

VMware Workspace Security

December 2019

Agenda

Market Overview

Problem definition

Product Introduction and Description

What it is. How it works

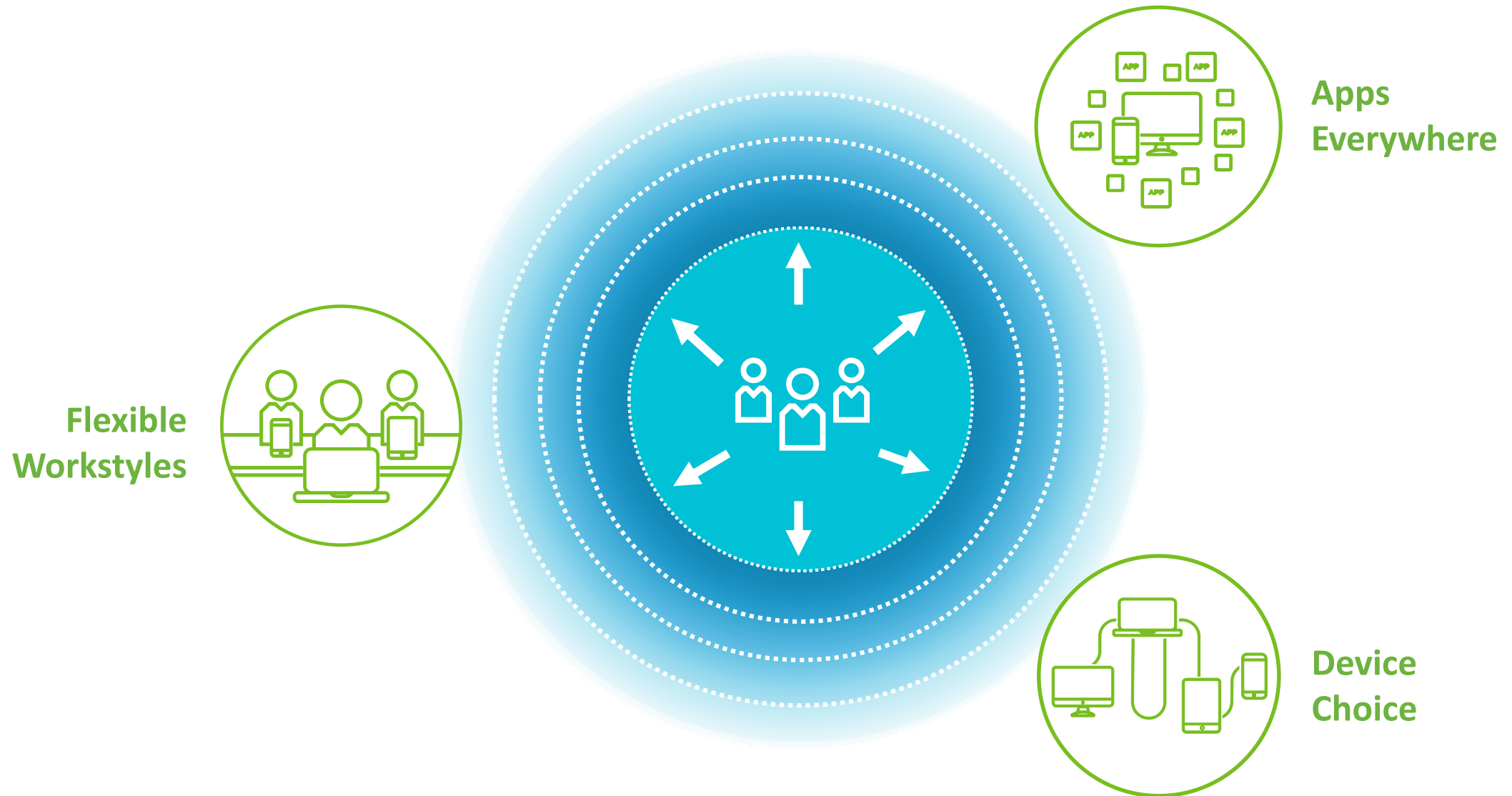
Product integration

How customers can leverage the integration

