



# *Palo Alto Networks*

## *Leading Next-Generation Security*

*Mongolia MNSEC 2017*

# ***Agenda***

***Palo Alto Networks , NG Security Leadership***

***Challenge and Strategy of NG Security***

***New Technology and Product for NG Security***

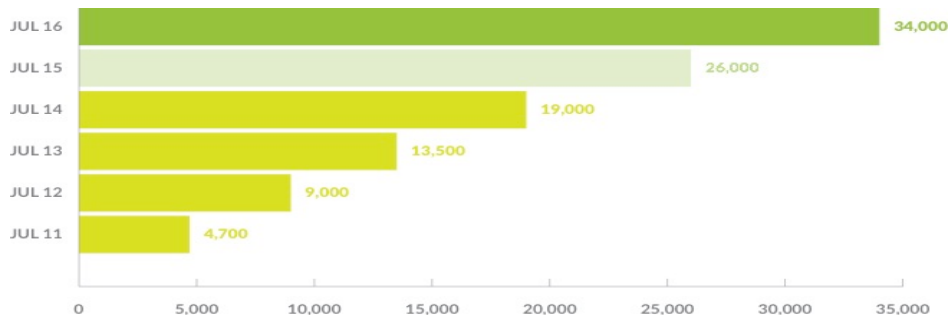


# Palo Alto Networks at a glance

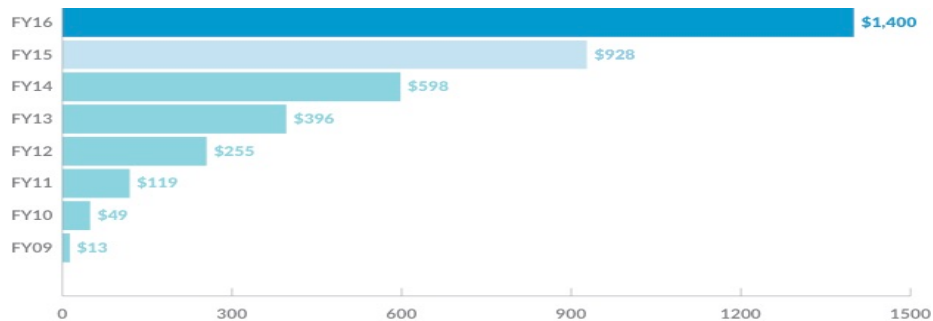
## Company at a glance

- 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 4,300+ employee
- FY17: \$1.8B revenue

## Palo Alto Networks Customers



## Palo Alto Networks Finance Year Revenue



# Strong industry leadership position (NGFW) continued 6 years

- Palo Alto Networks is positioned as a leader in the Gartner Magic Quadrant for enterprise network firewalls\*
- Palo Alto Networks is highest in execution and most visionary within the leaders quadrant

## Magic Quadrant

Figure 1. Magic Quadrant for Enterprise Network Firewalls



\*Gartner Magic Quadrant for Enterprise Network Firewalls

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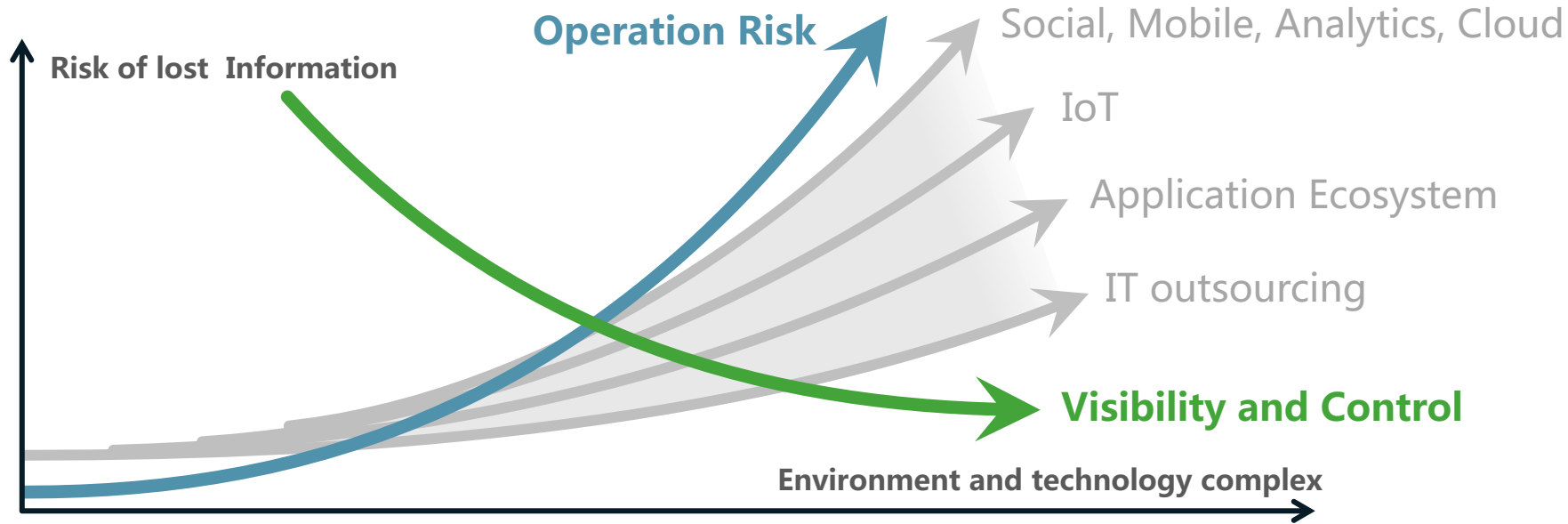
# IDC 2017 Q2 Security Appliance Market Share

