



Jon Lloyd - CBTS
**Director of Cloud
Networking**



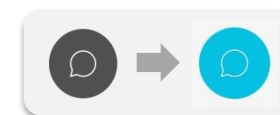
Matt Douglass - CBTS
**Sr. Director Solution
Engineering**

Expert Breakdown: SD-WAN Security Series 1.2

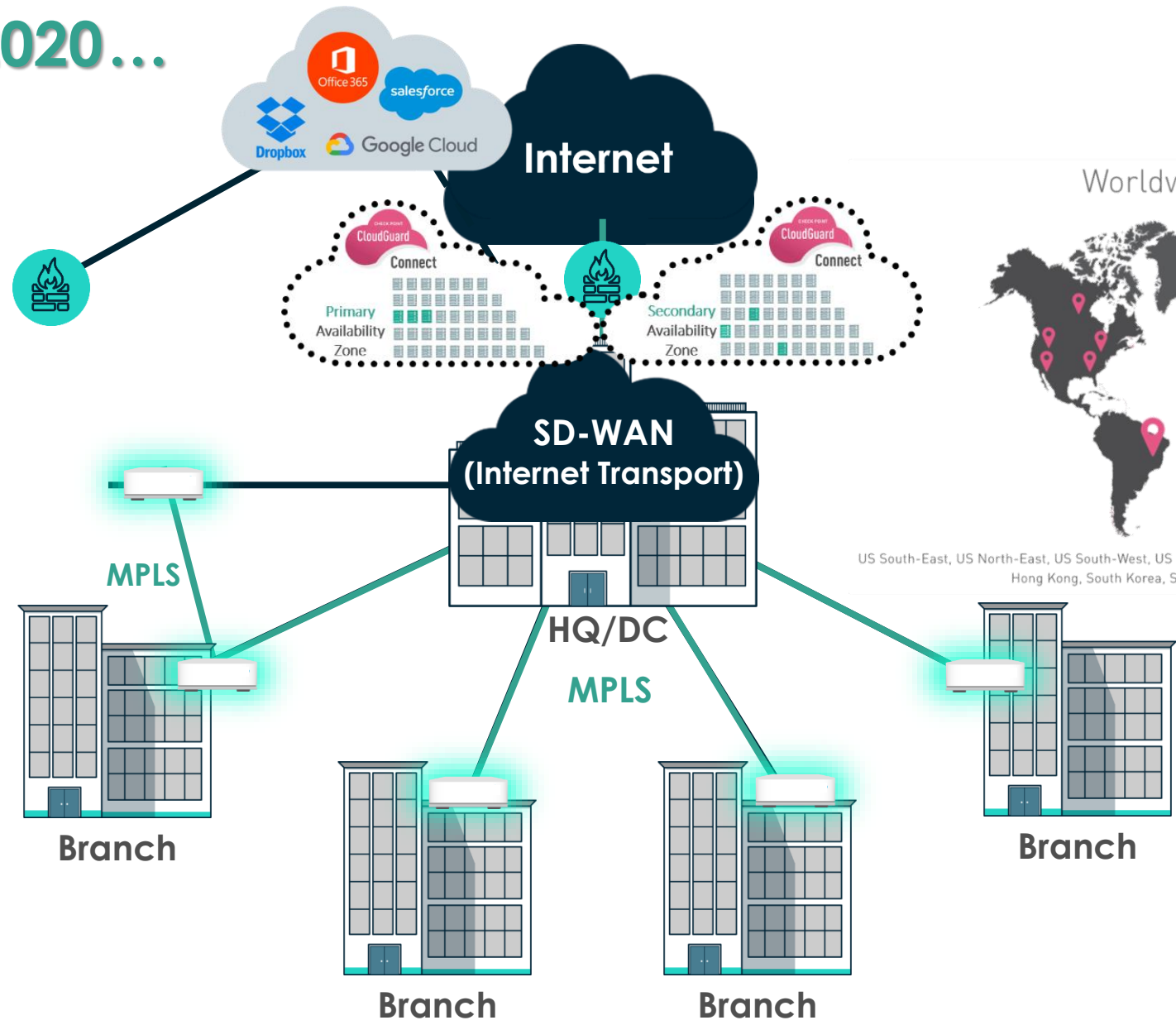
Cloud Security: Enable your clients with Check Point CloudGuard Connect

Please note:

- All attendees will be muted and video turned off to avoid connection quality issues
- During the presentation, please type any questions you have into the chat panel
- If you do not see a chat panel, click the chat icon at the bottom of the main Webex screen



1999 - 2018 - 2020...



