Deutsche Telekom and Cisco
The Strongest Force Against Cyber Threats

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Changing Business Models

- Data analytics and hyperconnectivity drive innovation and commercial success
- Cyber attack surface increases drastically
- Compliance, risk management, GDPR
- New skill sets required for creating and securing successful business models

 Industries:
- MANUFACTURING: Industry Automation
- AUTOMOTIVE: Self-Driving Cars
- HEALTHCARE: Digital Health
- UTILITIES: Smart Home
- BANKING: Blockchain
- RETAIL: Digital Experience
- LOGISTICS: Smart Processes
- FOOD: Digital Agriculture

TALENT SHORTAGE
Evolving Threat Landscape

“File-less ransomware”
“Crimeware-as-a-service”
“Cyber terrorism”

CRN Channel-Champions 2018 Cloud Computing IoT Case Studies SAP im Mittelstand CRN International

Firmen sehen sich selbst besser aufgestellt als den Rest der Wirtschaft

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Neun von zehn Unternehmen gehen davon aus, dass die Bedrohung durch Cybercrime weiter zunehmen wird. Die deutsche Wirtschaft sei darauf nur unzureichend vorbereitet, meinen sie. Sich selbst schätzen sie aber als recht gut geschützt ein.

Marriott now says 5 million unencrypted passport numbers were stolen in Starwood hotel data breach

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Magenta Security Portfolio
• Cloud & Data Security
• Identity Security
• Network Security
• Industrial Control & IoT Security
• Security Analysis & Consulting
• Managed Cyber Defense
• Security Operations Center (SOC)

Unique Security Capabilities
• Unified Threat Intelligence
• Integrated Architecture
• Consolidated Front-End
• Secure Internet Gateway
Cisco Talos Threat Intelligence

**THREAT INTELLIGENCE**
- **1.5 MILLION** Daily Malware Samples
- **600 BILLION** Daily Email Messages
- **16 BILLION** Daily Web Requests
- **20 BILLION** Threats Blocked Daily

**INTELLIGENCE SHARING**
- **500+** Participants
- **3rd Party Programs (MAPP)**
- **Open Source Intel Sharing**
- **Open Source Intel Sharing**
- **Industry Sharing Partnerships (ISACs)**
- **Customer Data Sharing Programs**

**INTERNET-WIDE SCANNING**
- **20 BILLION** Threats Blocked Daily

**PRODUCT TELEMETRY**
- **Vulnerability Discovery (Internal)**
- **Open Source Communities**
- **Honeypots**

**INTELLIGENCE SHARING**
- **4 Global Data Centers**
- **MILLIONS** Of Telemetry Agents
- **250+** Full Time Threat Intel Researchers
- **100+** Threat Intelligence Partners
- **1100+** Threat Traps

No additional license, no additional cost!
Cisco blocks more threats daily than anyone else
The Network. Intuitive.

The more you tried to hack it, the smarter it became

See threats before they happen
Fix things before they break

Try - learn - adapt
Insight & context

The more you tried to hack it, the smarter it became
Constantly learning
Constantly adapting
Constantly protecting
Cisco Security Capabilities
Integrated Security Architecture

Aristotle (384–322 B.C.)

"The whole is greater than the sum of its parts."

Constantly learning
Constantly adapting
Constantly protecting

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Fix things before they break
See threats before they happen
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Cisco Security Capabilities
Single Pane of Glass Front-End: Cisco Threat Response

Key pillar of our integrated security architecture

- Automates integrations across Cisco security products
- Reduces the time and effort spent on key security operations functions:
  - Detection
  - Investigation
  - Remediation
- Included as part of Cisco Security product licenses
Cisco Security Capabilities
Secure Internet Gateway

- Importance of traditional perimeter will fade over time
- Technology trends will drive cloud adoption (e.g. autonomous driving, smart logistics, etc.)
- Further cloud adoption will drive SIG

Secure Internet Gateway

- Secure web gateway
- DNS-layer security
- Threat intelligence
- SaaS usage controls (CASB)
- Cloud-delivered firewall

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Summary

- Every organization is increasingly challenged by cyber threats
- Importance of data analytics and connectivity will increase further
- Strong partner is required to defend your business model

Deutsche Telekom provides superior protection from cyber-attacks

Cisco complements this through an integrated cyber security architecture and the world’s most comprehensive threat intelligence
Strong Partnership To Protect Our Customers

Thank You