2020 OPTIV YEARBOOK
Stronger Together
In 2021 let's build a security roadmap that optimizes technologies & services based on your business goals!

The Philly + Florida PerfectMix events with CyberArk and Varonis was nothing short of perfection!

"It's not goodbye, just see you next year! Thanks for joining and sponsoring our virtual OptivCan series. We hope to resume in-person events soon and will continue hosting OptivCan Virtual in 2021."

- Velcie Kahn, Dir. of Corporate Events and Customer Experience

WE CAN'T WAIT TO REJOIN OUR SALES TEAMS, PARTNERS AND CLIENTS IN THE FIELD.
SEE YOU SOON!

WILLIAM C. SMYTHE
SENIOR DIRECTOR
REGIONAL MARKET

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Kevin Lynch

CHIEF EXECUTIVE OFFICER | CLASS PRESIDENT
Football | Student Council | Downhill Ski Racing (Super G)

Kevin Lynch is a seasoned executive with more than 30 years of strategic and operating experience, largely in professional and technical services, operating at scale within private and public environments, with a proven track record of delivering growth and exceptional financial returns.

As Optiv’s chief executive officer (CEO) and a board member, Lynch is responsible for executing the company’s vision to challenge the status quo by delivering innovative cybersecurity solutions that create simplicity and confidence for clients around the world.

Lynch joined Optiv from Deloitte, where he served in a variety of leadership roles for 20 years. Most recently, as a senior partner at Deloitte focused on substantially growing the firm’s mergers and acquisition services revenue and playing a key role in re-architecting the business. He served many of the firm’s largest clients as an overall advisory partner in the technology infrastructure, cloud, cybersecurity and computing segments. Lynch was also Deloitte’s chief global officer; overseeing $1.1B of annual investment and optimizing the U.S. partnership’s global interests.

Prior to Deloitte, Lynch was chief strategy officer at AECOM, a Fortune 150 global engineering and construction services firm, where he was tasked with driving growth across the company’s portfolio. Lynch was also a director at PricewaterhouseCoopers, focused on the intersection of strategy and technology.

Lynch received a bachelor’s degree in communications from the University of Southern California and a MBA with honors from the University of Washington. He is a regular lecturer on the topics of growth and operational efficacy.

“Play hard, drive fast, live big, fear little, and the rest takes care of itself.”

Bill Crouth
EXECUTIVE VICE PRESIDENT AND GENERAL COUNSEL
Football | Baseball | Basketball

“Star Trek is better than Star Wars.”

- Ronald Reagan

Brad Rager
CHIEF STRATEGY OFFICER
Ski Club | Student Council

“I always throw my golf club in the direction I’m going.”

- Ronald Reagan

David Martin
CHIEF SERVICES OFFICER
ROTC | Robotics Club

“I was here but now I’m gone. Don’t put pink flamingos on the lawn.”

Jill Sanford
CHIEF HUMAN RESOURCES OFFICER
National Honor Society | Lead in Musical | Speech and Debate Team | Spanish Club | Senior Class President

“Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.”

- Albert Schweitzer

Nate Brady
CHIEF FINANCIAL OFFICER
Football | Baseball | Golf | Tennis | Science Club

“Life doesn’t require that we be the best, only that we try our best.”

Nate Ungerott
EXECUTIVE VICE PRESIDENT OF NORTH AMERICAN SALES
Golf

“Without winners there wouldn’t even be any gosh darn civilization.”

- Woody Hayes
Celebrating Diversity, Equity and Inclusion

We’re most powerful when our voices are diverse

Our Diversity, Equity and Inclusion (DEI) initiative highlights the importance of continued positive impact of a diverse, equitable and inclusive culture. One of our values is Inclusive - we seek out and embrace diverse people and perspectives.

BLACK EMPLOYEE NETWORK (BEN)

Our mission is to create a more diverse tomorrow in the Information Security industry by investing in Black employee development, networking and community outreach.

We strive to create a safe place for Black employees to create connections, grow personally and professionally, and cultivate opportunities in the Information Security industry.

OPTIV WOMEN’S NETWORK (OWN)

OWN’s mission is to attract, develop and advance Women at Optiv through mentoring, community and partner engagement, leadership and career development opportunities.

As women at Optiv we strive to foster and grow a professional community with our peers where women feel comfortable to share and learn from each other to strengthen their careers.