Worldwide Locations



US South-East, US North-East, US South-West, US North-West, Canada, Germany, France, Sweden, Ireland, United Kingdom, Hong Kong, South Korea, Singapore, Japan, Australia, India, Brazil, Bahrain

Over 25 Years of Recognition

Check Point Software Technologies



Gartner®

- **Network:** 19th time Security Leader in Magic Quadrant

Gartner®

- **Network:** Customers' Choice for Unified Threat Management



- **Network:** Highest cyber prevention score in NGFW



- **Endpoint:** Top Product Scoring: 17.5 / 18



- **Endpoint:** A leader in Endpoint Security



- **Mobile:** Highest Mobile security value

Gartner®

- **Cloud:** Dome9, a cool vendor in Cloud Security



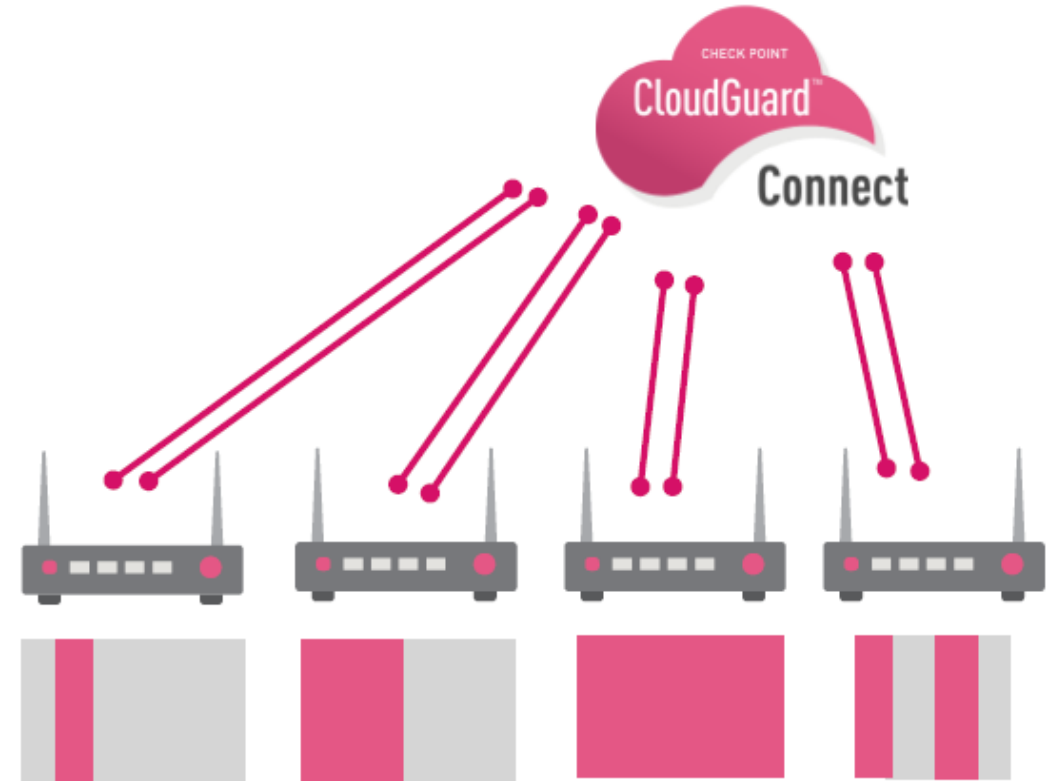
Introducing Hosted Cloud Security

Check Point CloudGuard Connect

Check Point CloudGuard Connect from CBTS transforms branch office security

- Enterprise grade protection to branches as a cloud service..
- With top-rated threat prevention..
- Quick and easy deployment..
- Flexible consumption models...

