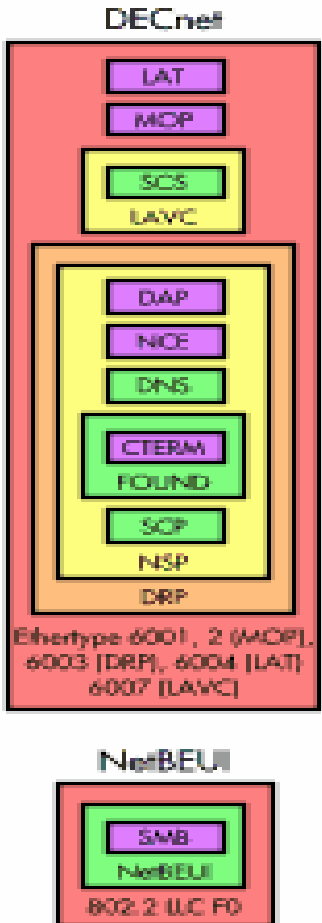
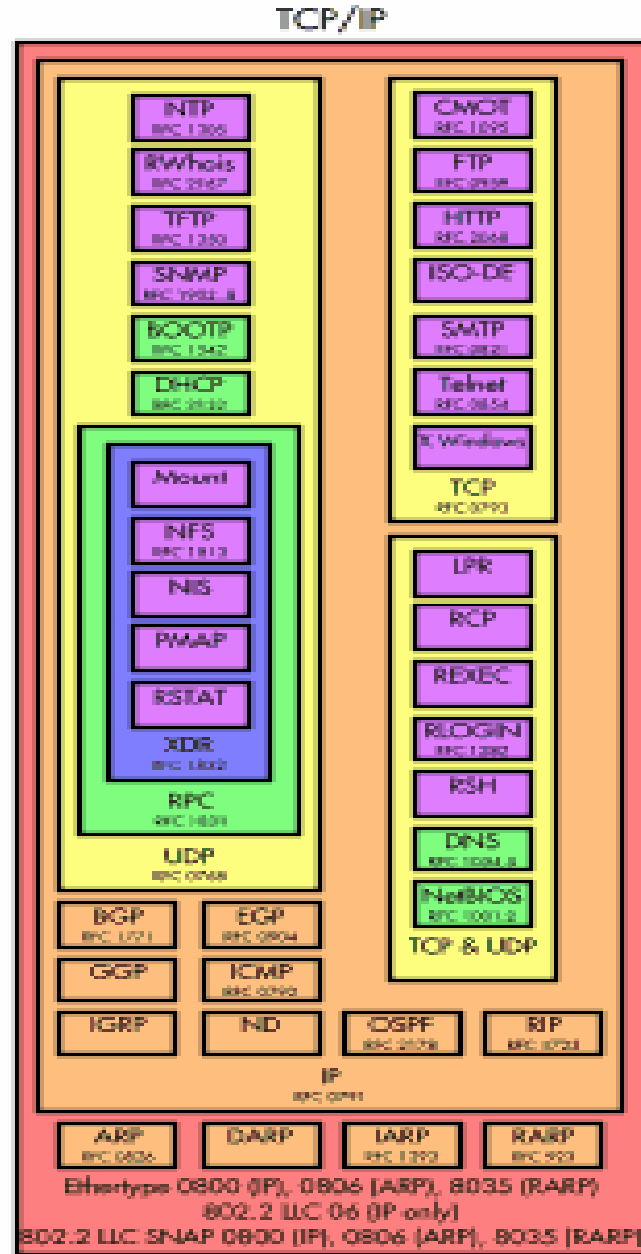
Layer 5—Session
Establishes sessions between services. Synchronizes and performs translations for naming services.

Layer 4—Transport
Manages connections and provides reliable packet delivery. Operates in units of messages.

Layer 3—Network
Addresses and routes datagrams. Performs fragmentation and reassembly (IP). Operates in units of packets.