Goals:

• Networking
• Mentoring
• Professional development and leadership skills
• Career advancement and opportunities

OPTIV PRIDE

Optiv’s Pride group seeks to provide a safe haven for our LGBTQ+ colleagues, to recognize and promote unity, inclusion, and awareness of our members, and to celebrate community among the lives of LGBTQ+ people, our allies, and our supporters throughout Optiv. We also wish to help educate and empower our colleagues to ease conversations about gender identity and sexuality.

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Our mission is to create a more diverse tomorrow in the Information Security industry by investing in Black employee development, networking and community outreach.

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OPTIV VETERANS ENGAGEMENT TEAM & SUPPORTERS (OVETS)

We believe that upon leaving military service, veterans want, need and deserve a place to work with the purpose of continuing to defend and serve.

We will be a sanctuary and enabler for Veterans within Optiv. Fostering a community of Veterans, built upon shared experiences, which encourages, supports, educates and enables each other and provides a sense of comradery.

Our mission is to share our talents, skills, knowledge, understanding and experience to assist veterans, both internal and external to Optiv, and to better Optiv through diversity and enablement.

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We’re doers at Optiv and believe in giving back to the communities where we live and work. We continuously push ourselves to stay current on community needs and make a positive impact where it counts.

To help harness our collective passion and go-getter attitude, we’ve created our Corporate Social Responsibility (CSR) Program, Optiv Chips In. Our mission is to empower employees to connect with local youth and make an impactful and lasting change in our communities. Optiv Chips In works to secure basic needs, secure community areas where children are meant to thrive and educate through technology.

**Optiv in Action:**

**COVID-19 FOOD BANK SUPPORT:**
Optiv Chips In Partnered with Checkpoint to donate money to Feeding America, Food Banks Canada and The Prime Ministers National Relief Fund in India. Together, we donated $40,366, which equates to 399,172 meals

**FOLDS OF HONOR:**
During SKO 2020, Optiv Chips In donated $15,000 to Folds of Honor to support the education of military spouses and children.

**A PRECIOUS CHILD:**
In addition to SKO 2020, the Client Operations Teams, as well as the Distribution, Partner and Incentive Comp Teams took part in a variety of team building games to construct 220 preschool literacy kits for children through A Precious Child. The marketing team also volunteered at the local office to sort through donations.

**Optiv Around the World**

The Canada SOC opened this year

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MISSISSAUGA, ON – March 18, 2020 – Optiv Security, a security solutions integrator delivering end-to-end cybersecurity solutions, today emphasized its continued investment in securing Canadian enterprises and government entities with the grand opening of its Mississauga-based security operations center (SOC). The center brings together a diverse team of cybersecurity experts – SOC engineers, developers, and threat analysts – to provide local, real-time, 24/7 threat monitoring and remediation resources for Canadian clients:

“Our clients in Canada are not immune to the reality that security teams around the globe are working to secure their perimeter with an increasingly remote workforce and are often understaffed,” said Cheryl McGrath, area vice president and country general manager, Canada, Optiv. “We feel it’s vital to put a SOC in their backyard, where we play an active role in helping them solve the pain points around security operations. We’re here to provide the value and peace of mind that comes with local resources, ensuring they can rely on us to understand their organizational objectives and keep pace with an ever-expanding digital threat landscape.”
```
Academics
A Visual History of Cybersecurity

From Commodore 64 to COVID-19, from ARPANET to 2020, the most unprecedented year most of us can remember, our new Visual History of Cybersecurity ebook provides a compelling illustrated history of the security and threats we’ve faced along the way. Download it now to learn from the past and plan for the future.

Download A Visual History of Cybersecurity

Most Likely to...
Music

Virtual Concert

Through a client, partner, and employee appreciation music event, our extended family reinforced its commitment to veterans by raising $58,640 for Folds of Honor, a non-profit that provides scholarships for children of fallen or injured service people.

I am humbled and honored at the outpouring of support from Optiv and their partners. Thank you for helping us provide life changing educational scholarships to the military families we serve.

Folds of Honor Founder & CEO
Lt. Col. Dan Rooney

Great event!!!!
I had never done a concert like that.
Drinks were free, clean bathroom, and yummy food too!

- RSA

He truly is so amazingly talented and I’m over the moon excited for this opportunity.
Thank you Optiv!

- April Sikes
Science

2020 Cyber Threat Intelligence Estimate (CTIE)

Insight into critical threat activities, threat actors and topics crucial to breach prevention, plus recommendations you should consider when making decisions about your cybersecurity programs and investments, as well as risk management.

Download Now

DARK WEB MARKETPLACES

Goods for sale include passports and documents, carding guides, accounts, counterfeit money, malware, databases and gift cards.

DARK WEB BY THE NUMBERS

Based on the number of listings, the top dark web marketplaces were Nightmare, Berlusconi, Empire, Apollon, Wall Street and Tochka.

66% of incidents belong to organizations in the technology and financial services sectors.
October was Cybersecurity Awareness Month and the 2020 theme was: Do Your Part. #BeCyberSmart.

For Optiv, this means combining awareness with action. And for you, it was learning about how to protect your organization and how we can help.

CASE IN POINT:
A forward-looking, large distribution company is working with Optiv to define and manage an ongoing IoT discovery/assessment process. This comprehensive and proactive approach to IoT security keeps a vigilant look at what new IoT-enabled elements are getting connected in the client’s environment and how they react and interact. We also take threat intelligence into a strong account in order to help flag anything known to be malicious or vulnerable.

We’re about awareness, but we’re also about informed, results-focused action... and not just in October.

READY, SET, SECURE! SEE HOW JANE SECURES HER ORGANIZATION AND DEFENDS AGAINST CYBERATTACKS CAUSED BY RECKLESS CYBERSECURITY PRACTICES.

Throughout October, we provided tools, resources and insights to help translate cybersecurity awareness into action. We shared in-the-trenches stories on how we’ve helped organizations protect themselves during the pandemic and beyond... showing you how we can help protect your people and your organization – right now.

Get Your Copy
2020 Year in Review
**Economics**

**Industry Stats**

**Average Cost of a Breach in the US**

Source: Ponemon Cost of a Data Breach 2020

- 2014: $5.9M
- 2015: $6.5M
- 2016: $7M
- 2017: $7.4M
- 2018: $7.9M
- 2019: $8.2M
- 2020: $8.6M

**Average Days to Identify and Contain a Breach**

Source: Ponemon Cost of a Data Breach 2020

- 2015: 69 days to identify, 206 days to contain
- 2016: 70 days to identify, 201 days to contain
- 2017: 66 days to identify, 191 days to contain
- 2018: 69 days to identify, 197 days to contain
- 2019: 73 days to identify, 206 days to contain
- 2020: 73 days to identify, 207 days to contain

**Impact of 25 Key Factors on the Average Total Cost of a Data Breach**

Source: Ponemon Cost of a Data Breach 2020

**Who is Most Responsible for the Breach and Cybersecurity Policy and Technology Decisions?**

CISO/CSO roles are fairly dependent on other decision makers in shaping security policy, but bear a substantially higher responsibility for a breach.
Pandemic Survival Guide

We’re Committed to Serving Clients and Partners During COVID-19 and After

First and foremost, our thoughts go out to everyone impacted by the coronavirus pandemic. We also extend heartfelt thanks and gratitude to the government and healthcare workers for their round-the-clock efforts. COVID-19 has dominated our consciousness for months now. It’s changed the shape of businesses, economies, industries and our everyday lives in the most dramatic ways possible.

We’ve created tools, resources and new support offerings to navigate the ruckus COVID-19 has brought into our world and the actions to take to achieve a resilient cybersecurity strategy now and in the future.

