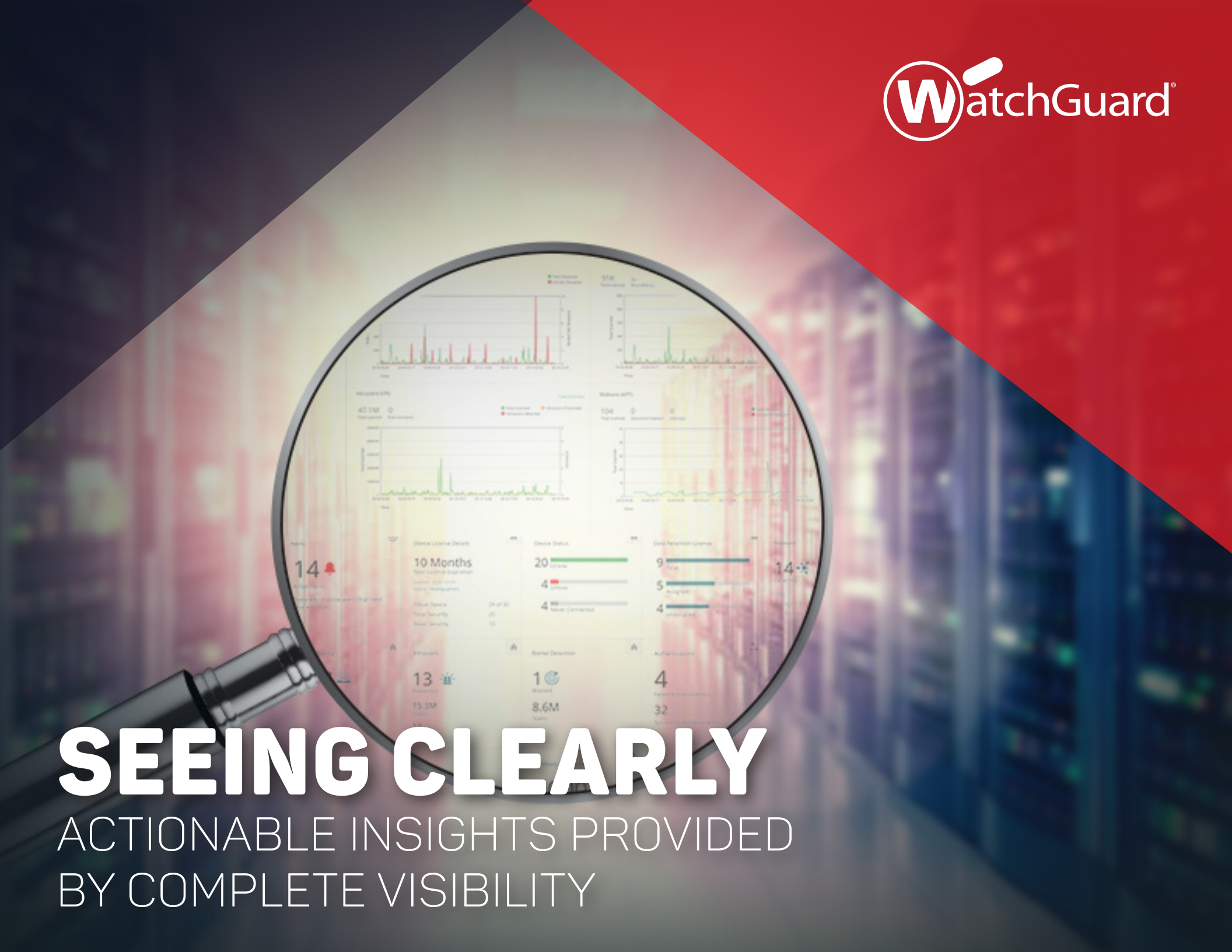
WatchGuard
SEEING CLEARLY
ACTIONABLE INSIGHTS PROVIDED
BY COMPLETE VISIBILITY

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# INTRODUCTION

You can't stop the threats you can't see. And with the sheer volume of threats and security alerts that the average business receives, its nearly impossible to get past the noise to find the threats that really matter. **InfoSecurity Magazine** reports that the average enterprise security operation center (SOC) receives over 174,000 alerts every week. But with even their dedicated security resources, they're only able to review around 12,000 of these alerts.[1]

I know what you're thinking, "Well that's all fine and good for a large enterprise, but that doesn't apply to me. I'm running security for a midsize business. Who really wants our data?" Even if you're not receiving that many security alerts, you are still being bombarded with more cyber attacks than you could ever adequately review. In fact, the average small-to-midsize business suffers nearly 4,000 cyber attacks each day.[2] With limited resources, and each alert requiring around 30 minutes to review,[3] how can you possibly keep up?