Layer 2—Logical Link
Provides hardware addressing and error detection/correction. Operates in units of frames.

Layer 1—Physical
Defines connection, electrical, and wiring specifications. Operates in units of bits.



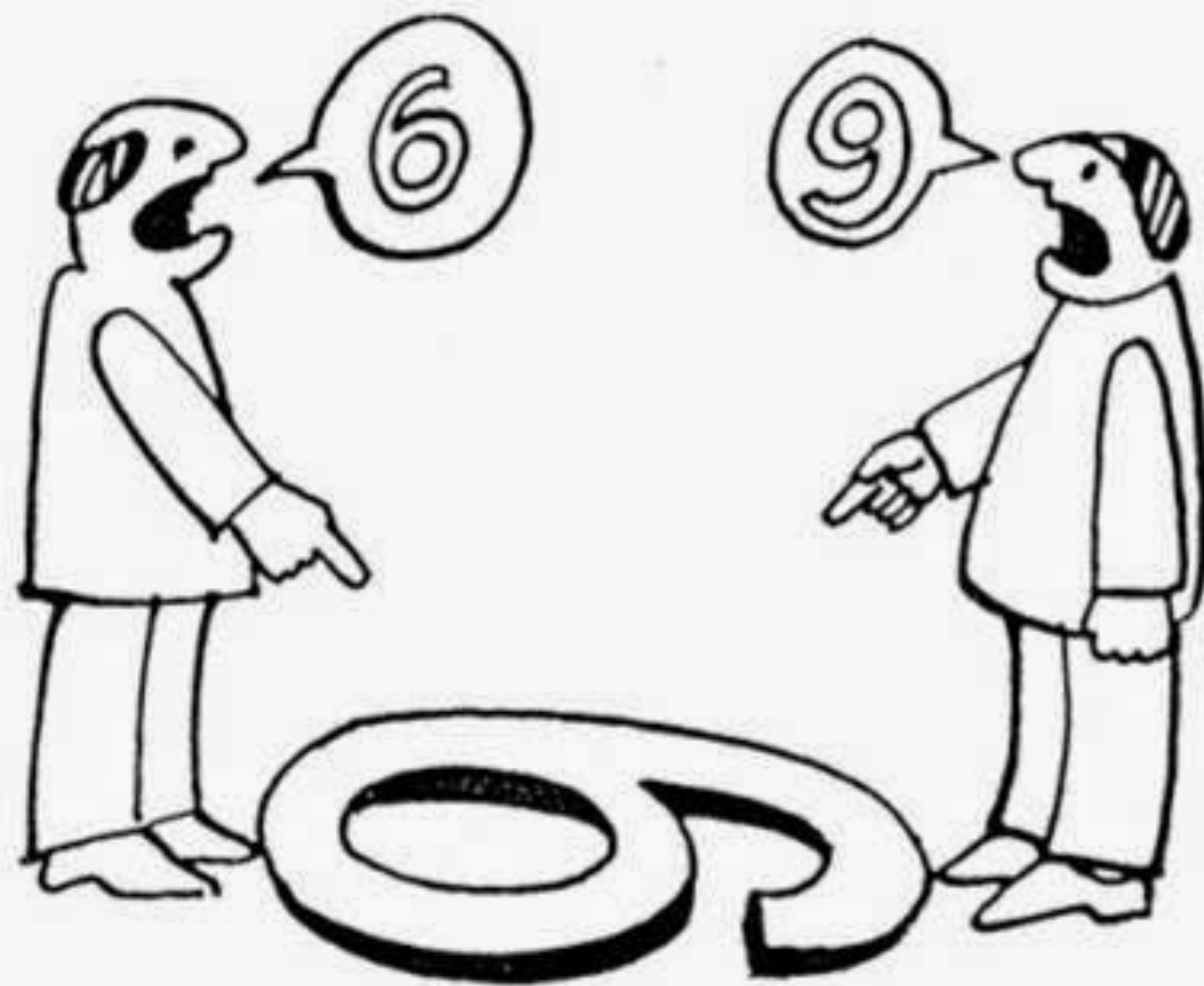
4470 AppleTalk Address Resolution Protocol
