# To Infinity and beyond: Privilege Account Management

# Just a Few Numbers

- Up to 85% of Breaches involve compromised endpoints
- The #1 target of hackers are administrative like credentials.
- Over 66% of breaches involve privileged accounts
  - Verizon DBIR 2016
  - IANS 2015
- Attackers have access to your system, on average, for **200 days** before being detected

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# State of PAM 2016

- **20%** of organizations **have never changed their default password** on Privileged accounts.
- **30%** of organizations **allow accounts and passwords to be shared**
- **40%** of organizations **use the same security** for PA as Standard Accounts
- **70%** of organizations **do not requires approval for creating new** PA
- **50%** of organizations **do not audit** Privileged account activity.

# State of PAM 2018

- **62% of organizations fail at provisioning** processes for privileged access
- **51% fail to use a secure logon** process for privileged accounts
- **73% fail to audit** and remove test or modify default accounts before moving applications to production.
- **70% of organizations fail to fully discover privileged accounts**---and 40% do nothing at all to discover these accounts
- **55% fail to revoke access** after an employee is terminated
- **50% of organizations are unable to properly execute effective PAM processes**.
- **63% do not track and alert on failed logon** attempts for privileged accounts
- **70% fail to limit third-party access** to privileged accounts

# Where and how is this happening?

## FEAR OF BREACHES

IN THE NEWS

"Equifax says cyberattack May have Affected 143 Million..."

- *The New York Times | September, 2017*

## REGULATORY

IN THE NEWS

"European parliament approves tougher data privacy rules"

- *The Guardian | April, 2016*

## 3rd PARTY ACCESS

IN THE NEWS

"40 Million Target Customers affected by Data Breach"

- *Wall Street Journal | January, 2014*

## PROTECT IaaS

IN THE NEWS

"Over 14 Million Verizon Customer's Data exposed on Unprotected AWS Server..."

- *The Hacker News | July, 2017*

## NON-ADMIN ACCESS

IN THE NEWS

"PageGroup Hacked... dev server blamed for leak"

- *The Register | November, 2016*

Forecast Snapshot: Privileged Access Management, Worldwide, 2017, *Dale Gardner*

# Privileged Account Management

## What do I need to know?

- Non-human accounts used by IT staff
- Exist everywhere in nearly every connected device
- Represent one of the most vulnerable aspects of an organisation's IT infrastructure.
- 3x as many Privileged Accounts than Users

# Privilege Security

## Leader for all things Privilege Security

Only Thycotic has a solution that is:

- A full featured Privilege Security solution
- easy to set up and simple to manage
- extremely flexible, extensible, and highly customizable
- The greatest value for your money and time