Next Steps

Additional Information

The Perimeter is Dissolving



Threats Becoming More Pervasive and Complex

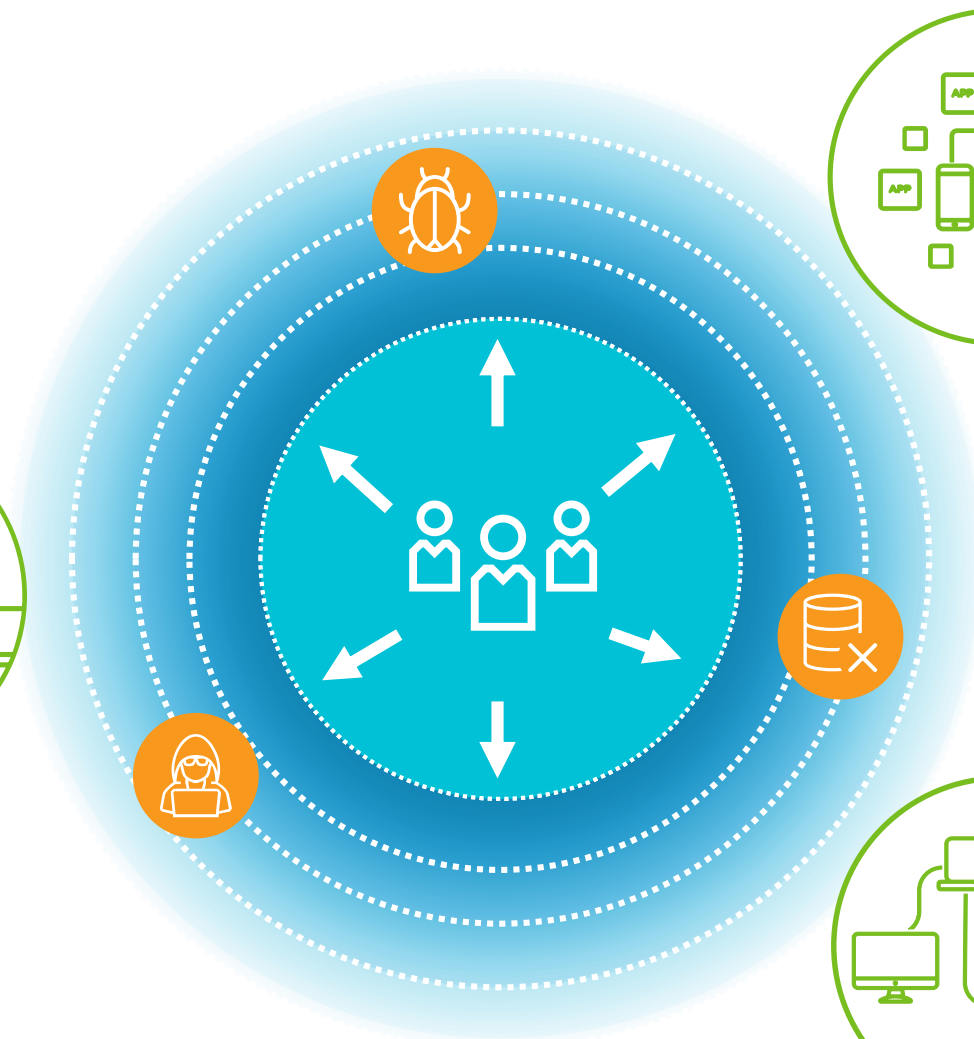
Vulnerabilities and exploits in wild continue to exponentially grow