..in an affordable monthly subscription model



Best of Both Worlds



WAN Optimization and Cloud Delivered Security Services

- CloudGuard Connect provides:
 - Next Generation Threat Prevention as a cloud service, including Threat Emulation (sandboxing), HTTPS Inspection, Anti-Bot, IPS, Application Control, URLF, A/V, Firewall.
 - Simple web interface for connecting new sites, security policy configuration, logging and security event management
 - Tunneling to Check Point cloud with GRE and IPsec
 - Redundancy of availability zones
 - Dynamic or Static IP site creation
- No need to deploy additional security hardware on-prem
- NOT a proxy solution!
 - Since all site traffic is/can be tunneled, then ALL Internet-bound traffic is inspected; This includes from non-user based devices; printers, POC, shadow-it, etc.
- Cloud-Based Platform with Ongoing development!

Check Point NGTX Package

TE – Threat Emulation (SandBlast™)

URLF – URL Filtering

AB – Anti-Bot

AV – Anti-Virus

IPS – Intrusion Protection

APCL – Application Control

SSL Decryption

IA – Identity Awareness (in 2020)

FW – Firewall

NSS Certified 100% Catch Rate

NSS Labs, a recognized leader in independent security research and testing

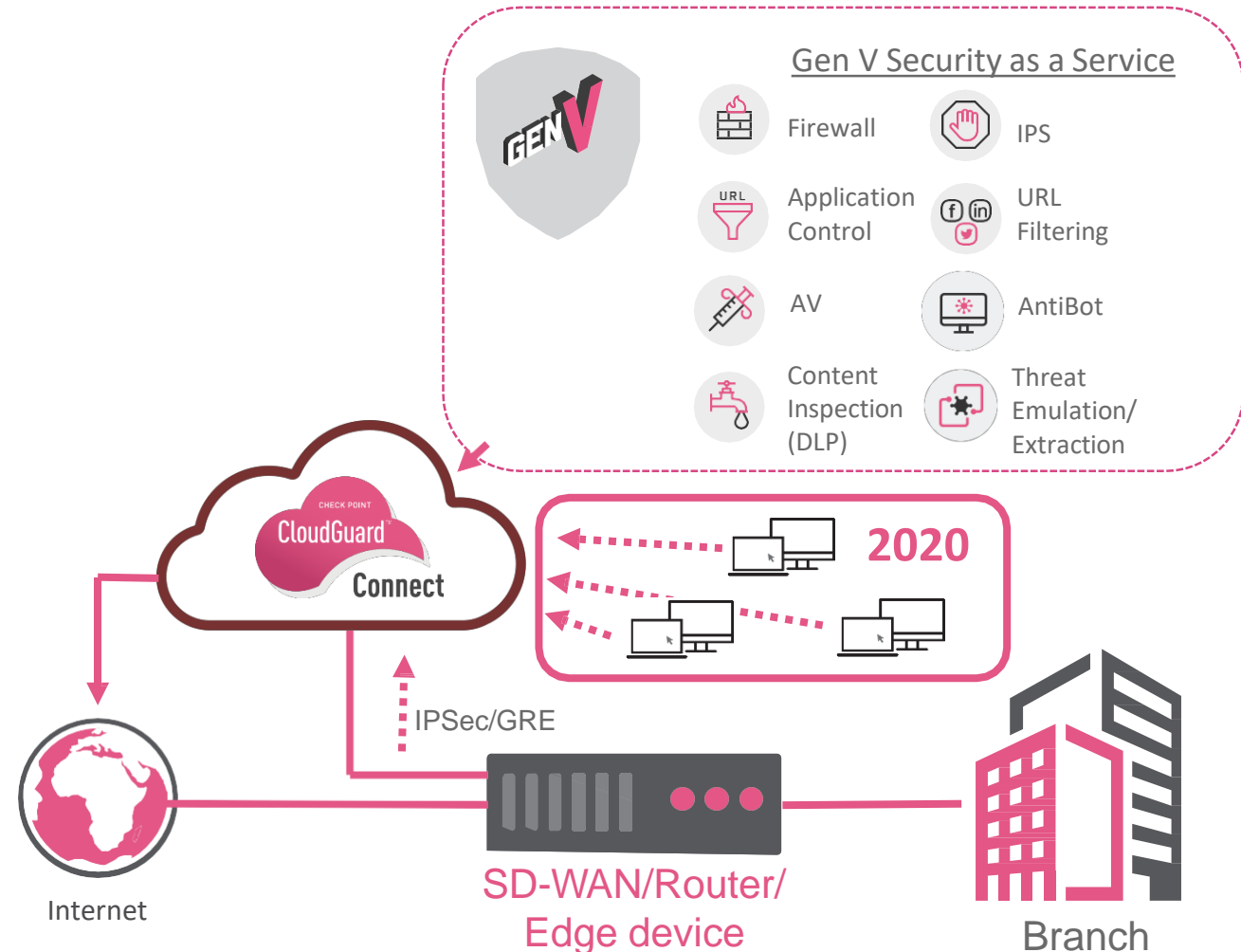


CloudGuard Connect

Gen V Security as a Service



- Less than 5 minutes of setup
- Under 50 millisecond latency
- Redundant links ensure 99.999% uptime
- SD-WAN advanced integration and automation



