EFFECTIVE SECURITY:

Don’t lose to the Bad Guys!

Mike Burgard
Chief Information Security Officer

marconet.com

FREE LUNCH ON MARCO

Join us for our upcoming monthly Lunch Bytes Webinars

12:00 PM – 12:45 PM

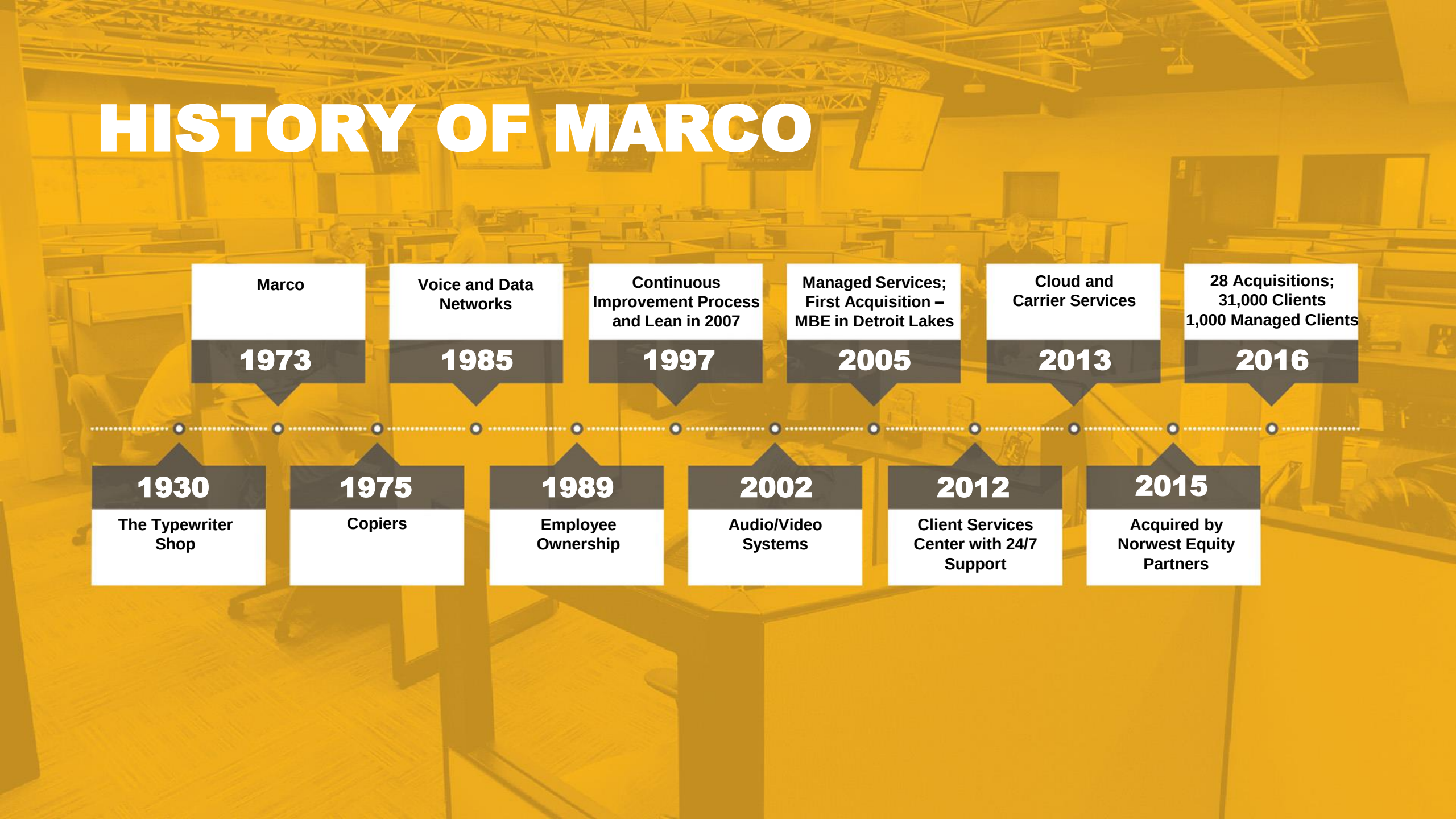
- Wednesday, March 20 | Is the Public Cloud Right for you?
- Wednesday, April 17 | Cloud Collaboration: How Marco's UCaaS is Different

Register Online | www.marconet.com/lunchbytes
Email code "Brainstorm" to breanna.schorr@marconet.com
Be the first **THREE** to register will receive **FREE** lunch on Marco

CHANCE TO WIN A DRONE!

