

Technology and solutions

CMD, CTO MIKA JALAVA

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The essence
of our
business.

What is common
to all ICT?

Servers, laptops, tablets,
smartphones, big data,
clouds... Everything?

Networks.
Connectivity.
Information.

What drives Security investments?

Reality-How things really are?

Feeling-Are we safe?

Model- How do we protect ourselves?

- resources
- technologies
- competences
- processes





Why security
technology is
more and
more
needed?
Why **Now**?

Paradigm shift in threat
landscape
&
Safe enablement of
Business innovations

Shaping Security technologies...

Threat landscape

- Complexity, sophistication of cyber attacks
- Nationalization
- Industrialization of cyber crime
- Unknown unknowns

Safe enablement of new innovations

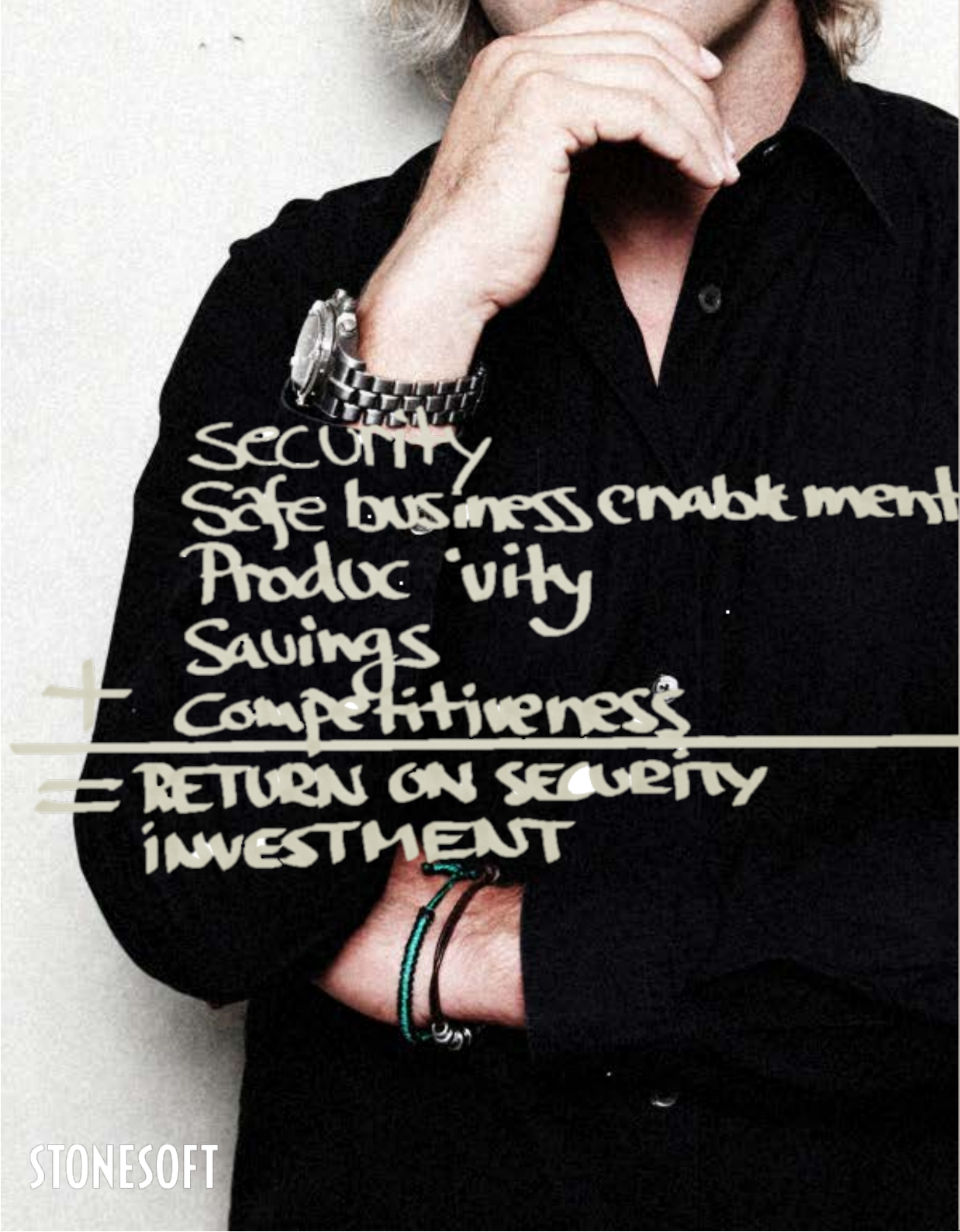
- Internet of things
- Cloud
- Virtualization
- Mobility and “bring your own device”
- Outsourcing
- Big data
- Increasing costs
- Convergence of technologies



