

Secure everything, everywhere, from one place

**Integrated technology platform
with leading cybersecurity services**



Introduction

Cybersecurity is a top priority for boards, CEOs, and C-suites throughout the world. According to the World Economic Forum, cybersecurity attacks are the top business threat in North America and the second in Europe¹.

Analysis by BCG² has revealed that cyber threats pose a wide range of C-level concerns: strategic, financial and reputational risks; danger of disruption to operations and the increased possibility of compliance breaches.

On top of this, threats are getting more sophisticated and widespread. Organizations need to automate security to keep up. And the organization itself is changing shape, extending out to clouds, partners, and people working from home.

In this environment, many organizations find it a challenge to:

- **Approach security strategically** get a full picture of risks and threats they face, make an objective assessment of the maturity and cost effectiveness of security operations, and set a clear security strategy

- **Streamline and automate security operations** maintain up-to-date threat intelligence, automate security operations across a dynamic IT environment, protect proactively, and respond faster to incidents
- **Protect the extended organization** beyond the perimeter (across on-premise, cloud, edge, network connections, and IoT devices), including securing the hybrid worker using their own devices

To overcome these challenges, organizations need access to the latest cybersecurity technologies, as well as to people with the right skillsets to apply them. The partnership of Orange Cyberdefense and Palo Alto Networks provides a one-stop shop for both, combining an integrated cutting-edge platform with leading cybersecurity skills and services on a global and local basis.



Approach security strategically

The challenge you face

Despite C-level risks, many organizations don't approach security strategically. They have to take a reactive, piecemeal approach, responding to specific incidents and implementing tactical solutions.

Security is often seen as the CISO's problem. There can be a lack of buy-in and cooperation across stakeholders, not just on the board, but among heads of business functions, investors, and employees generally.

Consequently, security sometimes doesn't get the budget it deserves, clunky solutions are met with resistance by users, and the organization ends up with disjointed and sub-optimal security – leaving it exposed to the risks of attack.

How we can help

We support you in taking a strategic approach to cybersecurity. Our partnership combines the best of technology with the best of services into a comprehensive suite of smart security solutions.

We take a holistic approach, starting with a review of the security landscape. We give you an intelligence-led roadmap for cybersecurity investment and transformation, covering financial, human, and technical resources.

As part of this review, we carry out a security maturity assessment. This benchmarks your organization against industry peers and reveals how fit-for-purpose your cyber defenses are. You get an overall score and a set of prioritized recommendations on how to increase your security maturity.

We would also suggest an assessment of your attack surface and cloud security posture, ethical hacking to expose vulnerabilities, and a security lifecycle review. These will help you plan and implement a zero-trust strategy, and build security investment and strategic sourcing plans.

The value we deliver

By giving you visibility of your true situation, we enable you to optimize security investments and build a cost-effective risk-based security strategy.

You will be able to comply fully with your own security policies, industry and national regulations, legal obligations, and the terms of your cyber insurance policy.

Your organization will have the confidence that you are ensuring the safety of your customers and employees, their data, and your business operations. We provide ongoing operational agility and financial flexibility through our managed security services.



Streamline and automate security operations

The challenge you face

It's often a challenge for organizations to achieve real-time security operations that are up to date with constantly evolving threats, protect them proactively, and enable rapid response. They also find it difficult to automate security, finding their manual operations overwhelmed by the sheer volume of alerts.

Historically, companies have let vendors dictate investment priorities, resulting in companies spending budget on firewalls but leaving gaps elsewhere. Un-optimized security, operated manually by over-stretched and under-skilled personnel, expose the organization to breaches – the average cost of which is now \$4.24 million (€3.72 million)³.

How we can help

We automate your security operations and integrate them across your diverse and dynamic hybrid IT environment. We orchestrate a comprehensive, intelligence-led security solution composed of market-leading technologies, operated by thousands of security experts working 24/7.

Generally, we implement and operate your security strategy for you as a managed service. This overcomes your shortage of cybersecurity skills and provides you with cybersecurity that is not only effective in terms of protecting your organization, but cost-effective financially.

Orange Cyberdefense is listed as a representative vendor in the Gartner's market guides for Managed Security Services, Managed Detection and Response Services, Incident Response, and Threat Intelligence⁴. Palo Alto Networks were named as leader in Gartner's Magic Quadrant for Network Firewalls 2020 – for the tenth year running⁵.



The value we deliver

With our automated security operations, you get visibility of every aspect of your security situation – infrastructure, identity and access management, cloud, endpoints, and OT/IoT – all integrated into one platform-based service.

You consolidate security with one main partner, reducing the number of suppliers and associated management overheads. We are a global organization, protecting from threats originating anywhere, with a local presence in key regions like China.