4471 AppleTalk Data Stream Protocol
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4473 AppleTalk File Transfer Protocol
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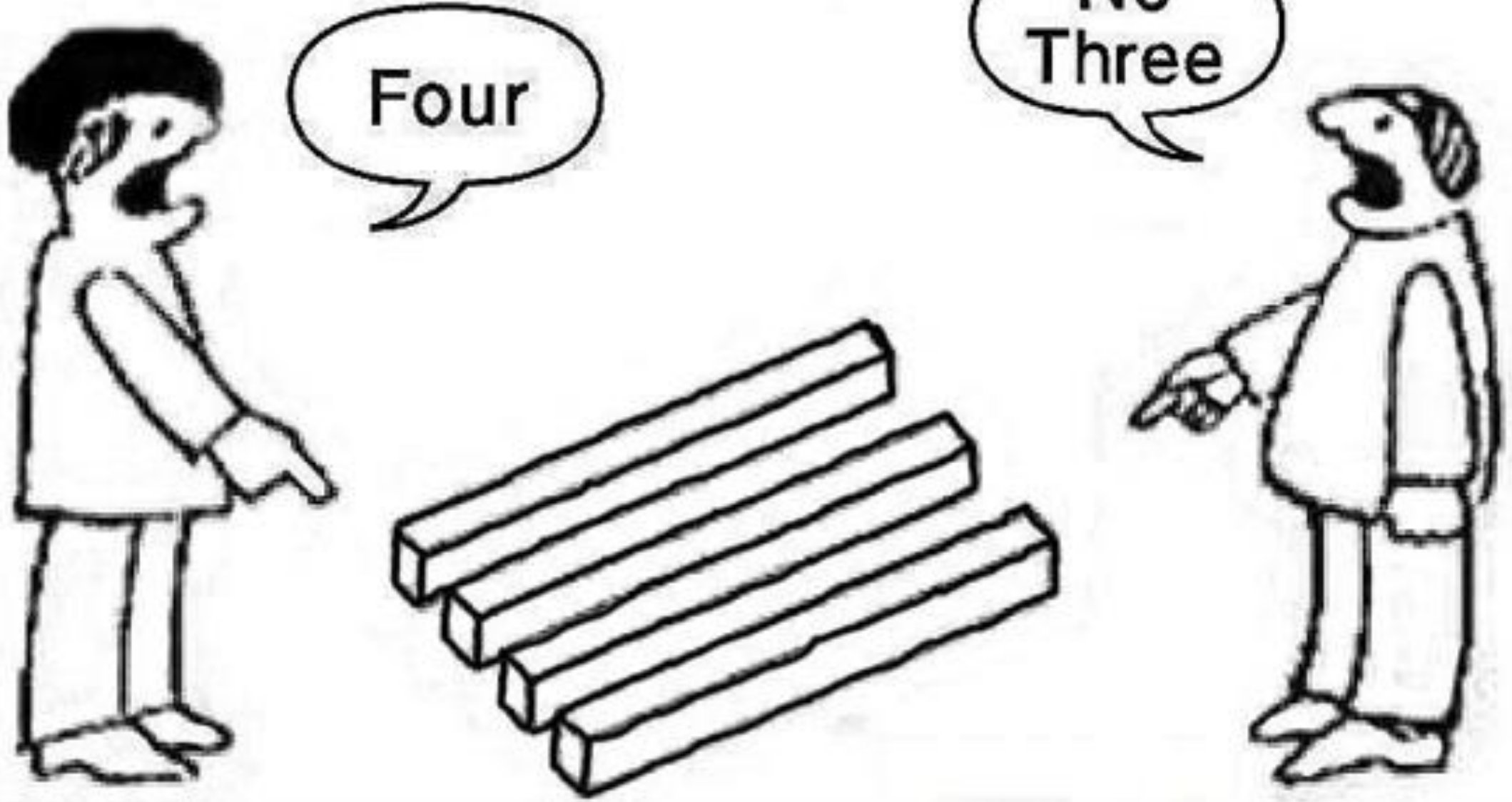
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Speed
Port density
RU
Non Blocking
Line rate