1. Complete the Registration Form on your seat
2. Forms collected during presentation
3. Drawing on-site for **DRONE**

HISTORY OF MARCO



1930 — The Typewriter Shop

1973 — Marco

1975 — Copiers

1985 — Voice and Data Networks

1989 — Employee Ownership

1997 — Continuous Improvement Process and Lean in 2007

2002 — Audio/Video Systems

2005 — Managed Services; First Acquisition – MBE in Detroit Lakes

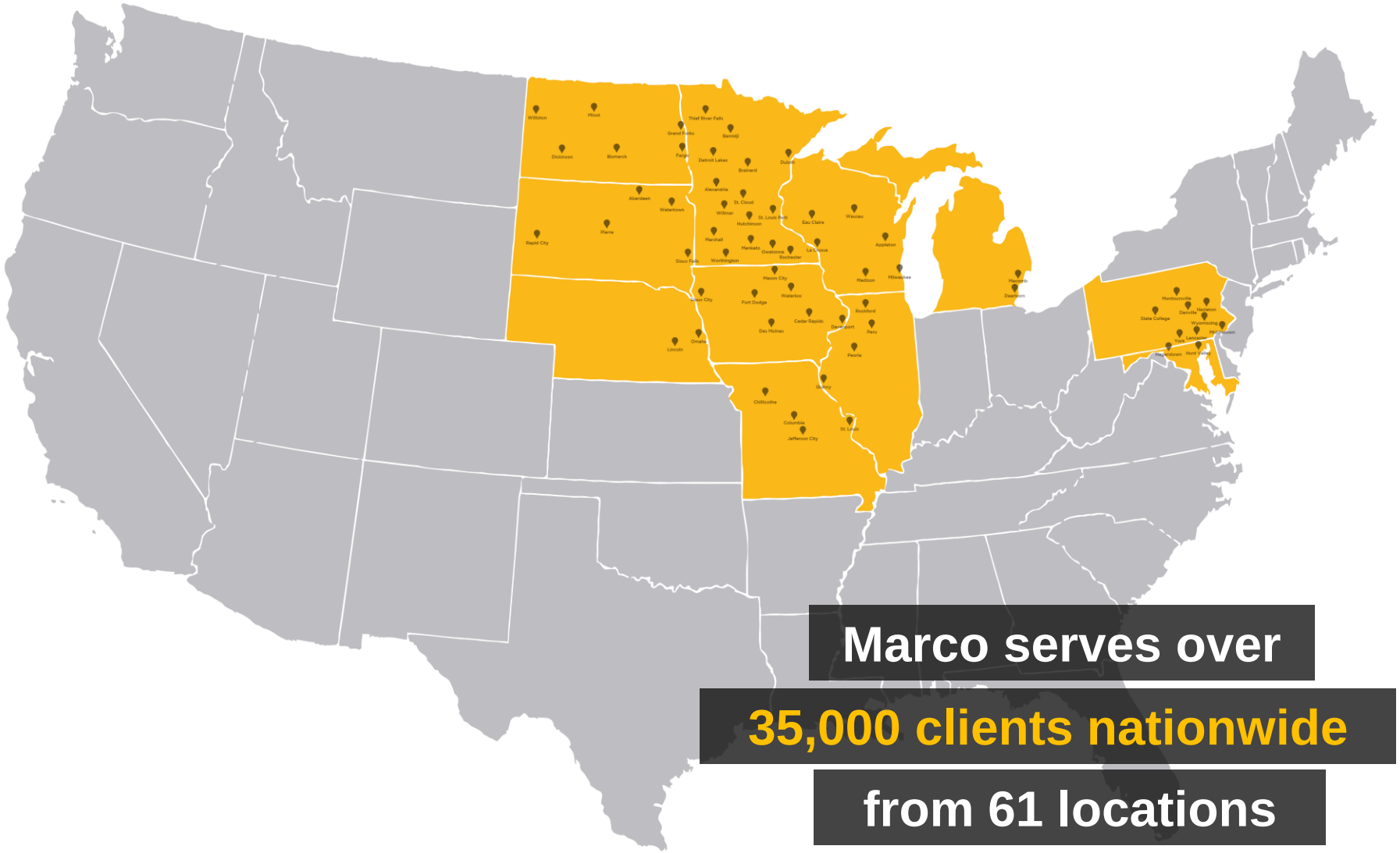
2012 — Client Services Center with 24/7 Support