Staffordshire County Council, UK – automated, managed security operations

- **New and upgraded firewalls, improving overall security for the council**
- **Consultancy advice on the best options for future projects and solutions**
- **Cost reductions, so overall spend was under budget**
- **Premium, 24x7 telephone help desk for 3 years**



“Orange Cyberdefense have provided excellent consultancy services and have always responded quickly to support queries and issues.”

Pam Rowley

Infrastructure Planning Manager, Staffordshire County Council



Protect the extended organization

The challenge you face

As hybrid working models have suddenly grown in importance, organizations have scrambled to piece together security measures for personal devices accessing corporate resources over home broadband or mobile connections. These can make hybrid worker security cumbersome for users, non-compliant with industry regulations, or just plain insecure.

Working with a wide ecosystem of suppliers and partners is becoming commonplace and companies sometimes struggle to maintain security as more and more third parties access their network.

On top of that, many organizations have implemented IoT devices without security, including users connecting their own devices to the corporate network. Even some IT-sponsored IoT implementations have been executed without proper security and companies are having to play catch up, formulating an IoT security strategy after the event.

IT leaders may shy away from fully exploiting cloud, software-defined networking, or home working because they fear they will be exposed to security risks they cannot manage. Or else they implement numerous point solutions, which provide ineffective security, make life harder for users, and are financially inefficient.

How we can help

We take an intelligence-led, full-lifecycle approach to empower you to manage the new reality of distributed users and applications, enabling you to:

- **secure cloud access for a distributed workforce, making it safe for them to use multiple public clouds and containerized applications**
- **protect your cloud-based assets, maintaining compliance, and managing your cloud security posture**
- **monitor, detect, and respond to real-time threats across multi- and hybrid-cloud environments**

Our unified platform and services cover all areas of your extended organization. Starting from any point, you can implement a consistent security policy across your whole environment.

The value we deliver

We make the complexity of enforcing security across the extended organization simple. Our platform and services enable you to uphold the same security posture and policies every-where across your entire organization.

You avoid blind spots by having a holistic solution, so nothing gets overlooked. Relying on us reduces your operational costs as you only have one main partner to deal with. We protect software vendors from supply chain attacks so their clients (like you) do not become infected; and we also protect client companies from infected supplier products.

We operate globally, with incident response teams protecting your extended organization everywhere you operate. And we also have a local presence in multiple key locations so we can keep you up to date with local compliance regulations.

Implementing zero trust from data center, to cloud, to home

We enabled a UK-based, integrated energy company with 13,500 employees and 8 billion revenues to transform its organization securely.

We gave them the ability to enforce their zero-trust security strategy effectively across their new data center, their hybrid cloud data lake, and their increasing number of home and hybrid workers.

After conducting an objective market assessment, we implemented cybersecurity solutions spanning Access, Cloud, Data Loss Prevention, and Data Lake from Palo Alto Networks.



Two leaders, one service, securing everything

This is a partnership of two leaders working closely together. In 2021, Orange Cyberdefense was awarded EMEA Service Provider of the Year by Palo Alto Networks; and Palo Alto Networks was awarded Vendor of the Year by Orange Cyberdefense.

The partnership of Orange Cyberdefense and Palo Alto Networks brings you the right combination of technology, skills, and platform-based services.

We implement security strategically, through experienced professionals using an automated platform, that protects your extended organization globally, with a local touch.

Through the partnership of Orange Cyberdefense and Palo Alto Networks, you optimize your security costs, increase your protection, and empower your organization to pursue its goals in safety.



Orange Cyberdefense is the expert cybersecurity business unit of the Orange Group, providing managed security, managed threat detection and response services to organizations around the globe.

As the leading security services provider, we strive to build a safer digital society.

Our global footprint with a European anchorage enables us to meet local requirements and international standards, ensure data protection and privacy for our customers as well as for our employees. We embed security into Orange Business Services' solutions for multinationals worldwide.

Our organization retains a 25+ year track record in information security, 250+ researchers and analysts 17 SOCs, 13 CyberSOCs and 4 CERTs distributed across the world and sales and services support in 160 countries. We are proud to say we can offer global protection with local expertise and support our customers throughout the entire threat lifecycle.

Visit us at: www.orange cyberdefense.com

Twitter: @OrangeCyberDef

Sources:

1. World Economic Forum, Top Perceived Risks of Doing Business (2020), BCG analysis, press search
2. The CEO's Guide to Cybersecurity, BCG, September 2021
3. "The global average total cost of a data breach is \$4.24 million" (IBM Security, Cost of a Data Breach Report, 2021)
4. Orange Cyberdefense listed as a Representative Vendor in the Gartner Market Guide for Managed Security Services, December 2020. Orange Cyberdefense listed as a Representative Vendor in the Gartner Market Guide for Managed Detection and Response Services, 2020 and 2021. <https://orange cyberdefense.com/global/market-recognition/gartner/>
5. Palo Alto Networks named Leader in Gartner Magic Quadrant for Network Firewalls 2020 – for the tenth year running

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