Security ROI- at an inflection point

"We can not continue to justify increasing security OPEX and CAPEX with FUD, risks and threats...

It won't fly in the Future"



Security
Safe business enablement
Productivity
Savings
Competitiveness
+
= RETURN ON SECURITY
INVESTMENT

Security
Is much
more
than FUD.



Security

Direct losses

- Stolen IPR
- Commercial data
- Financial losses
- Insurance costs

Indirect losses

- Recovery
- Brand reputation
- Customer trust



Savings

Capex 20%

- be competitive

Opex 80%

- Focus increasing

- Time, money, effort, errors

- Human intensive



Competitiveness

Security will be a major customer requirement, real differentiator and element of good governance, quality, innovativeness.

In other words. A sign of trusted brand.



ROCK SOLID

Security Solutions, technologies and products

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Our First Thoughts are built on...

Differentiation

+Customer / security insights and primary research
+Innovations, R&D
+Solutions
+Technologies
+Products and services
+Features and functionalities

Business

Solutions for C-level

"Give me a full solution that answers my challenge, not just a product that will cause me more trouble"



CIO's Pressure

- > Next Cyber Security Strategy
- > Optimized and improved security level
- > Operational costs and return on security investment
- > Safe business enablement and support for new business innovations & strategy

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Strategy framework for
C-level

Cloud based security
deployment model for
multi location businesses

Unified and highly
integrated security
platform for all
environments

Authentication and
access control solution
for the cloud
environments

Protection against the
cyber-attacks using
advanced evasion
techniques.

Efficient and flexible
solution for security
service providers in multi-
tenant environments

High availability solution
to secure business
continuity.

Rugged and rock-solid
solutions for military and
demanding physical
environments

The more complex,
demanding, cost
conscious and
continuity
dependent
customer is the
better fit to us.

Solution Portfolio.

Strategic
value

Efficiency and
deployment value

Financial and lasting
value

Financial and user value

Resilience value

Operational and
Business value

Financial and continuity
value

Resilience and
operational value

HIGH SECURITY
the primary
value for us. It is
not an option
but it is not
enough.

Value Creation.

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Products

Not "just another IT
security company"

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100% dynamic, software based security

Evolving security, adaptive to changes over the time

One strong management system

Built-In unified features and functionalities, easy to manage

Protection against advanced evasion techniques

Comprehensive security product portfolio

Virtual, software or physical- same

Others

Static hardware based and hard-coded security

Disposable, "point products" with fixed lifecycle

Fragmented management systems

Bolt-on features and functionalities, hard to manage

No protection.

Either generalists or limited security portfolio

Separated, different

Rock Solid product portfolio

Stonesoft Management Center

Virtual

Security Engine

Software

NGN

FW
VPN

IPS

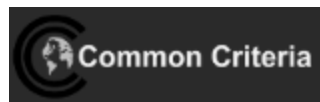
EPS

SSL
VPN

Physical



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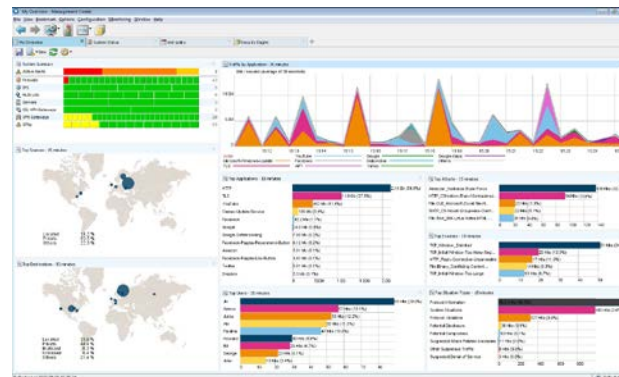
Gartner

3STRONGHOLDS.



