

Why Netskope?

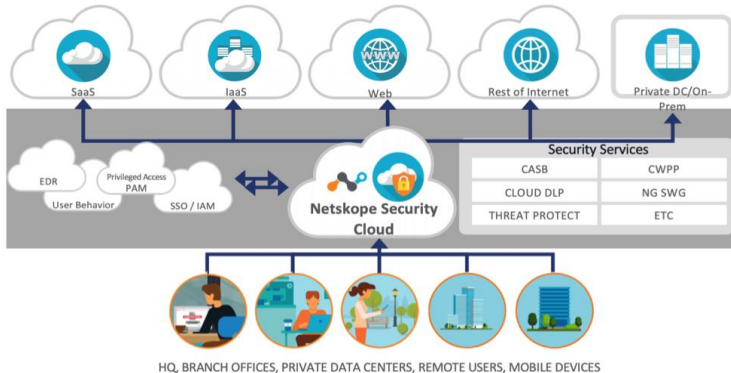
More people, devices, applications and data are now outside of the enterprise network perimeter than inside it. That means that legacy security technology and practices leave us blind to the majority of data loss risk and threats. The time has come for a change. We must reimagine our perimeter.

SWG+CASB+DLP = Next-Generation Secure Web Gateway

The Netskope Security Cloud provides unrivaled visibility and real-time data and threat protection when accessing cloud services, websites, and private apps from anywhere, on any device.

What is the Netskope Security Cloud?

Netskope Security Cloud enables enterprises to extend their data security and threat protection policies to users and data, wherever they may be. This includes managed and unmanaged cloud apps, public cloud environments, websites, and an enterprises' private apps hosted either in their data centers or in public cloud.



Partner Battle Card

Common Use Cases

- Safely Enable Cloud Apps
- Discover Shadow IT
- Allow a direct-to-net architecture
- Detect Cloud and Web Threats
- Govern and Protect Public Cloud
- Prevent Data Exfiltration

Qualifying Questions

- Do you have a Blue Coat / Forcepoint / Zscaler SWG refresh coming up?
- Did you know that 85% of web gateway traffic is now to cloud apps?
- Can your existing SWG decrypt and inspect SSL traffic?
- Can your SWG differentiate between personal and company instances of your cloud apps?
- Is your existing SWG hosted in your data center? Are you therefore backhauling remote offices and users through it?
- Are you concerned about data loss through unmanaged cloud apps ("Shadow IT")?
- Do you need to contain confidential data (PHI, PII, PCI) within approved cloud services?
- Do you need to identify unsafe cloud apps, and monitor unsafe user practices?
- Are you concerned about misconfigurations of your AWS, Azure or GCP tenants exposing data?
- Do you need to prevent data leakage from your public cloud environment?

Netskope Products

Next-Gen Secure Web Gateway: A cloud-based web security gateway that understands cloud applications in addition to filtering web usage. Netskope NG SWG protects users accessing the web by detecting threats such as malware, phishing sites, and drive-by exploits. Netskope also protects an organization's data from exfiltration or exposure due to, risky user activities within cloud applications, or the uploading of sensitive data to Shadow IT. Netskope NG SWG is built to meet the needs of the largest of organizations, providing a low latency service with full SSL inspection of traffic.

Market-Leading CASB: Quickly identify cloud application usage and secure data in managed or unmanaged cloud applications. Prevent sensitive data from being exfiltrated to Shadow IT by risky users, or exposed to the internet from an organization's cloud storage platform. Netskope CASB secures and protects Office 365, G Suite, Salesforce and many other enterprise applications.

Cloud DLP: Protect sensitive company data from loss and exposure with the most advanced cloud-based DLP in the industry. Capabilities including 3,000+ data identifiers, support for more than 1,000 file types, custom regular expressions, proximity analysis, international support using double-byte characters, fingerprinting, OCR, and exact data match.

Private Access: Secure application access from anywhere. Netskope Private Access provides users with secure remote access to applications in both public cloud and private data center environments. Avoid the need for remote users to VPN through the corporate network to gain access to private applications, and establish the identity of users, and confirm the security posture of devices, before allowing remote access.

Sample Competitive Wins

Win: Global F500 Financial Firm

- 60,000+ employees, cloud-first company adopting SaaS/IaaS services including G-suite
- Existing Symantec DLP and BlueCoat ProxySG customer
- 8 major use cases including protection of SaaS, IaaS, and Social Media/Web
- Viewed Symantec solution as disjointed and complex
- **Netskope beat Symantec** based on broad use case coverage and Netskope Security Cloud approach
- Click here for Symantec competitive information

Win: Multinational Consumer Electronics Company

- 125,000 employees, fully adopting SaaS, Office 365
- 4 major use cases including protection of approved SaaS apps and Shadow IT
- Viewed McAfee as cobbling together separate products
- Skyhigh/McAfee could not adequately cover cloud app usage with DLP policies (only ~13 vs Netskope's 3500+)
- **Netskope beat McAfee** with more comprehensive DLP and granular Shadow IT control
- Click here for McAfee competitive information

Win: Top Ranked Law Firm

- 1,500 employees; offices in 20+ cities
- Use cases included user protection for SaaS, IaaS, and Web; Discovery and risk assessment; API data at rest visibility and data/threat protection for sanctioned cloud apps (Azure, O365, Dropbox); Unmanaged device protection accessing sanctioned cloud apps; Integration with SSO (Okta)
- **Netskope beat Zscaler** due to wide range of Web and Cloud security use case coverage, strong company vision, and third-party recommendations
- Click here for Zscaler competitive information

Partner Battle Card

Who's Buying?



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Partner Resources

Netskope Partner Portal: <https://partners.netskope.com>

Netskope Partner Rewards: <https://NetskopePartnerRewards.com>

Netskope Support Portal: <https://support.netskope.com>

Netskope Academy: <https://netskopenpartners.learnapon.com/>

Place orders via email: orders@netskope.com

Contact us via email: partners@netskope.com