CloudGuard SaaS

Protection for SaaS applications & cloud email



Authentication

Identity Protection



APIs



Inspection & Enforcement



Intelligence

Intuitive Cloud Management



Risk profile



Zero-day Threats Protection



Data Leakage Prevention



Reveal Shadow IT

CloudGuard SaaS

More than just a CASB



More zero-days blocked



More threat visibility and data control



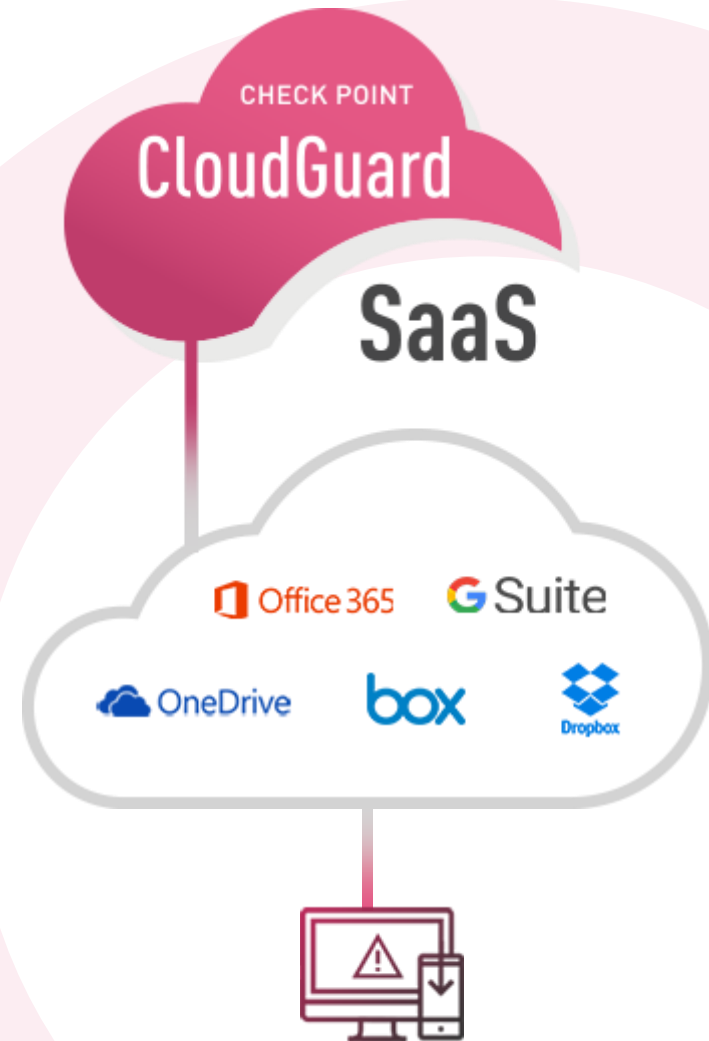
More phishing attacks stopped



More account takeovers prevented, on more applications and devices



Get more from your SaaS security



Competitive Landscape

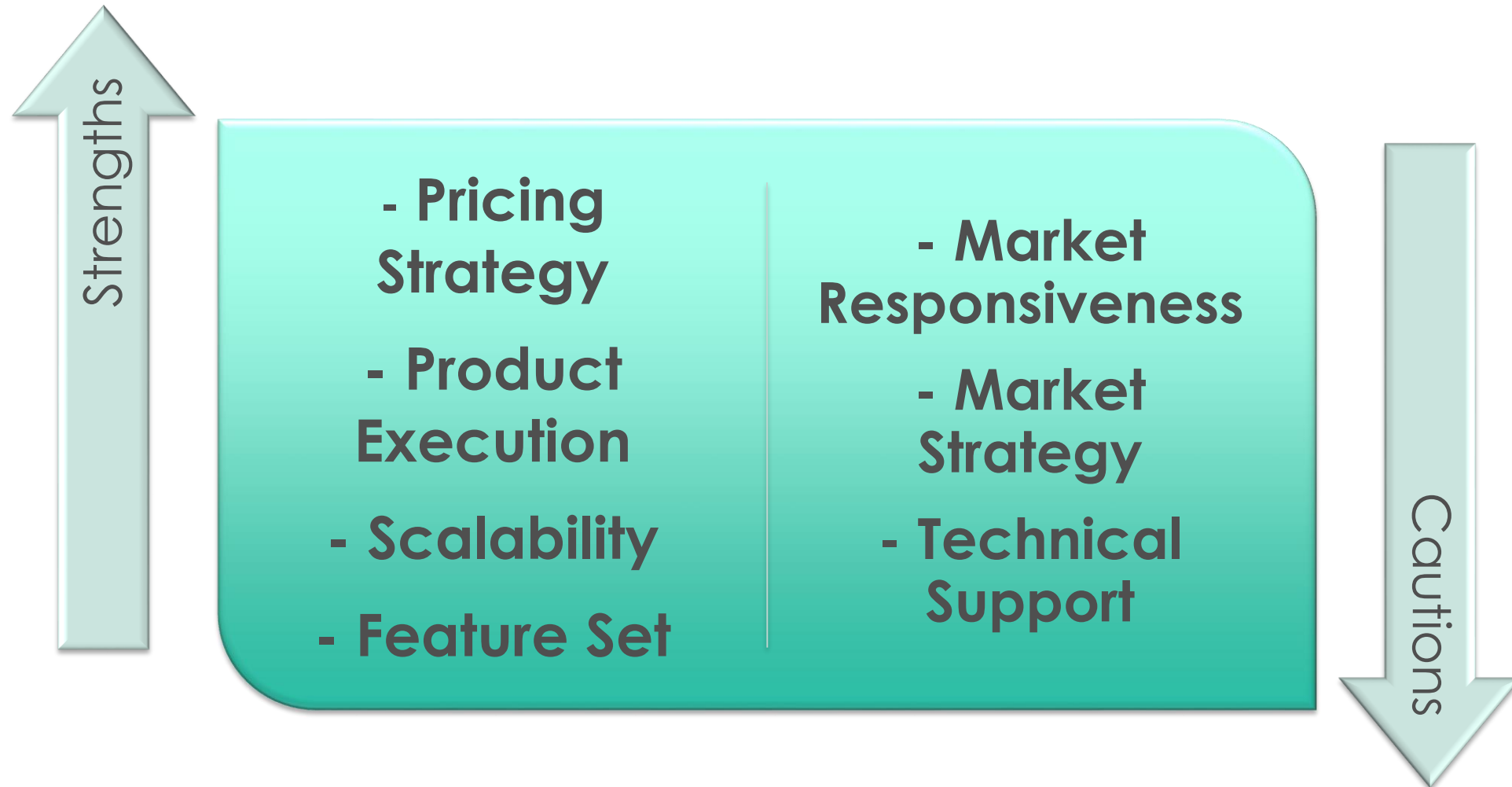
Comparing top security vendors



Area	Value Proposition	Check Point	Zscaler	PAN
Use case	On-Premise virtual gateway footprint	1 core, 1GB Disk	No	2 cores, 60GB Disk
	Security as a Services (NSaaS)	Yes	Yes	Yes
Security	NSS threat catch rate	100%	Not Certified	98%
	Threat Prevention including Evasion Resistant Sandboxing (CPU Level)	Yes	No	No
Management	Simplified Cloud Management with a unified policy	Yes	Partial	Roadmap
	Unified On-Premise Management for Cloud and Datacenter	Yes	No	Yes
Performance	Cloud Availability Uptime	99.999%	99.999%	99.9%
	Latency	<50ms	<100ms	Not Provided
	Per site performance	870Mbps	200Mbps	TBD
Integration	Silver Peak NSaaS automated deployment	Yes	Yes	No
	VMware SD-WAN Edge (VeloCloud) Zero-Touch	Yes	N/A	Yes

Strengths & Cautions

What Check Point Brings & Where CBTS Fills Gaps