2013 — Cloud and Carrier Services

2015 — Acquired by Norwest Equity Partners

2016 — 28 Acquisitions; 31,000 Clients 1,000 Managed Clients

Local, regional and national sales, service and support



Mike Burgard, CISSP

Chief Information Security Officer

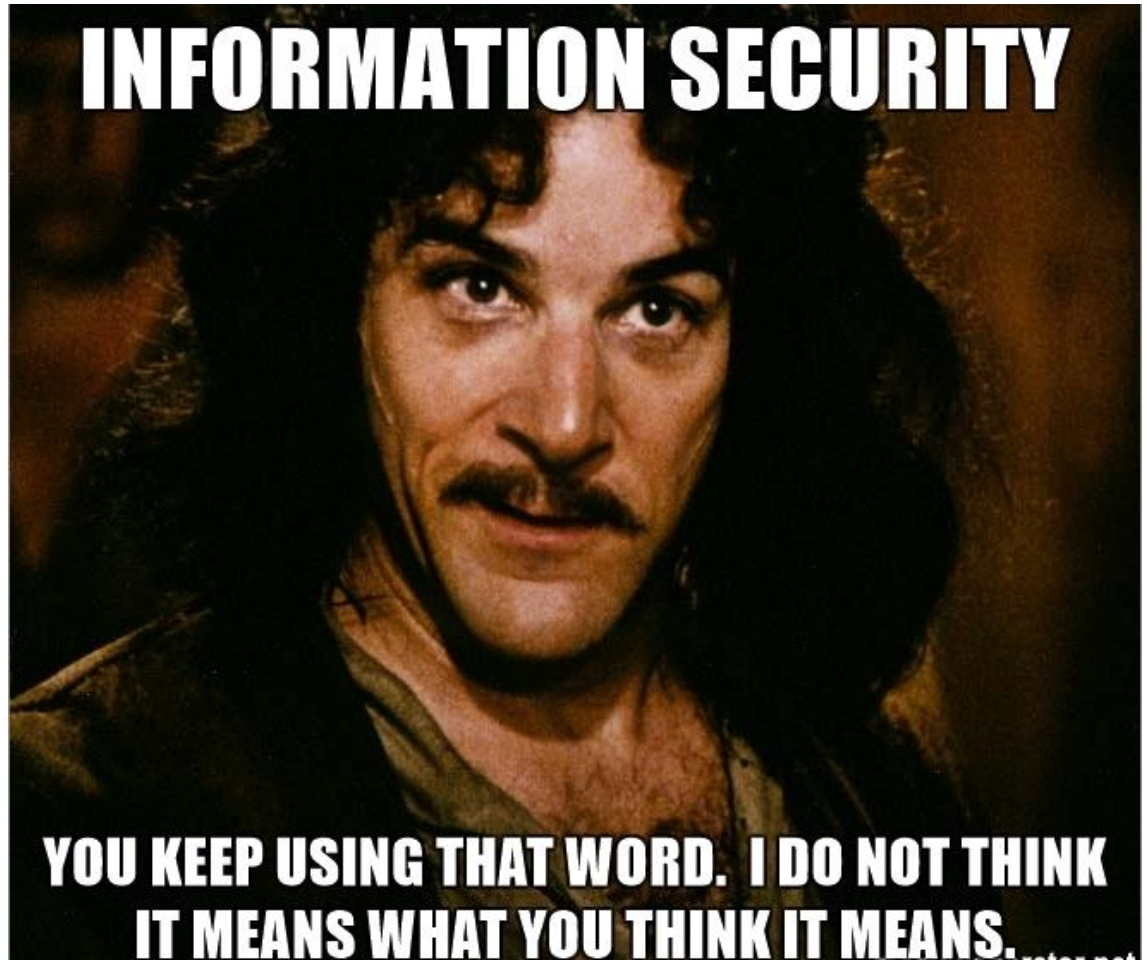
- CISO @ Marco, November 2018
- Solution Architect @ Marco since 2016
- IT Manager/CISO @ Fishback Financial Corp 2013-2016
- Enterprise Engineer/Architect
- Law Enforcement since 2004
- IT in K12 and MFG in 1999-2005