Our unique technological strongholds.

One solution that adapts to your needs



Security Engine,

Management system

...and AET protection.

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Security Engine.

Unique product
platform with
maximized ROI



One **global customizable product platform**



...easy **localization**

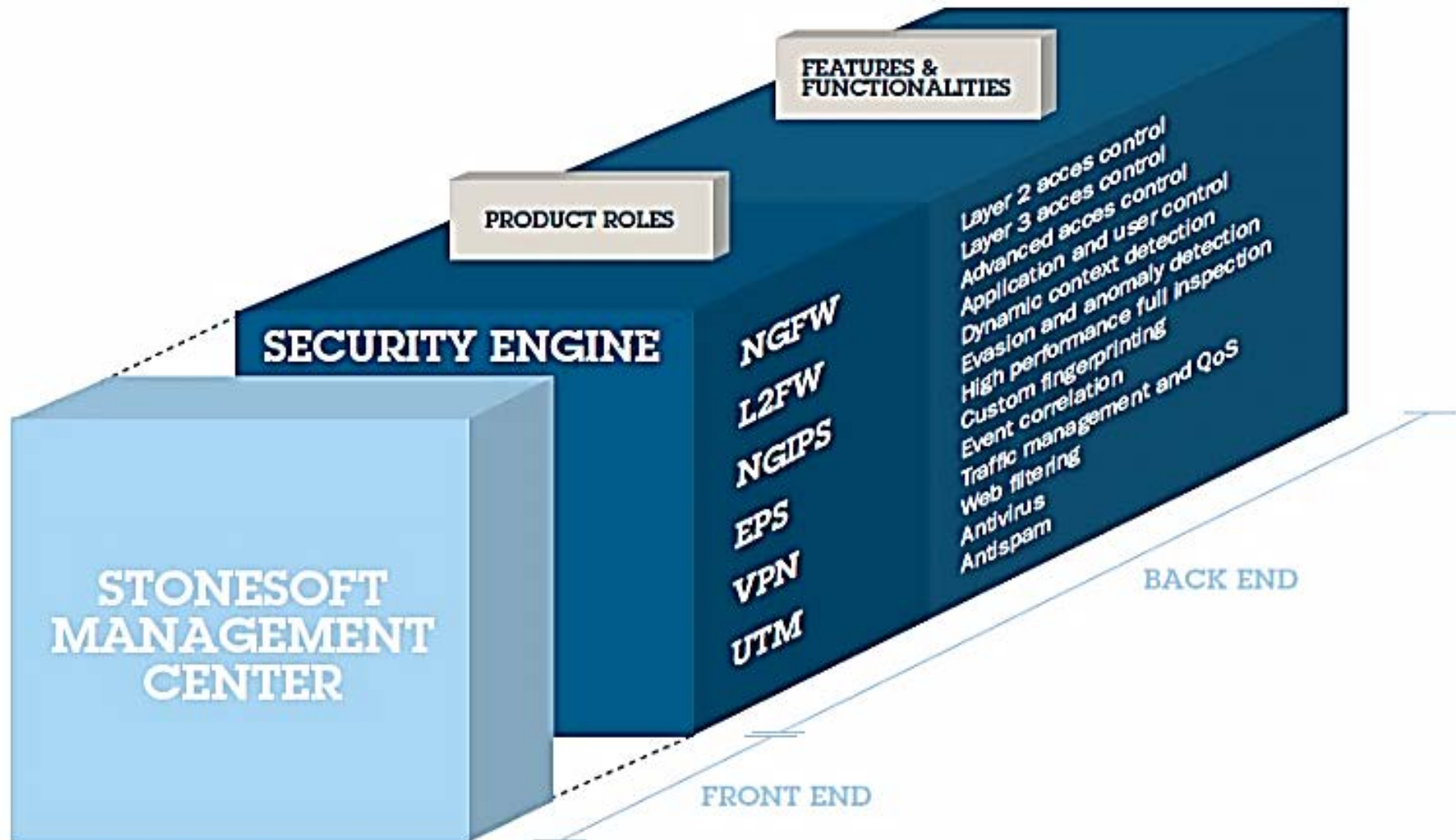


...and **OEM** approach



Platform
approach
enable
agile new
product
innovation
and short
time to
market.