Top 5 Vendors, Worldwide Security Appliance Revenue, Market Share, and Growth, Second Quarter of 2017 (revenues in US\$ millions)

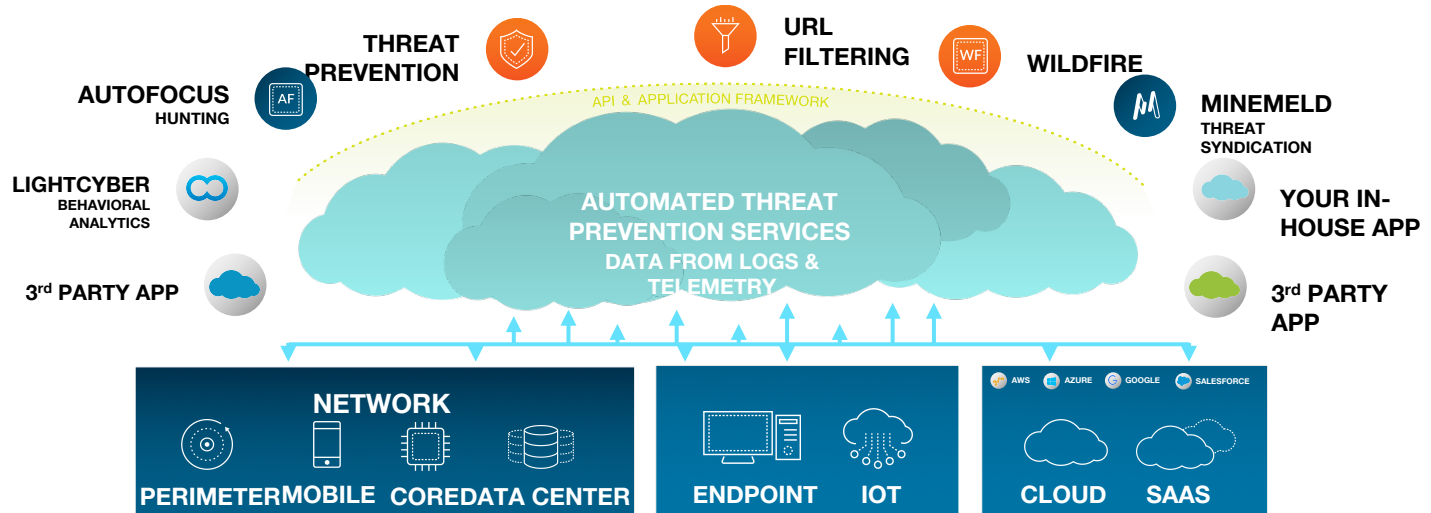
Vendor	2Q17 Revenue	2Q17 Market Share	2Q16 Revenue	2Q16 Market Share	2Q17/2Q16 Growth
1. Cisco	\$479.60	15.9%	\$448.72	16.3%	6.9%
<u>2. Palo Alto Networks</u>	\$421.09	14.0%	\$333.68	12.1%	<u>26.2%</u>
3. Check Point	\$380.32	12.6%	\$358.05	13.0%	6.2%
4. Fortinet	\$320.12	10.6%	\$269.61	9.8%	18.7%
5. Symantec	\$139.35	4.6%	\$127.13	4.6%	9.6%
Other	\$1,267.10	42.1%	\$1,216.50	44.2%	4.2%
<b>Total</b>	<b>\$3,007.59</b>	<b>100.0%</b>	<b>\$2,753.68</b>	<b>100.0%</b>	<b>9.2%</b>