+ Advanced Scripting

+ Integrations

+ High Availability Disaster Recovery

+ Reporting

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# Securing Passwords

## Secret Server

Secure Vault &
Password Manager

Discovery

Automation

Auditing and
Reporting

Secret Workflow

Integrations

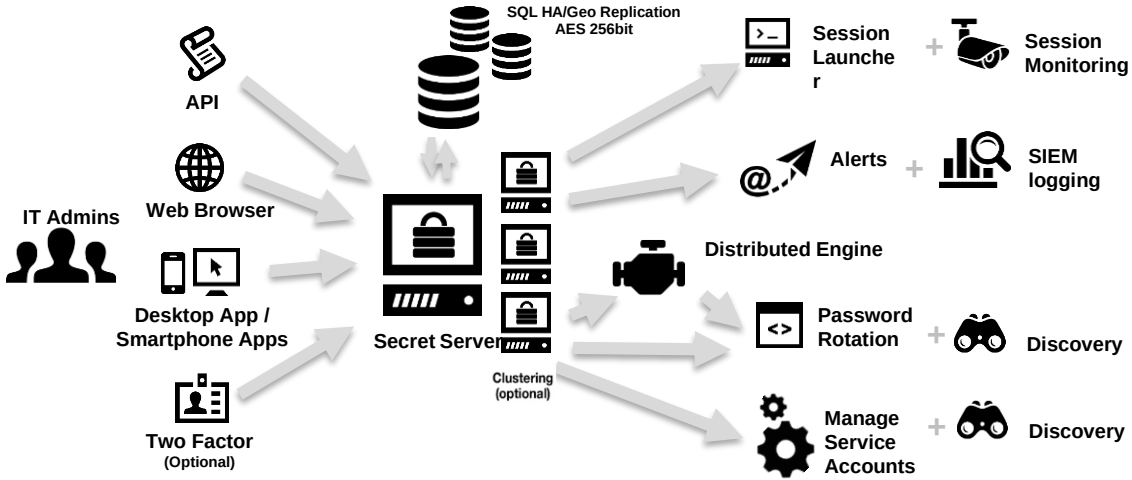
Session Monitoring
& Control

Advanced Scripting

Disaster Recovery

Secret Server

# Architecture



# Thycotic Privileged Access management

- **Reduce risks** of breaches and insider threats
- **Prevent, isolate and limit malware** attacks that leverage privileged accounts
- **Increase operational efficiency** for administrator and operator access
- **Minimize regulation and failed audits**, because auditors are paying closer attention to privileged accounts, and regulations are forcing organizations to record a trail of evidence for privileged access
- It help to **grant privileged access to third parties**: contractors, vendors and service provider technicians
- It address requirements for a cybersecurity strategy for **critical infrastructure**

# Privileged Behavior Analytics

Cloud based deployment

Machine Learning / Behavior Baselines

User & Secret Activity Analysis

Threat Scoring

Email Alerts

Manual Sensitivity adjustments

**New! Access Challenges**

# Protecting Endpoints and Controlling Access

## Privilege Manager

Identify the Application → Evaluate a Policy → Apply an Action

Application Whitelisting

Application Privilege Elevation

Application Discovery

Contextual Application Policies

Access Workflow

Monitoring and Reporting

# Least Privilege Policy

## Endpoint Privilege Access Security (EPAS) Suite

Most security vulnerabilities can be mitigated by simply removing administrative rights for end-users

**Secret Server**

- Automatically discover and take control of local administrative accounts

**Privilege Manager for Windows**

- Elevate individual applications with privileged access without elevating the user

# A **Phased Transition** Helps with Adoption

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# Why sell PAM?

The privileged identity management market size is expected to grow **from USD 922.0 Million in 2016 to USD 3,792.5 Million by 2021**, at a Compound Annual Growth Rate (CAGR) of 32.7%.

BY: marketsandmarkets.com. Publishing Date: March 2017

# And…

**Gartner estimates the overall market size for PAM products in 2016 at $900 million, an increase of roughly 30% over 2015's total of $690 million, with a handful of large vendors capturing the bulk of revenue. Continued rapid growth is anticipated through the next two to three years, after which growth will begin to slow as a result of increased saturation.**

Market Guide for Privileged Access Management Published: 22 August 2017

# WHY THYCOTIC

## The Best Value

**FASTEST**
Time to Value

**EASIEST**
To Use

**EASIEST**
To Customize

**RATED #1**
Customer Satisfaction

**AWARD-WINNING**
Enterprise-class PAM

FASTEST GROWING
247% 3-Year CAGR

**#1 ADOPTION RATE | 7500+ CUSTOMERS | 180,000+ IT ADMINS**

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# Thycotic Solution – Secret Server Key capabilities

- **Scalable**: Support large scale distributed environments
- **Secure**: Multi-layered security, role-based access control, military-grade encryption
- **Available**: DB Clustering, Load balancing, unlimited admin mode
- **Customizable**: Easy to customize, no expensive consultants
- **Simple**: Installs in minutes, easy to use and flexible
- **Audit**: Out of the box and custom security reports

# Reviews for Privileged Access Management Solutions

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Download as PDF

**What is privileged access management (PAM) software?**

PAM technologies help organizations to provide secured privileged access to critical assets and meet compliance requirements by securing, managing and monitoring privileged accounts and access. The tools apply to privileged access spanning a wide range of systems and infrastructure — OSs, databases, middleware and applications, network devices, hypervisors, and cloud ... See More

| Vendors and Products + Show products | Reviews | Overall Rating (1 2 3 4 5) |
|---|---|---|
| Thycotic | 300 | 4.6 |
| CyberArk | 198 | 4.3 |
| Bomgar | 84 | 4.6 |
| BeyondTrust | 46 | 4.3 |
| Centrify | 31 | 4.6 |
| ManageEngine | 28 | 4.3 |