Pricing and Billing

Flexibility – Keeping it Simple – Choose the Model Based on Customer Requirements

Per User

NGTX = \$144/year OR \$12/month

Per Mb

NGTX = \$144/year OR \$12/month

Monthly Billing to Customer

Based on
Monthly Invoicing
and

Consumption Usage

CloudGuard SaaS Bolt-on = \$5/month

Architecture



Check Point Customer Benefits



SaaS – a Service, not a Product

- Saves:
 - Deployment costs
 - Upgrade costs
 - Scale costs
 - Troubleshooting costs
- Customers can receive new features on a weekly basis without any effort from their side.
 - Customer doesn't own the infrastructure
 - No upgrades
 - No JHF
- This allows us to start small, and add more features fast.
- Auto-scale – system extends / reduces itself based on customer traffic.

What's Included Today



Software Defined Perimeter that provides an op-ex managed model for NGFW features

- Outbound Network Firewall
- URL Filtering
- Application Control
- Intrusion Prevention
- Antivirus
- Anti-Bot
- Threat Emulation (sandboxing)
- SSL/TLS Inspection
- GRE or IKEv1 or IKEv2 IPsec Tunnels
- Availability Regions:
 - US: South-East, US: North-East, US: South-West, US: NorthWest, Canada, EU: Germany, EU: Ireland, EU: United Kingdom,
 - EU: France, APAC: South Korea, APAC: Singapore, APAC:
 - Japan, APAC: Australia, APAC: India, Latin America: Brazil
- Redundant Availability Zones
- Reporting Provides Security Visibility