Learn More

As the world begins to take COVID-19 in stride, know that Optiv has evolved in lock-step with this global threat and we continue to provide results and stand ready to help any organization that needs our expertise and assistance.

Learn More

TIMELINE: COVID-19 IMPACT ON CYBERSECURITY

Please take a look at the events that brought us here to help you better understand what actions to take next and how to plan for a post-pandemic world.

View Now

COVID-19: CYBERSECURITY IN ACTION

A guide to overcoming cybersecurity challenges, packed with use cases, resources and actionable steps to be taken now and how to plan for a post-pandemic world.

Learn More

OPTIV SURGE SUPPORT

Optiv is here to provide organizations with the expertise, staffing and technology needed to ensure operational resiliency for now and the future.

Read More

RISK MANAGEMENT: WORK FROM HOME ASSESSMENT

Identify, review and prioritize strategic risks associated with your new remote and empowered workforces.

Download Now

COVID-19 CHECKLISTS

These checklists provide actionable steps toward achieving short- and long-term priorities:

- COVID-19: Thwarting Opportunistic Attackers Technical Checklist
- COVID-19: Securing Work from Home Checklist
$1B Retail Manufacturer Transforms Security Operations Strategy with Optiv SSI Capabilities

A global retail manufacturer with a cloud-first mentality and a focus on digital transformation found their security operations lacking. Leadership grew increasingly concerned that they weren’t seeing improvement in risk posture. Optiv conducted a comprehensive executive briefing followed by six weeks of deep discovery to align solutions to the strategy and risk roadmap. Optiv created a holistic managed security operations program and addressed operational gaps within a single initiative and statement of work.

Optiv’s ThreatDNA™ Advisory Helps Clients Prevent Malware Attack

A vulnerability affecting Citrix Application Delivery Controller (ADC) and several versions of Gateway was identified which would allow a threat actor to execute code on a server without authentication. This brief details Optiv’s threat advisories and the steps taken to help our clients diagnose and remediate the threat.

OptivCon Virtual is an exclusive digital experience where you’ll learn how to reduce enterprise risk and realize stronger, simpler and less costly cybersecurity programs. These complimentary events give you the ability to virtually connect with peers and industry experts to learn how to address some of your biggest cybersecurity concerns, and hear about the latest trends.

Quotes from attendees:

“Your keynote speaker, Peter Singer, was INCREDIBLE! Excellent choice.”

“Great topics and great way to earn 3 free CPE!!”

“Very refreshing to hear views on leadership and taking ownership from some great leaders.”

“Very relevant conversation with experts from the field.”
Clubs
Chess is a Game of Strategy and Tactics

Thwarting attackers is often like a game of chess. They’re patiently awaiting your next move and know what each piece of your business is worth.

Robust technology solutions, not pawns, must occupy weak points or holes in your security program.

Optiv’s security services combined with our technology partners can help you make the best possible move and stay one step ahead of threats.

We understand the nature of this game and will protect your power pieces. Checkmate.

Retail Case Study

$14B Retail Company Looks to Forcepoint and Optiv Cybersecurity Experts to Save the Day.

When 25,000 users needed to be protected – fast – this customer turned to Forcepoint and Optiv for a Data Loss Prevention (DLP) solution. Optiv jumped in with technical and financial assistance to help this client justify the spend during the 2020 pandemic.

The client made their decision with consulting workshops to determine the use case, as well as a 3-year plan to keep data secure.
End-to-End Detection and Response

Optiv and CrowdStrike have revolutionized cybersecurity. By combining CrowdStrike, a market leader in endpoint detection and response and Optiv, an industry leader in MDR, we provide a holistic cybersecurity solution that extends beyond the endpoint. We deliver the detection, investigation and response to threats as well as isolate and contain affected security incidents.


CrowdStrike Falcon Platform – Expanded Capabilities

With CrowdStrike, clients benefit from better protection, better performance and immediate time-to-value delivered by the cloud-native Falcon platform. Expanded capabilities and customization for the Falcon Platform to enhance detection, visibility and response across operating systems and support unique business needs.

Request a Free Trial to Try the Falcon Platform!

End-to-End Security from Optiv and Fortinet

Optiv and Fortinet together offer the ultimate in security expertise and services, from next-generation firewalls and SD-WAN, to all the requirements needed for SASE. The Fortinet Security Fabric combines best-in-class security solutions with robust threat intelligence across WANs, endpoints, email, VPNs, OT, and cloud platforms.

Fortinet is leading the way with its Security Fabric

The Fortinet vision for security-driven networking is backed by a broad, integrated, automated platform that delivers security anywhere and everywhere, and leverages AI-driven processes to make teams more efficient.

Get Started With Us
We’re Here to Help