Source: IDC Worldwide Quarterly Security Appliance Tracker Q2 2017 September 18, 2017

# Challenge and Change with more security Risk



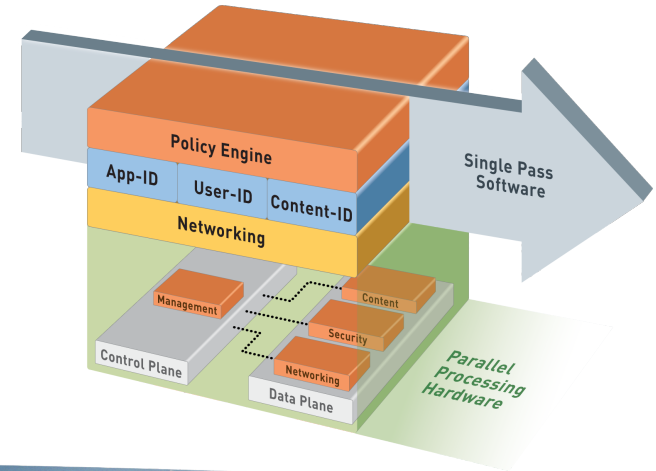
# DISRUPTING THE CONSUMPTION MODEL



# THE ANSWER? THE NEW MODEL FOR SECURITY

## NEXT-GENERATION SECURITY

1. Identify applications regardless of port, protocol, evasive tactic or SSL
2. Identify and control users regardless of IP address, location, or device
3. Protect against known and unknown application-borne threats
4. Fine-grained visibility and policy control over application access / functionality
5. Multi-gigabit, low latency, in-line deployment