Expanding to Azure



Branch office security throughout the Globe

100+ World-wide Availability Zones

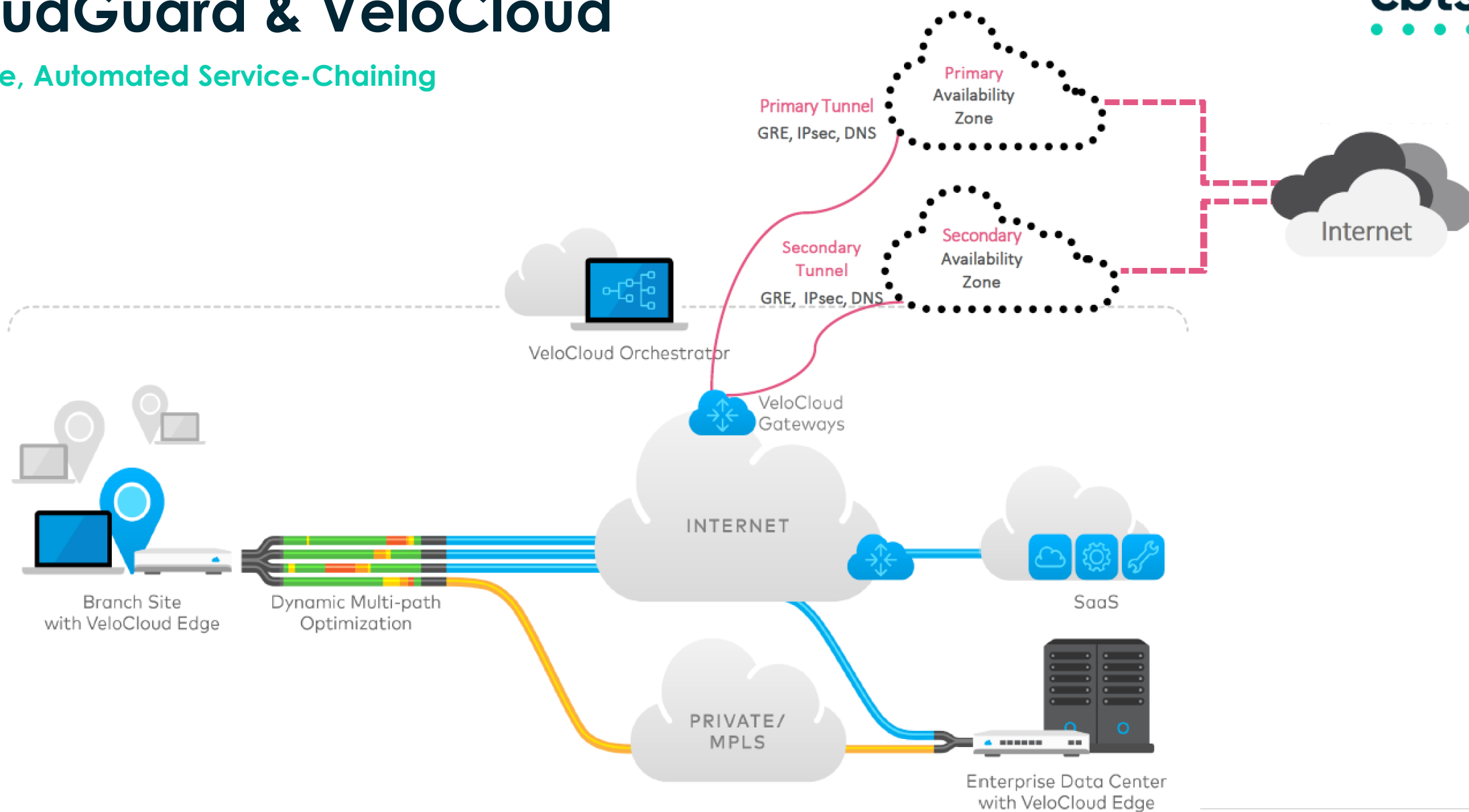
Under
50msec Latency

Co-Located with



CloudGuard & VeloCloud

Flexible, Automated Service-Chaining





Matt Douglass - CBTS

**Sr. Director Solution
Engineering**

CBTS Overview

NYSE: CBB

Headquarters: Cincinnati, OH

Mission
Services
Market
Geography

Thought leading IT Services provider
XaaS - Hardware - ProServ - Cloud
Commercial, Healthcare & Enterprise
North America (limited Global)



Mission
Services
Market
Geography

Fiber facilities leader in key markets
Internet - Voice - Video
Residential & Commercial
Cincinnati, Ohio & Hawaiian Islands

UCaaS, LAN, SD-WAN, & Security Portfolio



Cisco UCaaS CCaaS & Webex

Cisco Call Manager/HCS
Cisco Broadsoft & UC-One
Cisco UCCx & UCe
WebEx Contact Center
WebEx Calling
WebEx Meetings & Teams
WebEx Rooms & Boards



Cisco Meraki as a Service

MX UTM/Firewall
MS POE Layer 2/3
MR Access Points
MV Cameras
Co-Management



Multi – Platform SD-WAN Practice

Velocloud
Meraki & Viptela
4G/LTE Backup
Circuit LOA
Co-Management



Multi-Platform Cloud Security

Checkpoint & Cisco
UTM/Firewall
SSL Decryption
Sandboxing
VPN Client
CASB

Moderator



Rob Messmer - CBTS

Sales VP & Channel Chief

Panel



Marco Garcia – Check Point

Director of Engineering



Jon Lloyd - CBTS

Director of Cloud Networking



Matt Douglass - CBTS

Sr. Director Solution Engineering

Thank You!



Expert Breakdown:

SD-WAN Security Series 1.3

Cloud Security: Ask our panel of experts your toughest network security questions

Wednesday, July 15, 1:00 p.m. EDT