



WELCOME!



SECURECON
2019 | DALLAS, TEXAS

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MARK WOODWARD

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VP OF CLIENT SERVICES



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CRO



SECURITY & COMPLIANCE CHALLENGES



TALENT SHORTAGES

- 51% of businesses cannot retain the right security talent
- \$21BN dollar talent shortage in DevOps and Cloud
- DHS says lack of cyber talent is a national security threat



ATTACKS ARE INCREASING

- 300% YoY increase in web attacks
- At least 621 ransomware attacks this year!
- 230,000 malware samples are created daily



INDUSTRY IS COMPLEX

- Average security tools in the stack = 75
- New regulations like GDPR are making businesses do more around data privacy
- Security has failed to keep up with the cloud

MY FIRST YEAR AT ARMOR



LISTEN

- Evolving threat landscape
- What outcomes are important
- How do companies learn/buy
- What are the gaps

ARMOR'S MISSION



ARMOR IS A CLOUD SECURITY-AS-A-SERVICE
COMPANY THAT TAKES THE COMPLEXITY OUT OF
PROTECTING YOUR APPLICATIONS AND DATA,
WHETHER THEY RESIDE IN A PUBLIC, PRIVATE,
OR HYBRID CLOUD.

2020 GO TO MARKET

SECURITY-AS-A-SERVICE

THREAT DETECTION & RESPONSE

ARMOR ANYWHERE

THREAT DETECTION & RESPONSE

CONTINUOUS COMPLIANCE

PROTECTION FOR MISSION-CRITICAL
APPS AND DATA

ARMOR

aws

Azure

Google Cloud

ANY CLOUD



rackspace®