Apps Everywhere

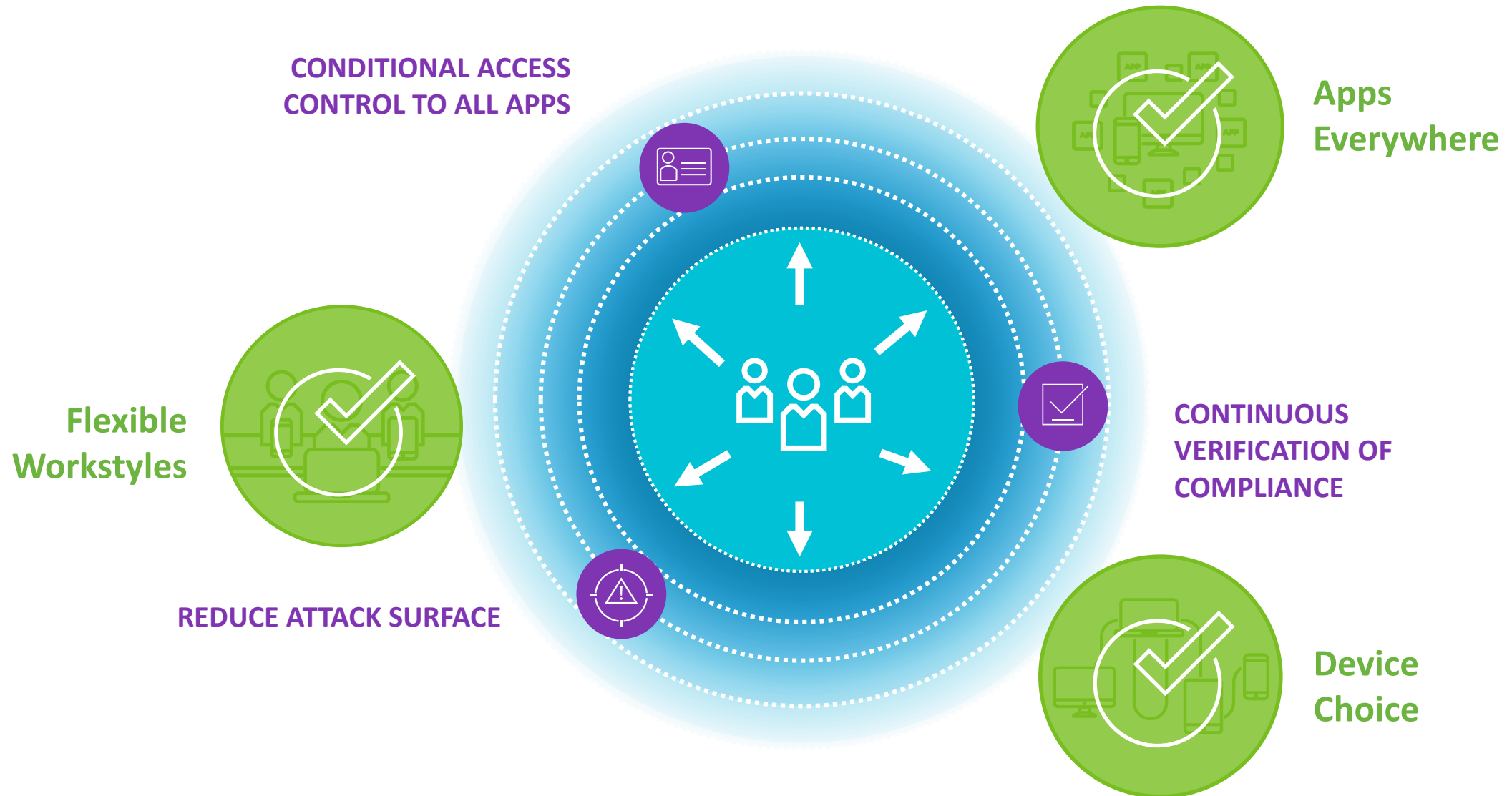
Breaches continue to rise - need to stay off the news headlines

Device Choice

Flexible Workstyles



Zero Trust Models are Emerging



Zero Trust Simply Stated

A conditional access control model that requires “**verification of trust**” prior to allowing **application access** granted with **least privilege**