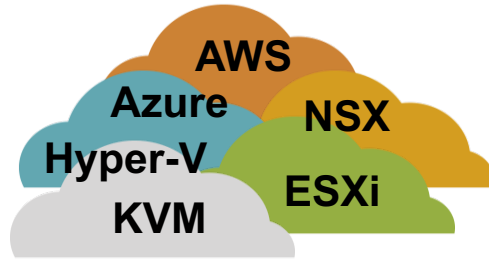




# Moving to the Cloud ...



Consistent  
security across  
the organization



Diversity of  
clouds

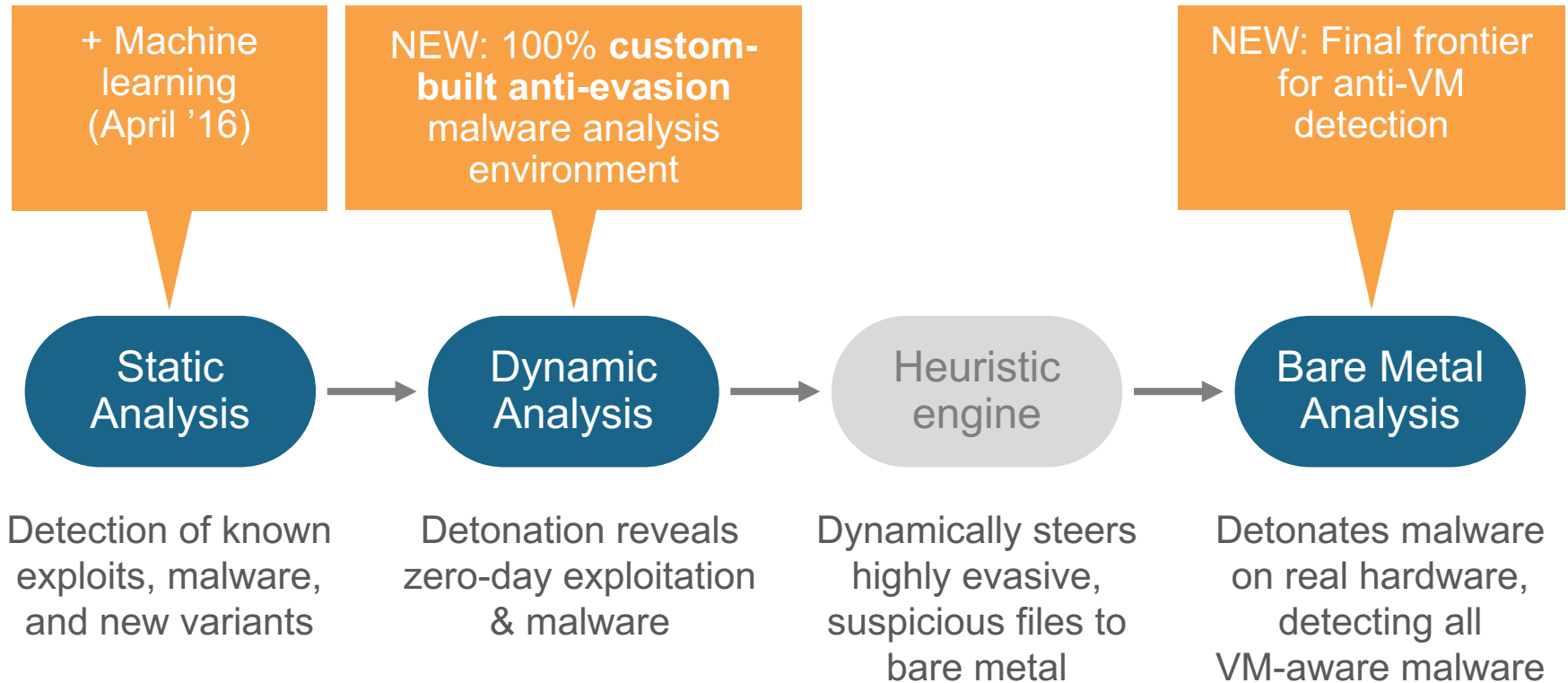


Cloud  
scalability



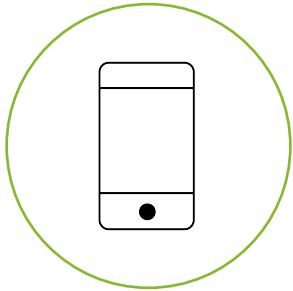
Operational/  
orchestration  
integration

# ZERO-Day'S ALL-NEW MALWARE ANALYSIS ENVIRONMENT

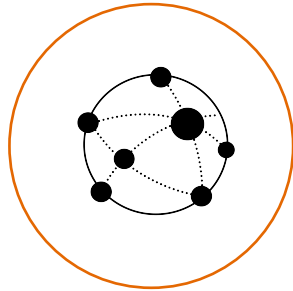


# Enforcement through a “zero trust” architecture

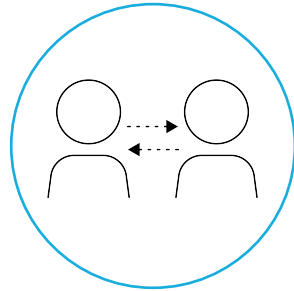
Detect and prevent threats at every point across the organization



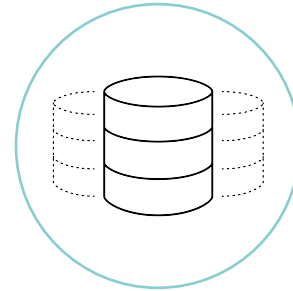
On the mobile device



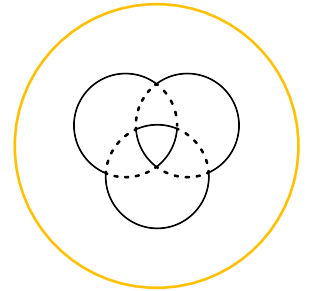
At the internet edge



Between employees and devices within the LAN



At the data center edge and between VMs



Within public/private clouds and SaaS

# Enforcement NG-Security of Mongolia in 6 years ...



Banking

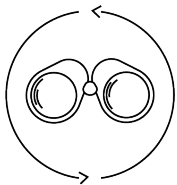


Service Provider



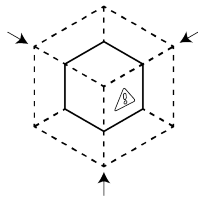
Large Enterprise

# PREVENTING SUCCESSFUL ATTACKS



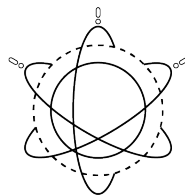
## COMPLETE VISIBILITY

- All applications
- All users
- All content
- Encrypted traffic
- SaaS
- Cloud
- Mobile



## REDUCE ATTACK SURFACE

- Enable business apps
- Block “bad” apps
- Limit app functions
- Limit file types
- Block websites



## PREVENT KNOWN THREATS

- Exploits
- Malware
- Command & control
- Malicious websites
- Bad domains
- Stolen credentials



## PREVENT UNKNOWN THREATS

- Dynamic analysis
- Static analysis
- Attack techniques
- Anomaly detection
- Analytics

# Thank you