1 https://www.infosecurity-magazine.com/news/174000-alerts-per-week-besiege/

2 https://www.securitynow.com/author.asp?section_id=649&doc_id=745836

3 https://bricata.com/blog/how-many-daily-cybersecurity-alerts/

IT teams need to understand what is happening in their network as quickly as possible in order to detect, respond to, and even block threats. But with limited staff and resources, you don't have time to scan through oceans of log data or monitor every solution protecting your business.

For today's IT teams, having the data alone is no longer good enough. IT organizations needs solutions that provide actionable insight to help them quickly see the threats attacking their network and provide details on how they can take action.

> "Data in itself is not valuable at all. The value is in the analysis done on the data and how the data is turned into information..."
>
> *~ Mark van Rijmenam, Big Data Strategist*

# THREATS ARE DESIGNED TO STAY HIDDEN

As hackers continue to evolve the threats that wage war against your business, they're designed to stay hidden in your environment for as long as possible. In fact, a 2017 report from the Ponemon Institute states that the average time to detect a breach is 206 days, and the average response time is 28 days after detection.[4] That means that an attack that occurred on December 31st wouldn't even be detected until late July, and would likely still be present in mid-August.

In 2018, WatchGuard's Threat Research team reported that 35% of all malware found was zero day malware, unable to be detected by traditional, signature-based antivirus technologies. In fact, studies show that four to five NEW malware types are created every second. For IT teams, this means you need a way to quickly find the threats meant to stay hidden before any damage can be done.

4 https://databreachcalculator.mybluemix.net/assets/2018_Global_Cost_of_a_Data_Breach_Report.pdf

# MANAGING PRECIOUS, CONSTRAINED BANDWIDTH

Protecting against advanced threats and attacks isn't the only thing you need to worry about. IT admins are also the first ones to get the call when the network is slow or they can't access the resources they need. Two key areas of concern are employee productivity and network efficiency. Having visibility into these parts of your network ensures that corporate resources are being allocated in the most effective and efficient way possible.

## EMPLOYEE PRODUCTIVITY

Some employees spend too much of their time and your resources downloading media, surfing the web, and ultimately, ignoring their daily tasks and assignments. This cyber loafing will continue without proper visibility into this activity. How can you tell who they are? With the introduction of technologies that monitor application usage, businesses can use throttling and traffic shaping to ensure business-critical applications have the proper amount of bandwidth while keeping employees focused on what is important.

## NETWORK EFFICIENCY

Businesses may experience slow connection speeds around the same time every day. These bottlenecks typically occur when demands for resources are at their daily peak. This can cause users to become frustrated, while operations slow to a crawl. Without complete visibility into your network, you can't identify the source of the bottleneck, and the problems will only persist.

## LIMITED TIME AND RESOURCES

One of the greatest challenges facing IT leaders today is finding and keeping skilled IT security staff. In fact, 21% of midsize enterprise organizations report that security is the biggest gap in their IT departments.

Even more challenging, if you can find talented IT employees to fill that gap, you have to fight to keep them. In their annual State of IT report, Spiceworks reports that 36% of IT pros are expecting to get a raise in 2019, while 26% are planning to find a new job in IT in the coming years.[5]

5 https://www.spiceworks.com/marketing/state-of-it/report/it-careers/

## DEALING WITH GROWING PAINS

Aside from managing your limited internal resources, you need to make sure that any new solution implemented can grow with your business. Whether the size of your company changes, or your environment becomes more complex, you need to know that a visibility solution can adapt with your business. And scaling an on-premises solution can be time-consuming and expensive, requiring you to purchase and deploy additional infrastructure.

So, the threats are harder to detect, and your team is already spread thin. How can you get the visibility into attacks that you need, without scanning through oceans of data?