Security Engine. The idea.



Changes

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Change in threat
"R&D needs military grade security"

Reconfigure self
in few minutes,
no extra costs

Change in business
"closing the site"

Reuse elsewhere
as a new product
and
configuration

Change in way of working
"move to cloud based CRM"

Turn to virtual,
no configuration
work

Others
In practise.
Quick response.
Adaptiveness to
changes over
the time brings
better security
level and
improved ROI.

Stonesoft Management Center



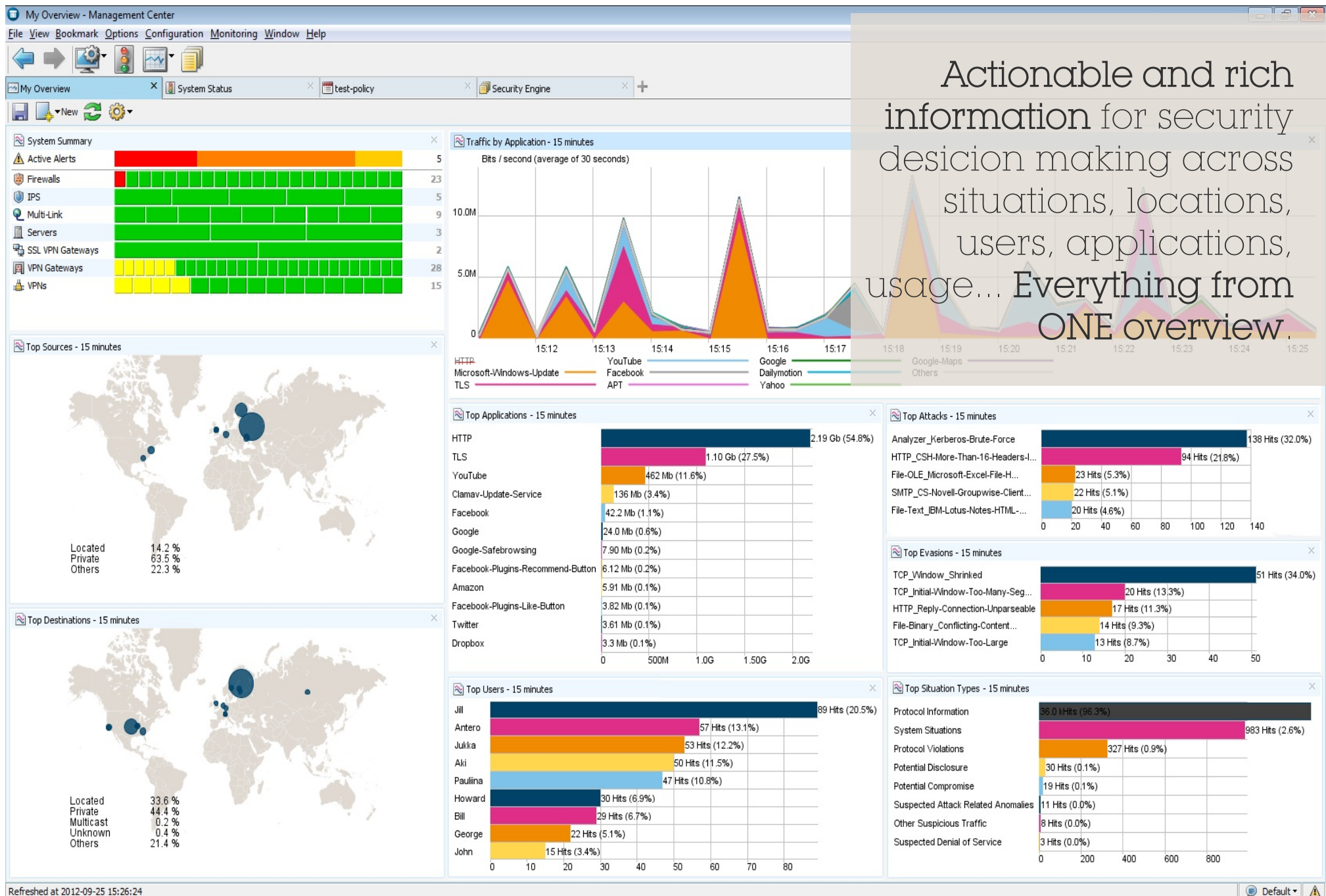
Brings holistic **situation awareness** throughout the businesses, locations, users, applications, incidents... everything!