Verifying Trust

Device
Identity
Transport
Application



Applications

SaaS
On-prem
Virtual
Native

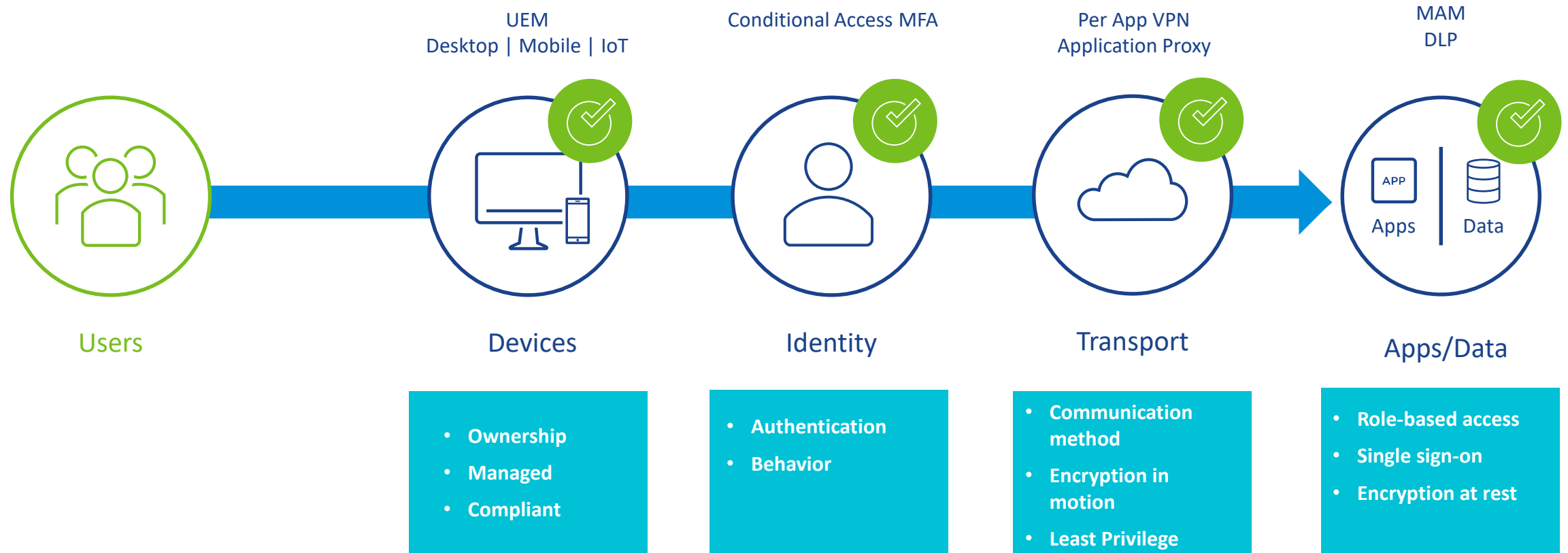


Least Privilege

Grant only the
required access and
no more

Workspace ONE Platform Offers Inherent Zero Trust Access

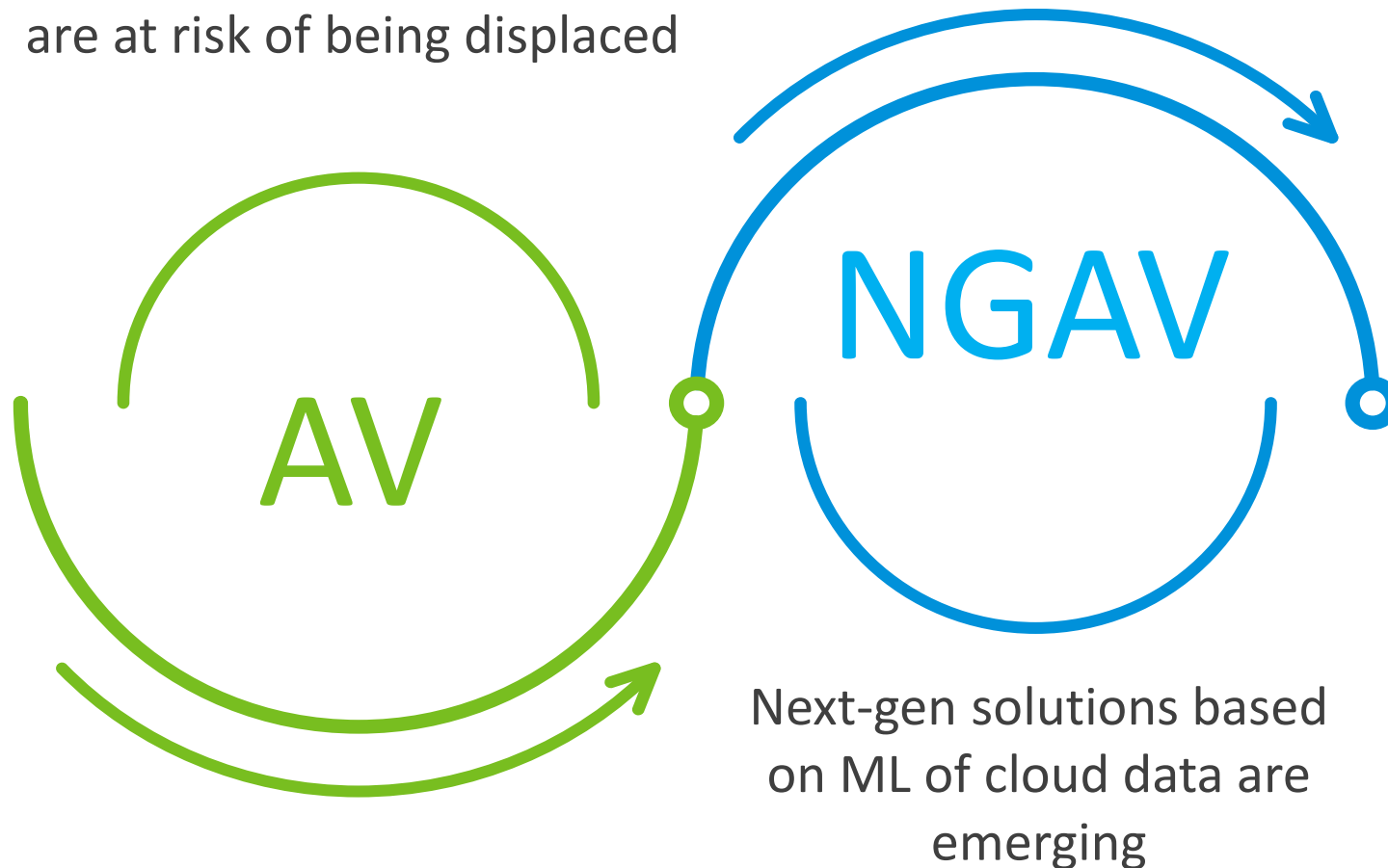
Our Approach is to “Verify Compliance”, not “Threat Detection”



The Endpoint Protection/Antivirus Market is at an Inflection Point

Cloud-based and ML-based solutions are often displacing legacy vendors

Legacy solutions and vendors are at risk of being displaced



Carbon Black is the leading next-gen, cloud based NGAV/Endpoint Protection Platform (EPP)

- Named 2019 Gartner Peer Insights Customers' Choice for EPP
- Named 2019 Gartner Magic Quadrant "Visionary" in EPP

Legacy vendors = Symantec, McAfee, Trend Micro, Sophos

Workspace ONE and Carbon Black Offer a Unique Opportunity

Marry together Workspace ONE context with Carbon Black real-time threat detection



Context/Compliance

WS1 UEM and Intelligence view into configuration and events across digital workspace.