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# PREFERRED CHOICE

## 3500+ CUSTOMERS

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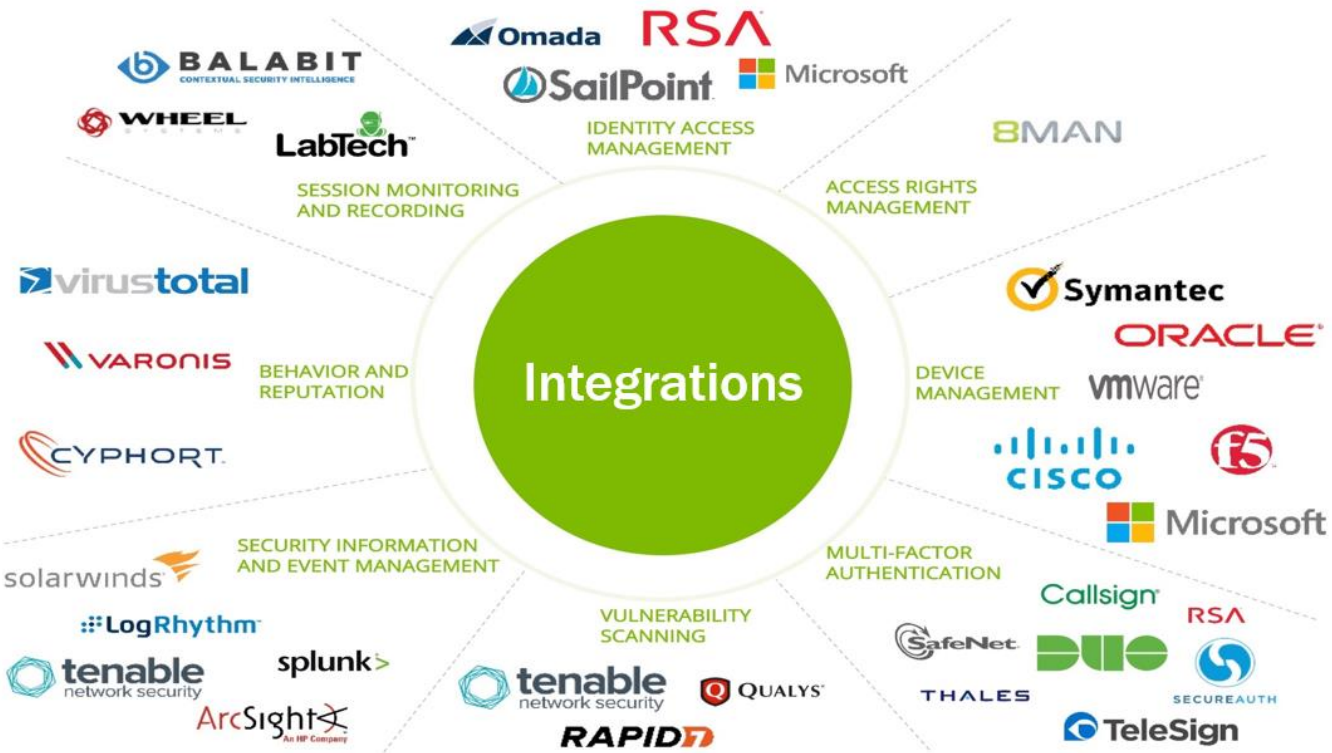
Integrations
IDENTITY ACCESS MANAGEMENT
Omada
RSA
SailPoint
Microsoft
BALABIT
CONTEXTUAL SECURITY INTELLIGENCE
WHEEL
LabTech
SESSION MONITORING AND RECORDING
8MAN
ACCESS RIGHTS MANAGEMENT
virustotal
VARONIS
BEHAVIOR AND REPUTATION
CYPHORT
Symantec
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vmware
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splunk>
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An HP Company
MULTI-FACTOR AUTHENTICATION
Callsign
RSA
SafeNet
DUO
THALES
SECUREAUTH
TeleSign
VULNERABILITY SCANNING
tenable network security
QUALYS
RAPID7