# ACTIONABLE INSIGHTS WITH WATCHGUARD CLOUD VISIBILITY

You need to understand what's happening in your network right away in order to detect and respond to threats.

WatchGuard Cloud Visibility offers fast, reliable access so that IT teams can quickly spot patterns and make informed decisions when it matters most. By leveraging the platform's vast dashboards and reporting features, you can rapidly gather insights on network security events, compliance audits – even risky or inappropriate user behavior.  WatchGuard Cloud Visibility also provides detailed information on bandwidth consumption to ensure efficient and effective network usage. Using a Cloud platform, you can monitor and gain critical insights about your network security in real time, from anywhere, and at any time.

# BENEFITS OF WATCHGUARD CLOUD VISIBILITY

## NETWORK SECURITY INFORMATION & INSIGHTS

Start with the big picture to understand your network, and then easily drill down into specific reports or even individual log data. WatchGuard Cloud Visibility offers over 100 dashboards and reports to help you stay informed to make timely, effective and data-driven decisions about your security.

A few examples include:

- **Executive-level information on your network, such as:**
  - Top users
  - Top destinations
  - Top applications
  - Top domains
- **Firebox security information, such as:**
  - Top blocked botnet sites
  - Top blocked clients and destinations
  - Top blocked advanced malware attacks
  - Intrusion preventions

WatchGuard Cloud Visibility also offers out-of-the-box compliance reporting for PCI DSS, HIPAA and KCSiE. Easily pull these reports to share with executives, compliance offers – even auditors.

## CLOUD-BASED PLATFORM

As a Cloud-hosted service, WatchGuard Cloud Visibility requires no hardware and therefore zero infrastructure cost regardless of how your business grows. Additionally, WatchGuard Cloud Visibility can scale automatically to accommodate changing computing and storage requirements in real time, keeping performance up to meet your ever-changing needs.

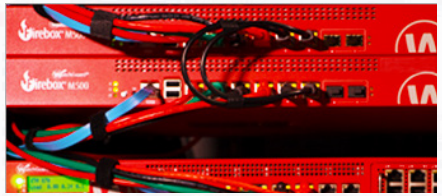
## EASY REMOTE DEPLOYMENT

WatchGuard Cloud Visibility includes RapidDeploy, enabling you to host a configuration that can be downloaded to the Firebox appliance as soon as the device is connected to the Internet. Remote deployment can help save you time and money, keeping your limited resources in-house without adding complexity for your onsite staff.

## LEARN MORE

Learn more about how Cloud-based visibility and reporting with WatchGuard can provide you actionable insight into your business today!

# THE WATCHGUARD SECURITY PORTFOLIO



## Network Security

In addition to delivering enterprise-grade security, our platform is designed from the ground up to focus on ease of deployment, use, and ongoing management, making WatchGuard the ideal solution for SMB, midsize, and distributed enterprise organizations worldwide.

## Secure Wi-Fi

WatchGuard's Secure Wi-Fi Solution, a true game-changer in today's market, is engineered to provide a safe, protected airspace for Wi-Fi environments, while eliminating administrative headaches and greatly reducing costs. With expansive engagement tools and visibility into business analytics, it delivers the competitive advantage businesses need to succeed.

## Multi-Factor Authentication

WatchGuard AuthPoint® is the right solution to close the password-driven security gap that leaves companies vulnerable to a breach. It provides multi-factor authentication on an easy-to-use Cloud platform. Our unique approach adds "mobile phone DNA" as an identifying factor to ensure that only the correct individual is granted access to sensitive networks and Cloud applications.

## About WatchGuard

WatchGuard® Technologies, Inc. is a global leader in network security, secure Wi-Fi, multi-factor authentication, and network intelligence. The company's award-winning products and services are trusted around the world by nearly 10,000 security resellers and service providers to protect more than 80,000 customers. WatchGuard's mission is to make enterprise-grade security accessible to companies of all types and sizes through simplicity, making WatchGuard an ideal solution for distributed enterprises and SMBs. The company is headquartered in Seattle, Washington, with offices throughout North America, Europe, Pacific, and Latin America. To learn more, visit WatchGuard.com.

WatchGuard

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