Threat Detection

Modern malware and behavioral threat detection

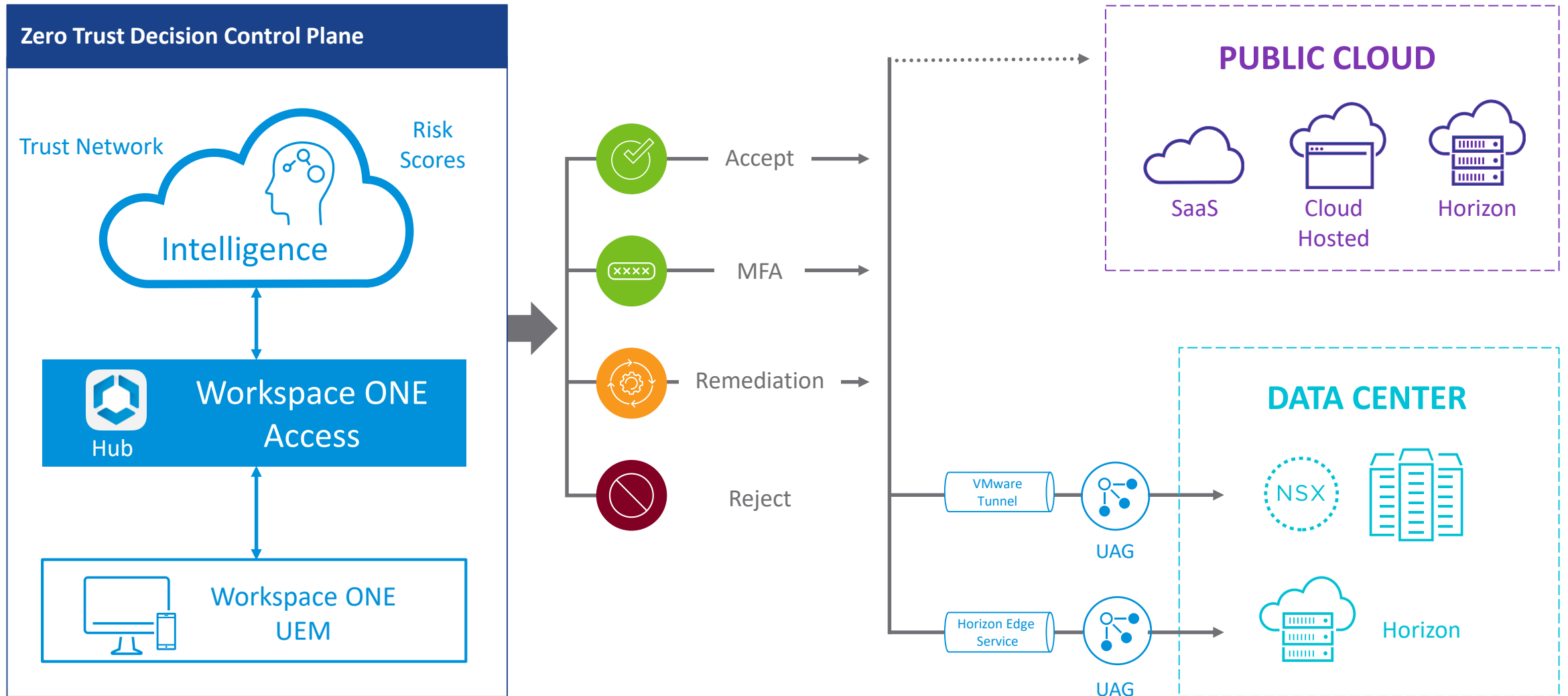


Consolidation

Single cloud-based solution for Sec Ops and IT Ops reduces complexity and improves performance

