








Infinipoint At A Glance

Enterprise IT and security teams are facing a classic Catch-22 conundrum. They are feeling pressure to adopt a Zero Trust security model but at such a speed that they don't have the time to make sure the entire stack fits for purpose. The massive increase in remote device access paired with stratospheric increases in cyberattacks means enterprises need to ensure that their Zero Trust policies are robust enough to protect all their resources.



CUSTOMERS' PAIN

-  SURGE OF CYBER ATTACKS
-  USERS WORKING FROM ANYWHERE ON ANY DEVICE
-  TOO MANY 3RD PARTY APPLICATIONS THAT NO LONGER SIT ON PREMISE
-  UNABLE TO KEEP UP WITH REAL TIME VERIFICATION OF DEVICE POSTURE
-  SECURING NETWORK TRAFFIC IS FAR MORE COMPLEX WHEN OFF PREMISE

MARKET INSIGHTS

The term 'Zero-Trust' as relating to cyber security was popularised around 2010 by Forrester Research analyst and thought-leader John Kindervag. His point of view was based on the motto 'never trust, always verify'.

According to Infinipoint despite the security that Zero Trust models offer, organisations often forget about end users and devices. *51% of organisations have not implemented a Zero Trust approach for devices.

Infinipoint pioneers the first Device-Identity-as-a-Service (DIAAS) solution, addressing Zero Trust device access and enabling enterprises of all sizes to automate cyber hygiene and increase visibility across their entire IT estate.

*Infinipoint research of over 350 IT security professionals, 2022.

DID YOU KNOW

WHAT'S THE MISSING LINK?

Today's workforce is working from everywhere and anywhere from anything. While most organisations authenticate the user, encrypt the network, secure the SaaS application, the device of the user is often the missing link in a full Zero Trust security stack.

WHAT IS DIAAS?

DIAAS – Device Identity As A Service – from Infinipoint provides the missing device security piece of a Zero Trust solution. DIAAS provides Single-Sign-On authentication, with real-world based risk intelligence to enforce dynamic policies.

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OPENING QUESTIONS

HOW DOES INFINIPOINT DIAAS DIFFER?

DlaaS is the first of its kind device security solution enabling enterprises of all sizes to automate cyber hygiene and increase visibility across the entire IT estate. It is the only solution that offers Single-Sign-On authorisation integrated with risk-based policies and one-click remediation for non-compliant and vulnerable devices, with a self-service end-user portal.

TYPICAL USE CASES

- Overwhelmed helpdesk, with end users spending their time chasing issues, or trying to find workarounds themselves. This loses important time and focus on working on what they were hired to do.
- Multiple solutions for different device services. This requires administrators to learn and adapt to multiple security solutions with varying capabilities.
- No ability to implement real time changes. With new applications and processes being introduced to a device in seconds, new risks are constantly exposed. Business needs to have real-time data decisions and enforce security that way.
- Businesses looking to implement Zero Trust principles and looking to simplify security investments.

STARTING CONVERSATIONS WITH YOUR PARTNERS

THE 2 MAIN TARGET PARTNERS

- EXCLUSIVE NETWORKS PARTNERS SELLING A COMPETITIVE OR EX WIFI SOLUTION SUCH AS ARUBA OR AEROHIVE.
- EXCLUSIVE NETWORKS PARTNERS SELLING COMPLIMENTARY VENDORS SUCH AS PALO ALTO NETWORKS, FORTINET AND NETSKOPE.

QUESTIONS TO ASK:

- Have you experienced a security breach, financial or productivity loss due to suboptimal security posture cross the entire organisation?
- How confident do you feel with the cyber security level of your current IT infrastructure & employee work model?
- Are you able to confidently share with the organisations executive level an accurate, up to date IT asset inventory?
- How much time investment goes into prioritising current cyber risk tools output in order to put a remediation plan in place?
- How confident are you of the ability to identify a new security risk & close the gap across your entire IT estate within minutes?
- Do you need to meet a specific level of security while lowering operational costs?
- Is your annual IT budget easy to predict?