vmware ADVANCED PROFESSIONAL 7 DESKTOP & MOBILITY CERTIFICATION

vmware ADVANCED PROFESSIONAL 6 DATA CENTER VIRTUALIZATION CERTIFICATION

PACKERS OWNER GREEN BAY PACKERS SHAREHOLDER EST. 1923

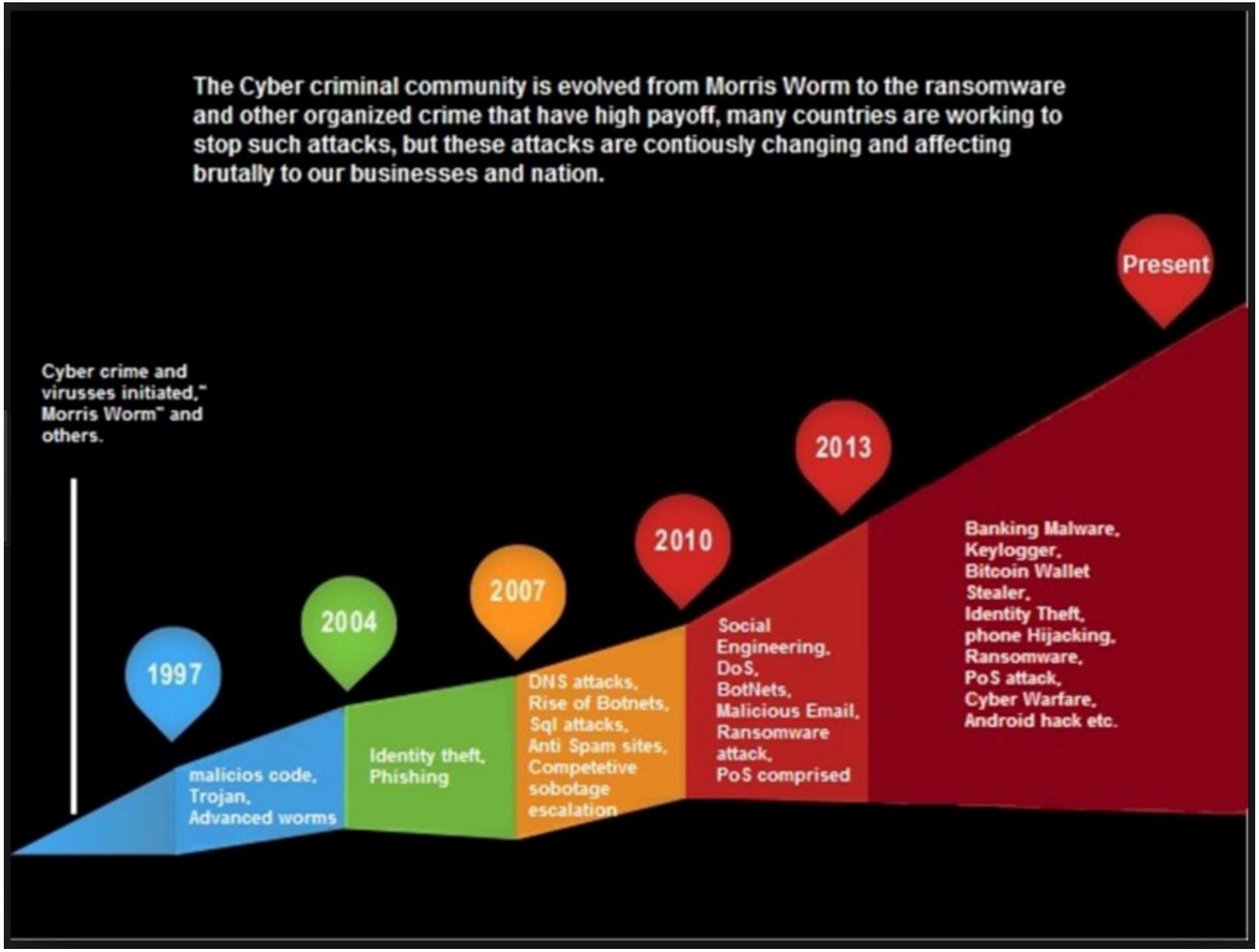

IT
Hero


INFORMATION SECURITY
YOU KEEP USING THAT WORD. I DO NOT THINK IT MEANS WHAT YOU THINK IT MEANS.

CYBER SECURITY – WE ARE AT WAR!

*"Yet because this war lacks attention grabbing **explosions** and **body bags**, The American People remain largely unaware of the dangers"...WSJ*

Unfortunately no one is listening!!!



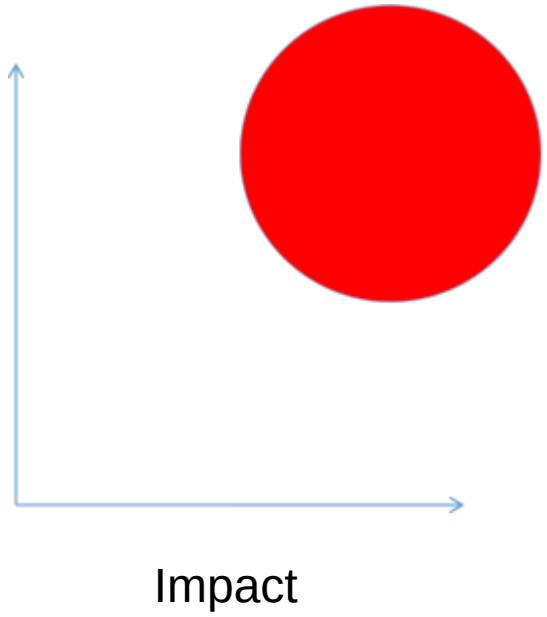
When was the last time you had a virus that took down your organization?

MY PERSONAL COMPROMISE HISTORY

Do you look for this?

THE ONE THING YOUR ORGANIZATION NEEDS TO KNOW:

Top 5-7 Threats



ISSUE #1

False Sense of Security

1. Mindset: I’m behind the firewall
2. Passwords do not work
3. Lack of user awareness education

Use Open DNS

Set DNS servers to:

208.67.220.220

208.67.222.222

www.Opendns.com/setupguide/

WORST PASSWORDS OF 2016

1. 123456
2. password
3. 12345
4. 12345678
5. football
6. qwerty
7. 1234567890
8. 1234567
9. princess
10. 1234


thycotic
COMPANY
PRODUCTS
RESOURCES
FREE IT TOOLS
SOLUTIONS
PARTNERS
FREE TRIALS
HOW STRONG IS THIS PASSWORD?
Enter Password to Analyze
This site is for educational use. Due to limitations of the technology involved, the results cannot always be accurate.