Palo Alto Networks clients and partners rely on us for unrivaled products, support and services, regardless of external circumstances. In 2020, we faced several new challenges head on, securely enabling our clients’ remote workers – and our own – to connect to critical applications in home offices, branch locations, data centers and the cloud.

CONNECT AND SCALE REMOTE WORKERS WITH PRISMA ACCESS

Rapidly scaling your capacity is crucial as you prepare to onboard even more employees to work remotely with uninterrupted access and a seamless user experience. Our award-winning security with multiple deployment options allows you to securely enable your remote workforce at scale.

LAUNCH YOUR REMOTE SOC TODAY

Security and business continuity have never been more important. We can help you quickly and securely shift to a remote SOC. Through our own transition to a remote SOC, we’ve experienced the power of a centralized view of incidents, security-focused case management and analysts collaborating in real time from their homes across the globe.

Marching to Cybersecurity Beats

Band Club: Orchestration and Automation

Every band is unique and complex, just like your security needs. Our expert musicians compose technology solutions that play a beautiful melody across all aspects of your security program. Creating the best security program harmony with prevention, detection, investigation, automation and response instruments. We perform in concert with our security partners to help assemble, orchestrate and accomplish a cybersecurity masterpiece to protect your business. Now, that’s music to your ears.

Transforming the way People and Organizations Operate for a Secure Future
Cheer Club:
Security Information and Event Management (SIEM)
Cloud Access Security Broker (CASB)

5,6,7,8 Preventing Attacks is Great!

Whether it's a scrimmage or the biggest game of the year, Optiv is here. We have partnered with industry leaders to deliver unrivaled visibility and threat protection. Protect your all-star data, stop threats from scoring and respond to incidents by adding points on the board. Our cheers motivate your security teams with the right balance of protection and speed they need to secure their digital transformation win.
“At Netskope, giving back to our community is one of our core company tenets. We want to ensure that whenever possible we are doing what we can to help others.”

— Sanjay Bari, Chief Operating Officer, Netskope

Our employees started a fundraiser within the company to help the many people around the world being impacted by COVID-19. Each region selected a charity with a mission they believe in and is working to help during this pandemic. We’ve raised over $60k and it is still growing. Donations accepted for these charities: No Kid Hungry, Médecins Sans Frontières/Doctors Without Borders, The World Health Organization, Barnardos Australia.

Netskope Private Access

Netskope Private Access is a cloud-based Zero Trust Network Access (ZTNA) solution that is a fully integrated component of the wider Netskope Security Cloud platform and delivered through the global Netskope NewEdge network. NPA directly connects remote workers to private applications running in public cloud environments or private data centers, reducing risk and simplifying security operations.

To Learn More Visit the Netskope Zero Trust Network Access Page

Netskope is trusted by millions of enterprise users and more than 25 of the Fortune 100 to protect data and stop threats in cloud, web, and private applications. Netskope takes a data-centric approach that empowers security teams with the right balance of protection and speed they need to secure their digital transformation journey.

Zero-Trust and SASE Will Converge:

Zero-Trust and SASE will Converge: A SASE architecture will be needed to truly support a holistic zero-trust implementation, and these two capabilities will be the cornerstone for any future workforce digital transformation, providing full visibility, control and enablement for a secure cloud transformation.
Theater and Drama Club: 
Identity and Data Management (IDM)

Lights, Camera, Secure Your Identities Folks

Acting is the attempt to accurately portray the identity of someone who is not you. In cybersecurity, bad actors are far too common and can bring production to a screeching halt.

Our client directors and award-winning cast of technology partners are here to help you direct and protect the stars of your identity and access management show. We ensure your cast is playing the right roles, on the right night for the right performance. Leaving critics and attackers saying, bravo!
As we turn the page from 2020, we at RSA would like to thank Optiv for your commitment to excellence, technological expertise, and entrepreneurial spirit. We’re excited to work with Optiv to set even higher standards and bigger goals for the year ahead. Together, we look forward to providing the solutions, technology and support to make 2021 a record-setting year. We’re proud to call you our partner.

A New Paradigm for Risk

Before the global pandemic, physical risk and compliance were defined in traditional terms. Now, the definition of both risk categories has changed forever, and the ways to manage them is evolving.

Today, more than ever, risk management leaders should work across their business—especially with their information security peers—to mitigate the threats created by the new digital era.

2020 Highlights