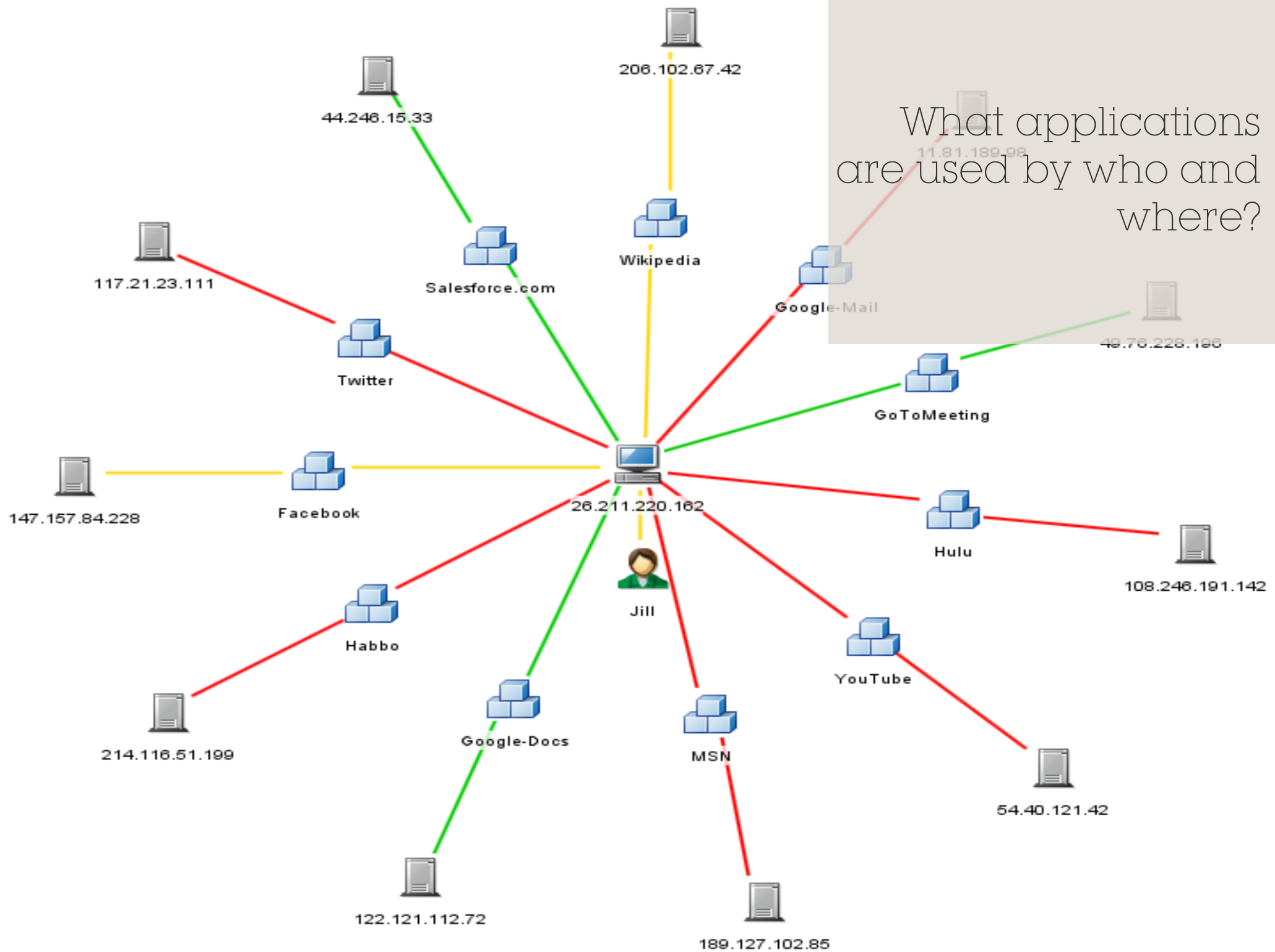
Improves **security**...