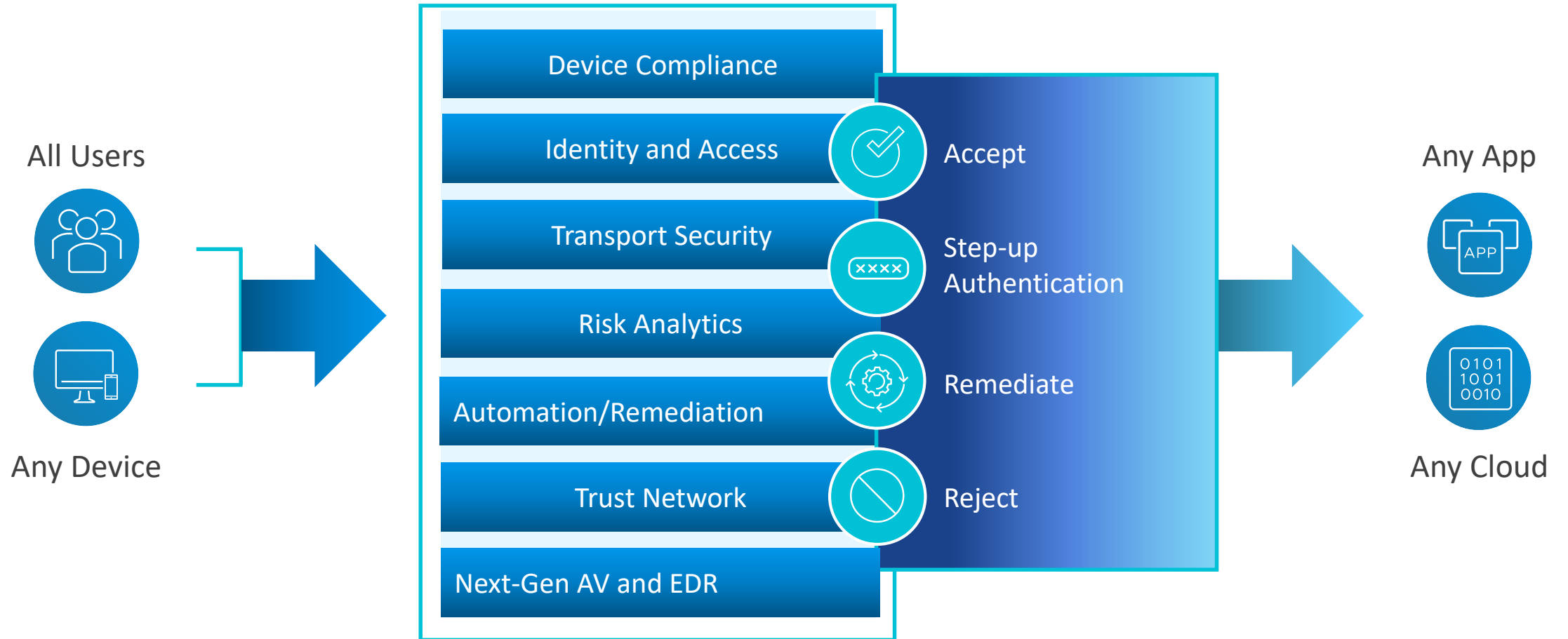
Introducing Workspace Security

Workspace ONE Zero Trust Overview



Workspace ONE

Zero Trust Decision Control Plane



The Journey to Zero Trust

Path to Zero Trust

Not necessarily a linear journey



Introducing Workspace Security: Add-On SKU for WS1 Advanced:

Manage and Secure Your Endpoints



Workspace ONE™
Intelligence



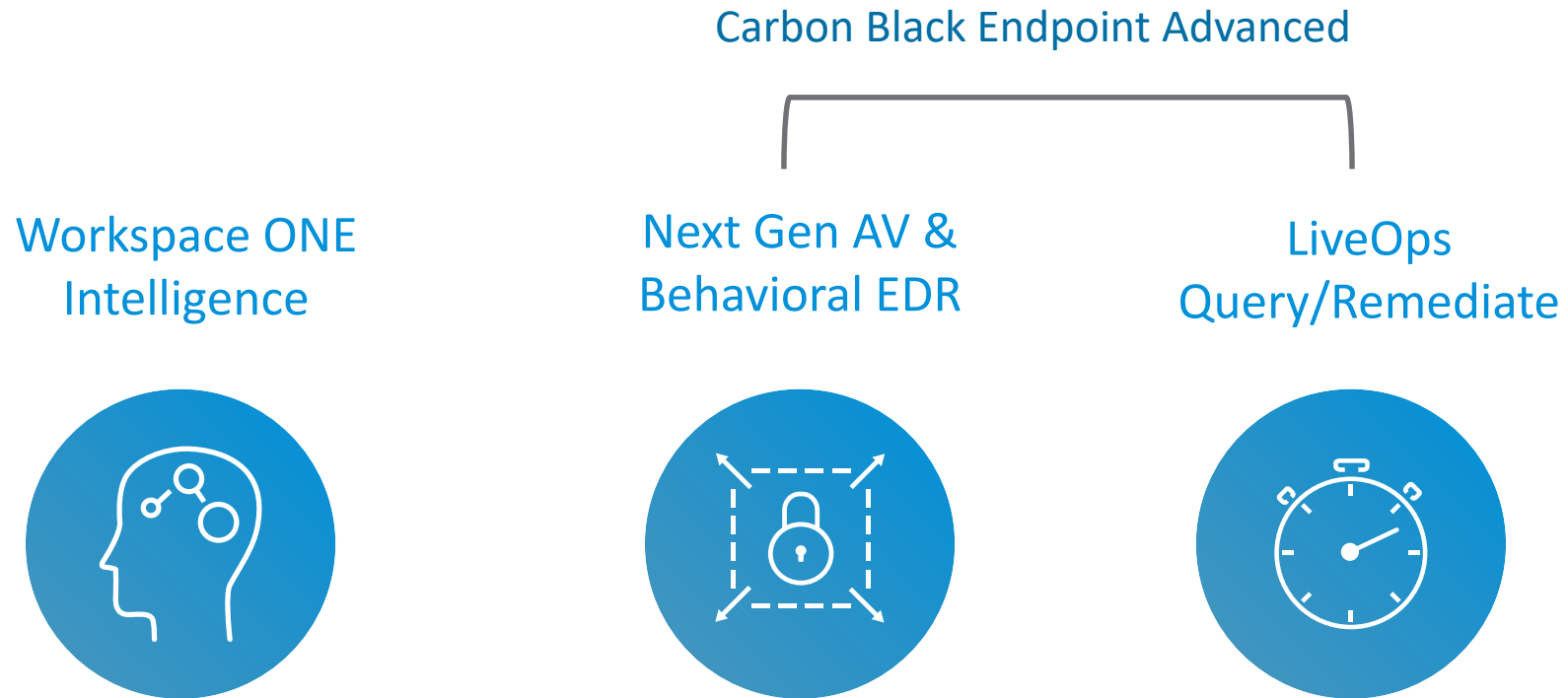
vmware®
Carbon Black.

Endpoint Advanced

Workspace Security is an Add-on to Workspace ONE Advanced
Licenses ONLY

Workspace Security Add-on bundle

Combining Workspace One Intelligence with Carbon Black Cloud Endpoint Advanced



Workspace Security is an add-on to Workspace ONE Advanced Licenses ONLY

Endpoint Security Challenged by Evolving Threat Landscape



User Endpoint

Multi-Purpose

Multi-App

User Controlled

Malware. Ransomware,
as well as fileless,
non-malware attacks

Growing frequency of
sophisticated attacks
Advanced Persistent Threats

High variability in posture.
Lots of different software.
Constant change.

Carbon Black Endpoint Advanced Provides *Modern Protection*



User Endpoint

- Multi-Purpose
- Multi-App
- User Controlled

Next Gen AV

Malware. Ransomware, as well as fileless, non-malware attacks

Behavioral EDR

Growing frequency of sophisticated attacks
Advanced Persistent Threats

LiveOps

High variability in posture.
Lots of different software.
Constant change.



Thank You