Your password will not be sent over the internet.
Pass this individual password checker on to your users
to see if their current passwords are strong enough!
CHECK ALL THE PASSWORDS IN
YOUR ORGANIZATION

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ISSUE #2

Social Engineering…

1. Mindset: Big happy family
2. **System Takeover** - Bots
3. **Ransomware**
4. **CATO** –Small business's biggest threat
5. **Invoice Redirect Fraud (BEC)**

ISSUE #3

BYOD = Be Your **Own IT**

1. Mindset: It’s my device
2. Apps help me do my work
3. Mixing **work** w/ personal/entertainment

ISSUE #4

Social Media Mindset

1. Privacy doesn’t matter
2. Truth – misunderstanding data value
3. Data aggregation and privacy loss issues.

ISSUE #5

Insider Threats

Mindset: My team is trustworthy...

Truth: "*75% of employees **admit to stealing** from their employers...*" WSJ

Alphabet, Google's parent company, recently filed a lawsuit against its former engineer Anthony Levandowski, who is now working with Uber. The company accused Levandowski of copying more than 14,000 internal files and taking them directly to his new employer.
https://www.tripwire.com/state-of-security/security-data-protection/insider-threats-main-security-threat-2017/

ISSUE #6

SONY

make.believe

Nation States Sponsored & Cyber Warfare

Mindset: I'm not a target. It's not real – can't happen here.