...and brings operational
Expenditure down,



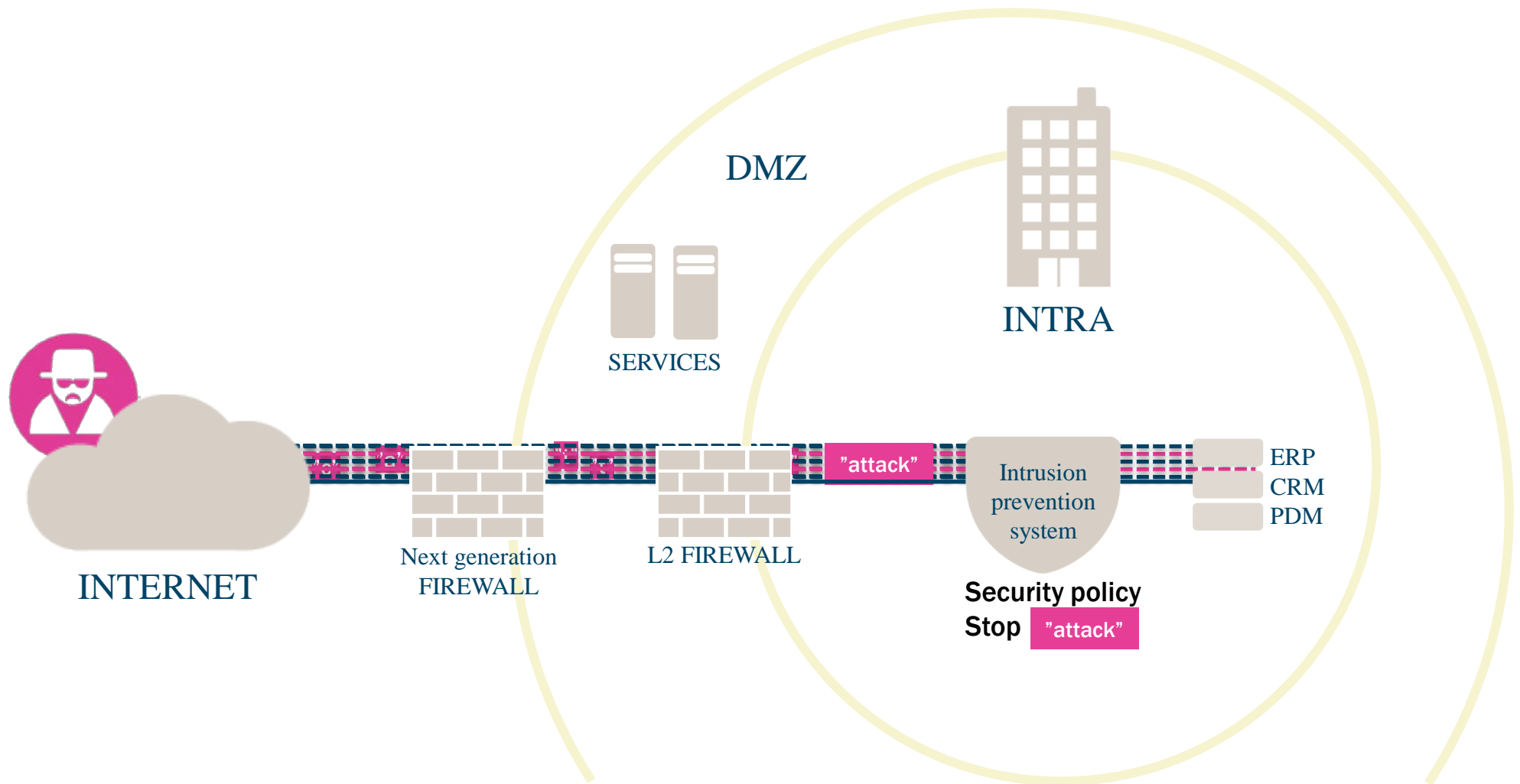
What applications
are used by who and
where?