Every company is on a journey during this time of digital disruption and transformation. RSA’s journey involved returning to our roots as an independent company to become “the world’s largest security startup”.

For the last 40 years, we’ve been committed to security. We plan to help shape the next 40 years with new innovations for our industry and humanity at large.

CONSOLIDATING RISK FOR BETTER BUSINESS PERFORMANCE:
RSA’s Archer Suite consolidates data from across an organization and uses risk analytics to provide an integrated picture of risk. Armed with industry-standard processes and best practices for advanced risk management maturity, our Archer clients can manage multiple dimensions of risk simultaneously to enhance their business performance.

INNOVATIONS CREATE AGILITY AND VALUE FOR CLIENTS:
Our clients enjoy quicker time to value with on-premises and SaaS offerings. By institutionalizing insights through our formal client success program and analytics collected from our 1,500+ global clients, we can be agile and responsive to the changing needs of risk managers, and their objectives.

Calculate the Business Value of RSA Archer Suite

Read Our CEO’s Message Here

For 2021, RSA and Optiv will focus on three key business areas: Risk, Security and Fraud. RSA’s new structure will allow us to create impact faster - deliver faster innovation cycles, quicker time-to-value, and more autonomy to develop the solutions and services that organizations need to manage risk in the digital era.

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It's time to rethink identity. As businesses digitise, move to the cloud and adopt new technologies managing user access to applications and data gets much harder. When you add increasing regulations and security vulnerabilities, it becomes even more complex and time consuming. SailPoint Predictive Identity tackles those challenges head-on.

Check Out Our Solution Page

A Leader in Identity Governance

SailPoint, the leader in identity management, delivers an innovative approach to securing access across the enterprise with the SailPoint Predictive Identity™ platform. With SailPoint, enterprises can ensure that everyone and everything has the exact access they need, exactly when they need it, intuitively and automatically.

“The constant need to be agile creates an ever-changing workforce and organizational structure, and it always requires 24/7 security monitoring.

Not only are user roles constantly changing, but new ones are also constantly created in the blink of an eye. It is more important than ever to review and validate these roles and make sure the right users, human and non-human, have the right access. With SailPoint Predictive Identity, we can [plan to] monitor our security in our sleep thanks to autonomous and predictive identity technology – they tell us who should have access and why.”

— Kayla Williams, Director, Governance, Risk, and Compliance, LogMeIn

Julie Talbott-Hubbard, VP, Identity and Access Management, Optiv
Natalie Reina, PR Manager, SailPoint

Listen in Here
Endpoint Privilege Manager

CyberArk Endpoint Privilege Manager helps remove barriers and allows organizations to block and contain attacks at the endpoint, reducing the risk of information being stolen or encrypted and held for ransom. A combination of privilege management, targeted privilege threat protection and application control stops and contains damaging attacks at the point of entry.

Alero

CyberArk Alero provides fast, easy and secure privileged access for third-party remote vendors that need access to critical internal systems managed by CyberArk. The cloud-based, multifactor authentication leverages the biometric capabilities from smartphones, or the combination of SMS and email, allowing authorized remote vendors to securely access privileged assets.

KEY FEATURES

ZERO TRUST ACCESS
Ensure that vendors are authenticated each time they need to access critical assets managed by CyberArk.

JUST-IN-TIME PROVISIONING
Simplify the provisioning of vendor access to CyberArk Core Privileged Access Security or Privilege Cloud.

BIOMETRIC MULTI-FACTOR AUTHENTICATION
Utilize built-in smartphone capabilities to confirm vendor identities.

INTEGRATION WITH CYBERARK PAM
Gain full visibility into remote user access and get complete reporting, auditing and remediation capabilities for vendor activities.

...having CyberArk Endpoint Privilege Manager takes away most of the guesswork for the 'can I install, should I install this, is this ok?' kind of questions and it allows us to have a more secure environment."

Laura Melton – Senior Information Technology Associate, College of Architecture, Texas A&M University.

Analyst Report

CYBERARK NAMED A LEADER IN GARTNER 2020 MAGIC QUADRANT FOR PRIVILEGED ACCESS MANAGEMENT

CyberArk delivers the most comprehensive solution for protecting privileged accounts, credentials and secrets associated with humans, applications and machines across cloud and hybrid environments. CyberArk enables organizations to reduce risk, improve operational efficiency and securely adopt modern technologies and infrastructure, including cloud, DevOps and process automation, to transform their business.

Gartner, Magic Quadrant for Privileged Access Management, Felix Gaehtgens, Abhyuday Data, Michael Kelley, 8 August 2020

This graphic was published by Gartner, Inc. as part of a larger research document and should be evaluated in the context of the entire document. The Gartner document is available upon request from https://lp.cyberark.com/gartner-mq-pam-leader