Truth: Nations are building up their economy using our innovation...including **China, Russia, North Korea,...** and security experts tell us to expect a significant attack in the next 10 years.

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ISSUE #7

Physical Security Matters!

Mindset: It’s all in the cloud or I am too small.

Truth: Physical access often bypasses many of the technologies in place to protect your data! Physical security does far more than just protect IT.

ISSUE #8

What about the Cloud?

Mindset: It’s all in the cloud so they have me covered.

Truth: Cloud services actually increase your business attack surface. Other considerations are a concern as on premise.

https://www.datacenterknowledge.com/microsoft/azure-outage-proves-hard-way-availability-zones-are-good-idea

FACT

Compliance…

Is taking over security – while we remain

Unresponsive….

These are two completely **separate issues**!

Compliance does not = security

HOW DOES SECURITY WORK?

We are spending more than ever on security –
How are they getting in?

HOW SECURITY WORKS – HOME ANALOGY

Protect	Detect	Respond
Doors Windows Locks Fence	Alarm Motion Detection Crime Watch Monitoring Dog	Dog Gun Police Insurance

THE BOTTOM LINE:

No one has it covered...

The FBI tells us – it takes an **average of 14 months** for companies to detect an intruder...
Most won't know until **it is too late!**

THE BOTTOM LINE:

Nearly every company has malware

- 2018 Cybercrime profits of $1.5 trillion globally
- **2 billion** records stolen
- Cost of breaches to **exceed $2 trillion by 2019 -** Forbes

CYBER SECURITY – SYSTEM

Protect (80% of $'s spent)	Detect	Respond
Passwords	IDS/IPS	DR Plan
Firewalls	Email/Web Security	Backup
Encryption	Web App Firewall	Threat Intelligence
Physical Locks	Monitoring	

WHAT SHOULD WE DO?

- Expect they are in
- **FIND them...**
- Assessing risk continuously
- **Test** for vulnerabilities
- Watching for **Symptoms of Compromise**
- **Detect them before it's too late...**

A **Sample** of different security technologies

- Privileged Account Management
- Antivirus/Anti-malware
- Virtual Patching
- Sandboxing
- OpenDNS/Umbrella
- Web App Firewall (L7 Firewall)
- NGFW
- Single Sign on
- File monitoring & permission control
- PKI
- Email Security
- EMM/MDM
- Patching + 3rd Party Patching
- Secure Remote Access
- Backup Solutions!!!!
- Continuous Data Protection
- SIEM
- Multifactor Authentication→ Adaptive Authentication
- Virtual Desktops
- Micro-Segmentation
- Network as a Sensor
- NetFlow/Sflow
- User Behavior Analytics
- Active Directory Health
- Data Loss Prevention
- Vulnerability Management
- Key Management

MANAGED IT SERVICES – SUPPORT SERVICES

Support Desk & Remote Support

- 24x7x365 monitoring of system alerts
- Support desk availability Monday – Friday, 7:00 a.m. to 5:00 p.m. CST, excluding holidays
- Microsoft Office
- Microsoft OS
- Network Connectivity
- Secure remote system control
- Third party software – requires active support contract

On-Site Support and Maintenance

- On-site support Monday – Friday, 8:00 a.m. to 5:00 p.m. CST, excluding holidays, for issues that can’t be resolved remotely
- Proactive on-site maintenance and health check regularly scheduled

MANAGED IT SERVICES – PROACTIVE SERVICES

Security/Updates

- Anti-virus software, including management/definition updates
- Automated Microsoft Patch Management
  - MS Office updates
  - OS Critical updates
  - OS Security updates
- Content filtering solution
- Security administration
- Spam filtering solution
- User administration
- Windows file sharing administration

Server Equipment Maintenance & Monitoring

- Asset summary
- Drive space monitoring
- Event log monitoring
- Hardware performance
- Up-time reporting

STRATIGIC PARTNERS

GOVERNMENT CONTRACTS


Q&A

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