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PRINT
THE CYBER THREAT
YOU'D NEVER EXPECT
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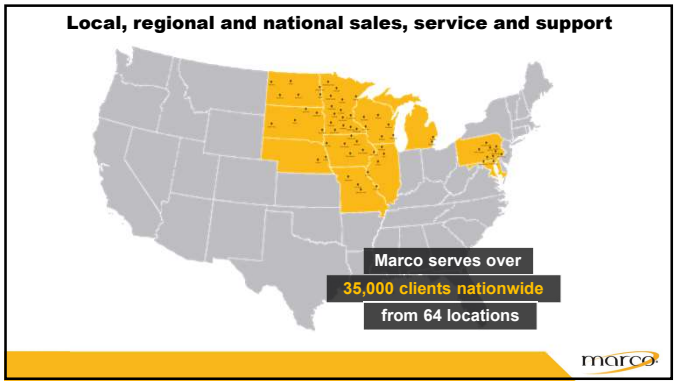
Local, regional and national sales, service and support
Marco serves over
35,000 clients nationwide
from 64 locations
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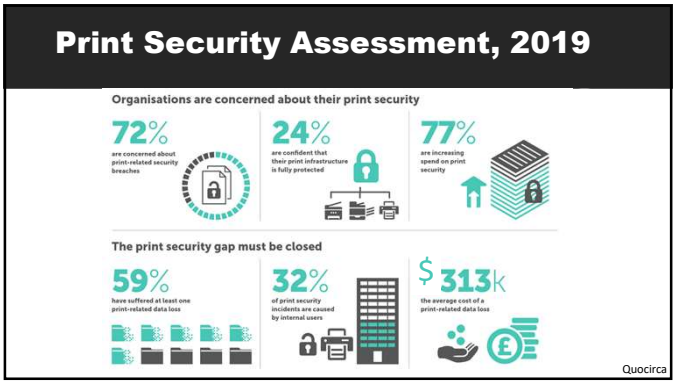
Print Security Assessment, 2019
Organisations are concerned about their print security
72%
are concerned about print-related security breaches
24%
are confident that their print infrastructure is fully protected
77%
are increasing spend on print security
The print security gap must be closed
59%
have suffered at least one print-related data loss
32%
of print security incidents are caused by internal users
$313k
the average cost of a print-related data loss
Quocirca

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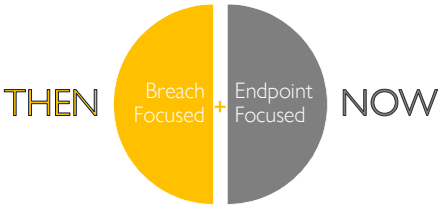
State of Print Security



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Breach Focused

Controlling the transmission, storage, and processing of data

Secure data at rest, and in transit
- Print Data Flows
- Scan Data Flows

Breach Focused Controls:

Hard Drives	Output Tray	Data Loss Prevention	
Encryption	Secure Printing	Non-repudiation	

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Endpoint Focused

Printers as fully fledged network endpoints

Printers are endpoints that:

- … are network connected
- … process sensitive data
- … have credentials
- … require patching
- … stick around past EOL

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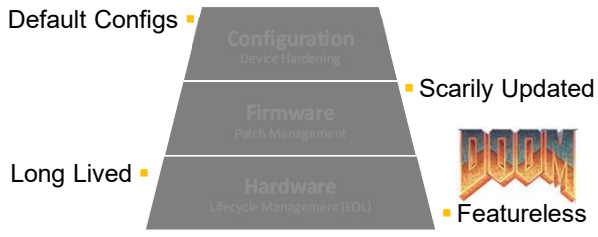
Endpoint Focused Framework



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Attacks at Every Skill Level

- Average Skill
  - PRIVILEGE ESCALATION
- Low Skill
  - UNAUTHORIZED ACCESS

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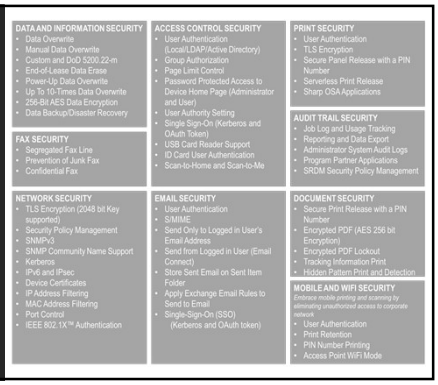
Print Security is Complicated



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Hacking Printers is Not

hacking-printers.net

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Advanced Controls

Organization Specific Innovative Controls

Advanced Breach & Endpoint Controls

- OCR Breach Monitoring (detect/respond)
- SIEM Integration (detect/respond)
- Secure Faxing Solutions (protect)
- Workflow Automation (risk reduction)

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Industry Updates

How is the industry responding

Manufacturers and resellers are responding:

- Hardware Improvements
- Professional Services
- Configuration Management Solutions

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Solution Architecting

Solutioning Realities:
- No Silver Bullets
- No Single Software
- Not Always Single Manufacturer

Every environment is unique

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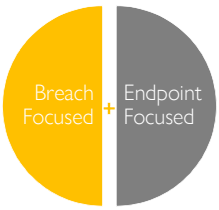
Control Planning



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Control Planning, Breach

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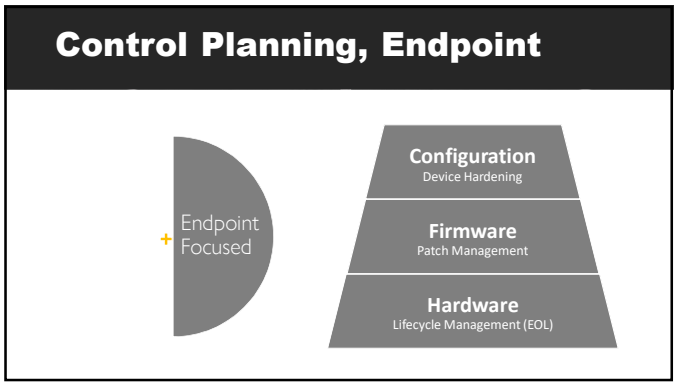
Control Planning, Endpoint
+ Endpoint Focused
Configuration
Device Hardening
Firmware
Patch Management
Hardware
Lifecycle Management (EOL)

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