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IDAPTIVE: CyberArk acquires leading Identity-as-a-Service (IDaaS) provider Idaptive, to deliver the industry’s only comprehensive Artificial Intelligence (AI)-based, security-first approach to managing identities that is adaptive and context-aware, and architected on the principles of Zero Trust and least privilege access, to dramatically reduce risk.

CLOUD ENTITLEMENTS MANAGER: CyberArk provides the industry’s first privilege-based, artificial intelligence-powered service designed to strengthen the security of cloud environments. Through continuous monitoring of cloud access, CyberArk enforces least privilege by identifying and removing excessive cloud permissions that can leave organizations vulnerable.
Robotics Club: Cloud

Secure Your Robot’s Insecurities

Building a robot is just like building a strong security program. It requires you to score a variety of technology solutions that solve specific challenges to advance your business. Effective designs require a vigorous process and complete visibility across the attack surface to successfully compete against today’s leading threats.

We collaborate with our partners and fellow engineer experts to discover, assess, prioritize, remediate and manage every robot across your cloud environments.
Tenable.ot protects industrial networks from cyber threats, malicious insiders and human error. With complete visibility, threat detection and mitigation, adaptive assessment, vulnerability management and configuration control, Tenable.ot identifies and predictively prioritizes your cyber exposure to maximize the safety and reliability of your operational technology environment.

Comprehensively Reduce Your OT Cyber Exposure with TENABLE.OT

Get Complete Visibility, Security and Control over Threats that put Your Organization at Risk!

The Problem: Legacy VM tools are no match for today’s complex IT landscape. They fail to deliver a unified view of your attack surface and are limited to a theoretical view of the risks a vulnerability could potentially introduce. This lack of context causes your team to waste time chasing after the wrong issues, missing the most critical vulnerabilities that pose the greatest risk to your business.

Risk-based vulnerability management is the solution. To be effective, you should understand vulnerabilities in the context of your business risk and use that data to prioritize your team’s efforts. By taking a risk-based approach to vulnerability management, your security team can take decisive action to reduce the greatest amount of business risk with the least amount of effort.

Market analysts, customers and industry experts have validated Tenable’s leadership position in the vulnerability management market. At Tenable, we help you stay ahead of threats by proactively predicting the vulnerabilities that pose the most risk so you can focus your efforts on what matters most.

ABOUT TENABLE RESEARCH

The Tenable Research organization is the world’s largest dedicated Vulnerability Research team focused on helping customers measure their Cyber Exposure and prioritize remediation to achieve an optimal, proactive security posture.

59k Vulnerabilities assessed with 147,000+ plugins
98 Vulnerabilities disclosed in 2020
<24 hours Median time for coverage of high profile issues

Digital Transformation Requires a Risk-Based VM Strategy

Cyber Exposure Alerts, Zero-Day Research and Data Science Insights

Tenable maintains a list of Common Vulnerabilities and Exposures (CVEs) and their affected products. Tenable augments the data to include related Tenable Plugins that detect each vulnerability. As information about new vulnerabilities is discovered and released into the general public domain, Tenable Research designs programs to detect them.
Many elements must come together to create a picture-perfect security program. Our partnerships are developed to help you eliminate negative exposures and produce a positive security image.

We promote innovation and integration that identifies the best angle for capturing your security challenges. Our experts have a sharp eye for critiquing vulnerabilities and filtering network visibility for a clear shot at preventing cyberattacks.
The “how” is with Optiv. Coming from Optiv before Check Point I know how important it is to have a strong relationship between the two companies to be successful. This year would have been a lot different without our friends at Optiv. We thank you for your partnerships over this past year and look forward to an even better 2021!!

Cloud with Confidence

Earn your diploma in Cloud Security from Check Point Software and Optiv. Our platform provides you cloud native security with advanced threat prevention for all your assets and workloads – in your public, private, hybrid or multi-cloud environment – providing you unified security to automate security everywhere.

Request a Demo or Start Your Free Trial Today

Together for Stronger Security

DELIVERING PROTECTION WITHOUT COMPROMISING PRODUCTIVITY

Check Point and Optiv together offer a multilevel security architecture with services to provide advanced Generation V level threat prevention to protect all networks, cloud and mobile operations against both known and unknown attacks. Get started today with our complimentary Security Program Foundation Assessment.

Teamwork

Chris Scanlan
President, Americas Sales, Check Point Software