Now: Networking paradigm shift

Traditional networking

Proprietary architectures
& mgmt tools

Hundreds of protocols

Proprietary networking
OS
(e.g., Cisco IOS, Juniper OS)

Proprietary ASICs

Future of networking

Standard orchestration & automation
tools

Optional 3rd party SDN/NVO controller

Any networking OS

Open standard hardware

Merchant silicon

Dell enables the Open Networking Ecosystem



Leverage open, innovative and best-of-breed solutions

Standard orchestration & automation tools

Optional 3rd party SDN/ NVO solutions

Any networking OS

Open standard hardware

Merchant silicon



Automation



Orchestration



Monitoring



vmware

big switch networks

Others



big switch networks

cumulus networks

Others



Others



Others

Software for the Open Networking era

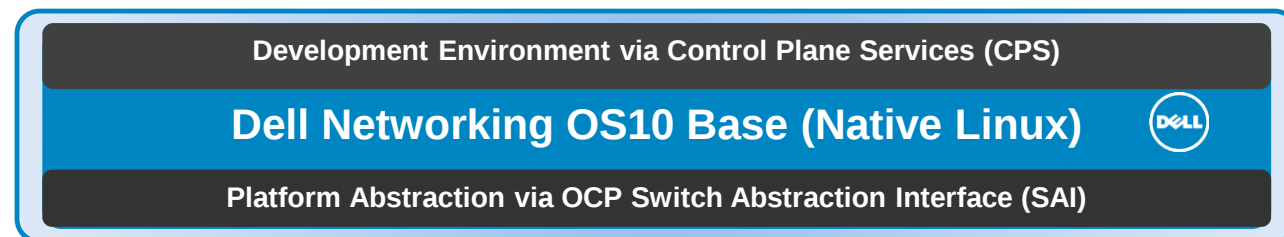
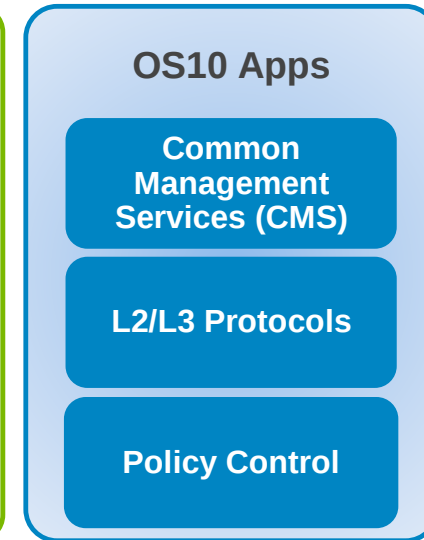


DevOps



NetOps

Open Networking
Software



Premium
package
(Q316)

Base
package
(Q216)

Modern software for modern operations



Open Networking Platforms

S3048-ON: 1GE



S4048-ON: 10GE



S6000-ON: 40GE



S6100-ON: Modular



Z9100-ON: 100GE



Dell Networking Operating Systems, Dell OS9, OS10

- Feature rich, mission critical, line rate performance



Cumulus Linux

- Linux expertise and Linux standardized environments that value common Linux tools for server and network management; Tools and skills convergence



Big Switch Networks Switch Light OS

- Network tapping and monitoring for customers interested in adopting SDN
- Big Cloud Fabric for fully automated, single pane management network fabrics



IP Infusion

- Traditional Network Virtualization with MPLS; Rich L2/L3 feature set



Pluribus Networks

- Controller less Distributed Fabric and Analytics



CONTROL TOTAL

**NETJER CLOUD
CONTROL TOTAL**



¡Muchas gracias!

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