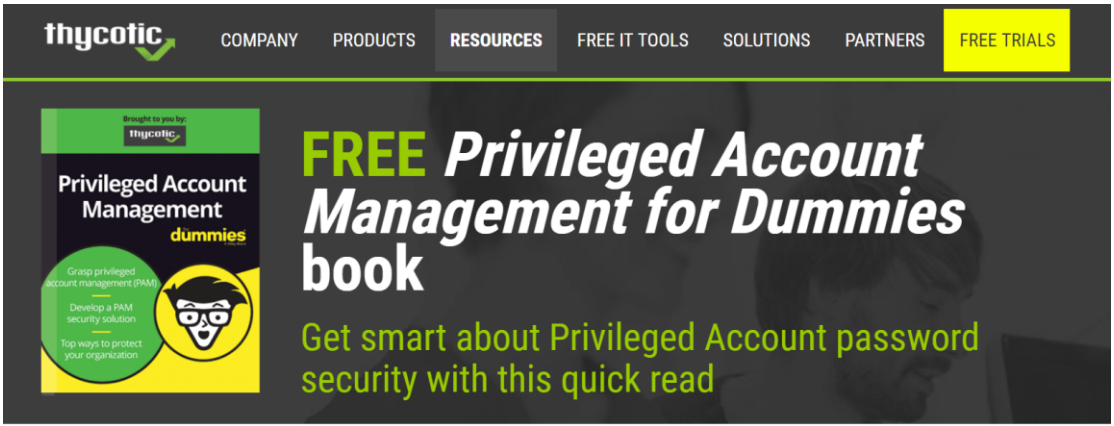
# 100% Channel Internationally

## Thycotic Rewards: Deal Registration + Incentive Program

- ✓Current incentive:
  - ✓$250/£200/€250 for each qualified deal, valued at over $5k (RRP)
  - ✓Paid to individual or to company (could be used to fund marketing, internal incentive, training, etc.)
  - ✓WHEN? – once a qualified sales ready opportunity is created your payment will be processed the end of every month
- ✓Deal Protection:
  - ✓From a direct sale, or a competitive partner sale
- ✓Margin Protection:
  - ✓Thycotic reimburses you for the value of the lost margin

**Program Details:** www.thycotic.com/partners/thycotic-rewards
**Register:** www.thycotic.com/partners/deal-registration

# WHAT'S NEXT? WWW.THYCOTIC.COM




## Fast, easy read to get up to speed on Privileged Account Management (PAM) security basics

With so many recent high-profile breaches accomplished through the compromise of passwords on privileged accounts, it's time all cyber security stakeholders got educated.

This **Free Privileged Account Management for Dummies** 24-page book gives you, your IT staff, and business stakeholders a practical understanding of privileged account management and its security implications.

- What is a privileged account
- Where do privileged accounts reside throughout the IT environment
- How privileged accounts function
- Risks associated with privileged accounts
- How to best protect privileged accounts from hackers and malicious insider threats

### Get your Free Privileged Account Management for Dummies book

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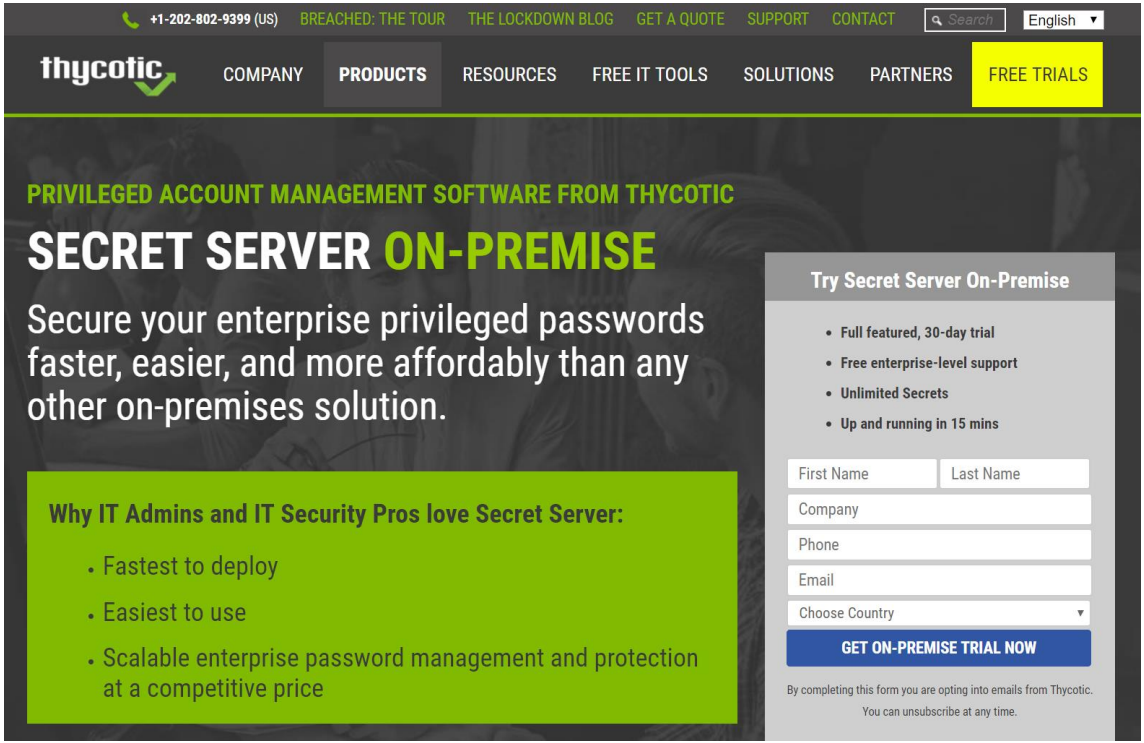
# AND AFTER THAT? - DOWNLOAD SECRET SERVER