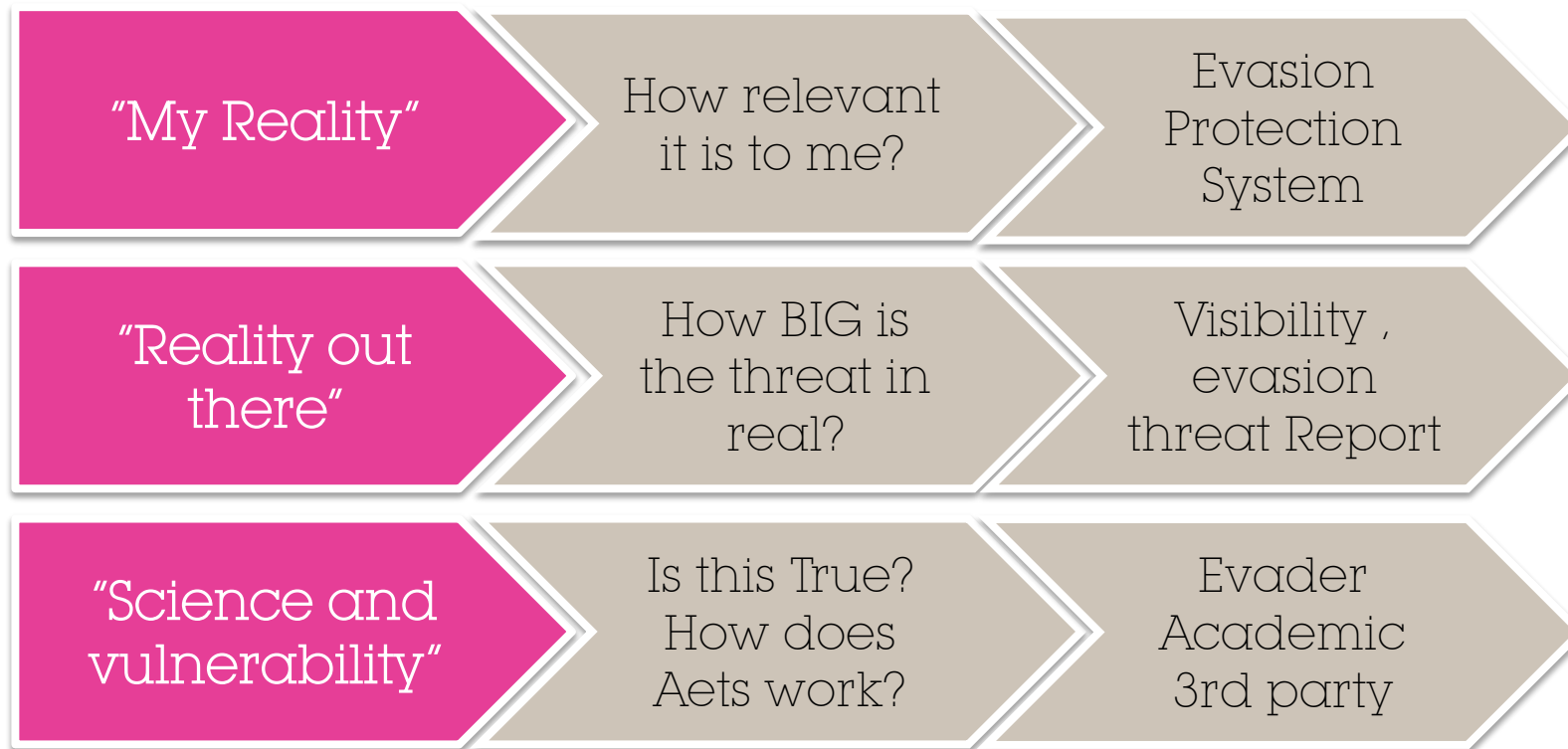
Advanced Evasion Techniques

Unique
Competitive Edge.