“"I'll stop making captain obvious statements but I’ll tell you the ‘how’ - It’s not enough to just say what’s happening but let’s solve for the ‘how’.”
Partnership to Drive Success

JAMES DAI, OPTIV TECHNICAL SOLUTIONS CONSULTANT, TAKES CLIENT’S OPS REMOTE
During COVID-19 lockdowns, James acted quickly to help a client 2,300-employee workforce move remote. James helped the client re-architect their F5 remote access solution, troubleshoot issues and plan for the future. By working with F5 support and field teams, we ensured the client’s needs were met. Thanks to James’ efforts the client is looking at purchasing new F5 appliances to refresh and upgrade their existing architecture.

F5 and Optiv: Better Together
Learn More

“By being “human first,” we will not let short-term business pressures outweigh the health of ourselves, our families, our clients or our communities.”

Together, F5 and Optiv raised funds for a regional health care company struggling within the COVID-19 environment through the Cyber Security Association Conference. We were able to provide 65 baby monitors (more than doubling the goal) as well as provide 100 hot meals to nurses facing the frontlines of COVID-19!

Enterprise Licensing Brings Needed Flexibility

VIRTUALIZATION AND FLEXIBLE LICENSING HELP FUEL CSG’S DRAMATIC MODERNIZATION
CSG was facing many challenges including manual processes, fixed hardware preventing needed scalability and availability, and lack of health monitoring and application visibility. In utilizing BIG-IP Virtual Editions, F5 Enterprise Licensing, and F5 on AWS, CSG is now experiencing increased application visibility and improved responsiveness to client needs. Looking to the future, CSG also has a much easier migration path to the public cloud.

Learn More About Our Client Story

NGINX Controller

From NetOps to DevOps, modern app teams need a self-service, API-driven platform that integrates easily into CI/CD workflows to accelerate app deployment—whether your app has a hybrid or microservices architecture—and make app lifecycle management easier.

Build to manage NGINX Plus instances, NGINX Controller is a cloud-native, secure, and high-performance application delivery platform.

Request a Free Trial Through Optiv
Solving Real World Cybersecurity Challenges

Our partnerships around the world help us fulfill our roles as trusted security advisors. We tackle real-world cybersecurity challenges for our clients by providing the insights and perspectives required to operate on a global scale. Our approaches follow the required compliance, logistical, and shipping guidelines established for your security technologies’ seamless deployment.

Arrow Capital Financing Solutions

TECHNOLOGY FINANCING AND LEASING

Arrow Capital Solutions (ACS) offers traditional leasing and finance options while also offering custom solutions aligning to clients’ needs. Rate buy downs/0% financing, embedded payment terms/white label, flexible repayment structures, flexible first payment deferrals 30/60/90 days, app only credit approval for deals $500k+, and 1 hour turnaround for finance proposals are just some of what ACS can do.

Win big with Arrow Capital Solutions!

Get Started Today!
Ingram Micro

Ingram Micro delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead.

"Optiv, it was great getting to know you and having much success in 2020! Can’t wait to see you again in 2021...hope we do even more business together!"

Ingram Micro and Optiv partnered together this year to give back to the essential workers battling Covid-19 on the frontlines. In partnership with Ingram Micro, we were able to provide lunches to over 500 essential employees at multiple hospital and healthcare centers on the East Coast.
Summary

A lot happened this year. We’ve experienced massive disruption, propelled innovation, accelerated digital transformation journeys and much more. Although security leaders constantly deal with change, the global pandemic unexpectedly impacted business and people everywhere. As a result, organizations had to pivot, strategize and adapt at lightning speed.

As we prepare to say ‘goodbye’ to 2020, we’ve featured the most memorable innovations, challenges and triumphs to look back on in this year’s Optiv Yearbook. We look forward to continuing to secure what matters most to organizations through our extraordinary partnerships, industry-leading services, and dedicated employees in the new year.

Stay tuned as we share insights and resources about cybersecurity trends that help you effectively manage technology solutions that will bolster your cybersecurity program.
Secure your security.™

Optiv is a security solutions integrator – a "one-stop" trusted partner with a singular focus on cybersecurity. Our end-to-end cybersecurity capabilities span risk management and transformation, cyber digital transformation, threat management, security operations, identity and data management, and integration and innovation, helping organizations realize stronger, simpler and more cost efficient cybersecurity programs that support business requirements and outcomes.

At Optiv, we are modernizing cybersecurity to enable clients to innovate their consumption models, integrate infrastructure and technology to maximize value, achieve measurable outcomes, and realize complete solutions and business alignment. For more information about Optiv, please visit us at www.optiv.com.

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