Idea of Evasion techniques



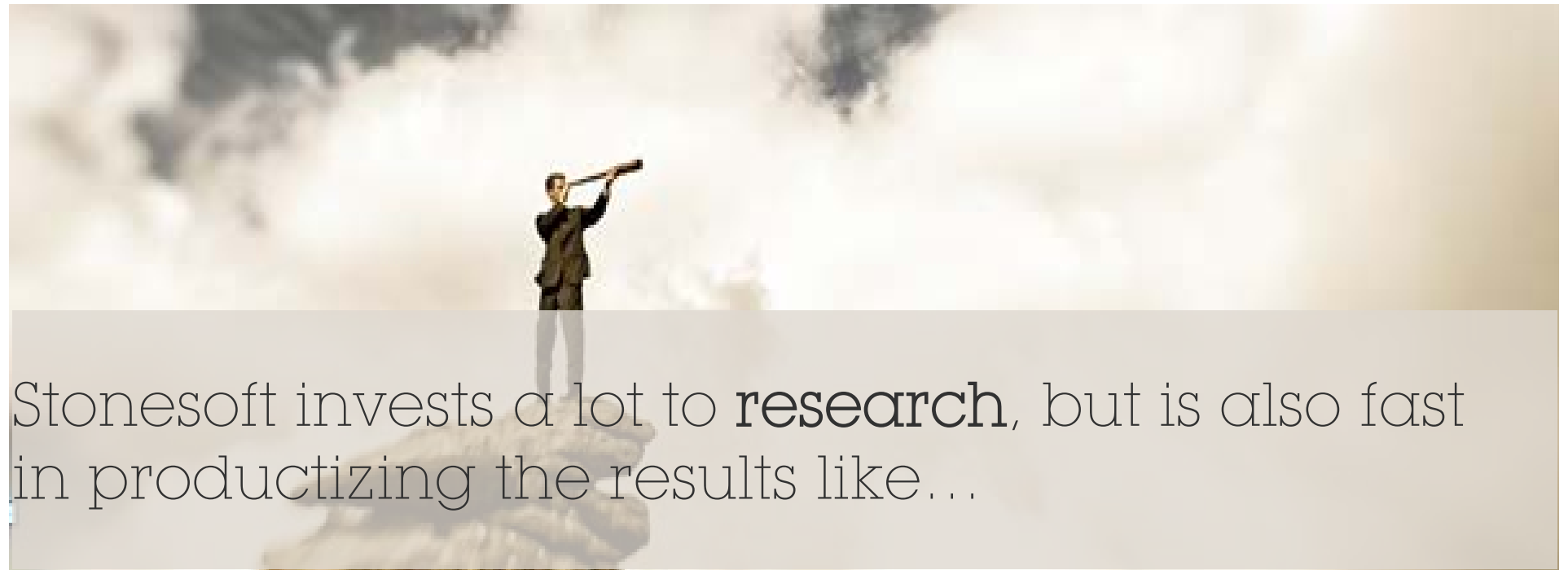
Stages... Question... How to?



Converting AET story into business.
The journey continues...

R&D

Security Industry needs innovations,
primary research and technologies
that simply work in reality”



Stonesoft invests a lot to **research**, but is also fast in productizing the results like...



AET protection...



Botnet detection and
Visualized, intuitive and
and efficient management
UX

Stonesoft has the lowest staff turnover in the industry because **we hire real talents**, not sales cannon fodder.

It means customers and partners usually **deal with the same people** during our collaboration.



Facts & Proofpoints



Number One European Vendor

Stonesoft is the first European vendor in the Gartner Enterprise Firewall Magic Quadrant 2012. Stonesoft is also in the Visionary quadrant in the Gartner IPS Magic Quadrant 2012.

We are the number
one European
Enterprise Firewall
Vendor.

Says who?
Says Gartner.

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When the going gets tough.

The Stonesoft MIL-320 has been designed for failure-free, high performance operation in extreme temperatures, wet, mud and dust. The MIL-320 is small, portable, heavy duty, resistant to bumps and shocks, and is available in black or military green livery.

- Stonesoft's AET-compliant deep inspection technology in a rugged, field-deployable appliance
- Shock and vibration resistant
- Shielded from damp, water and dust
- Reliable operation in extreme temperatures, from (-25/+55°C)
- Certified to MIL-STD 461E



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NSS Labs



RECOMMEND

Approved by NSS Labs

Stonesoft Next Generation Firewall FW-1301 is recommended by NSS Labs as best in its class for Price per Protected Mbps. Stonesoft product are also acclaimed by customers.

Stonesoft Next Generation
Firewall FW-1301 is
recommended by NSS Labs
in 2012 as best in its class
price / protected Mbps





coverage by date

98.3 %

out-of-the-box security
- no tuning required

100 %

protection against
tested evasions

100 %

stability under attack

100 %