

AVANGATE

Distributore a valore aggiunto



Bitdefender GRAVITYZONE

Upgrade to ELITE

Cross-Sell FDE

AGENDA

Gravityzone ELITE Security

- Indirizzare gli attacchi più sofisticati e sfuggenti
- Layer di rilevazione aggiuntivi
- Implementazione

Full Disk Encryption (FDE)

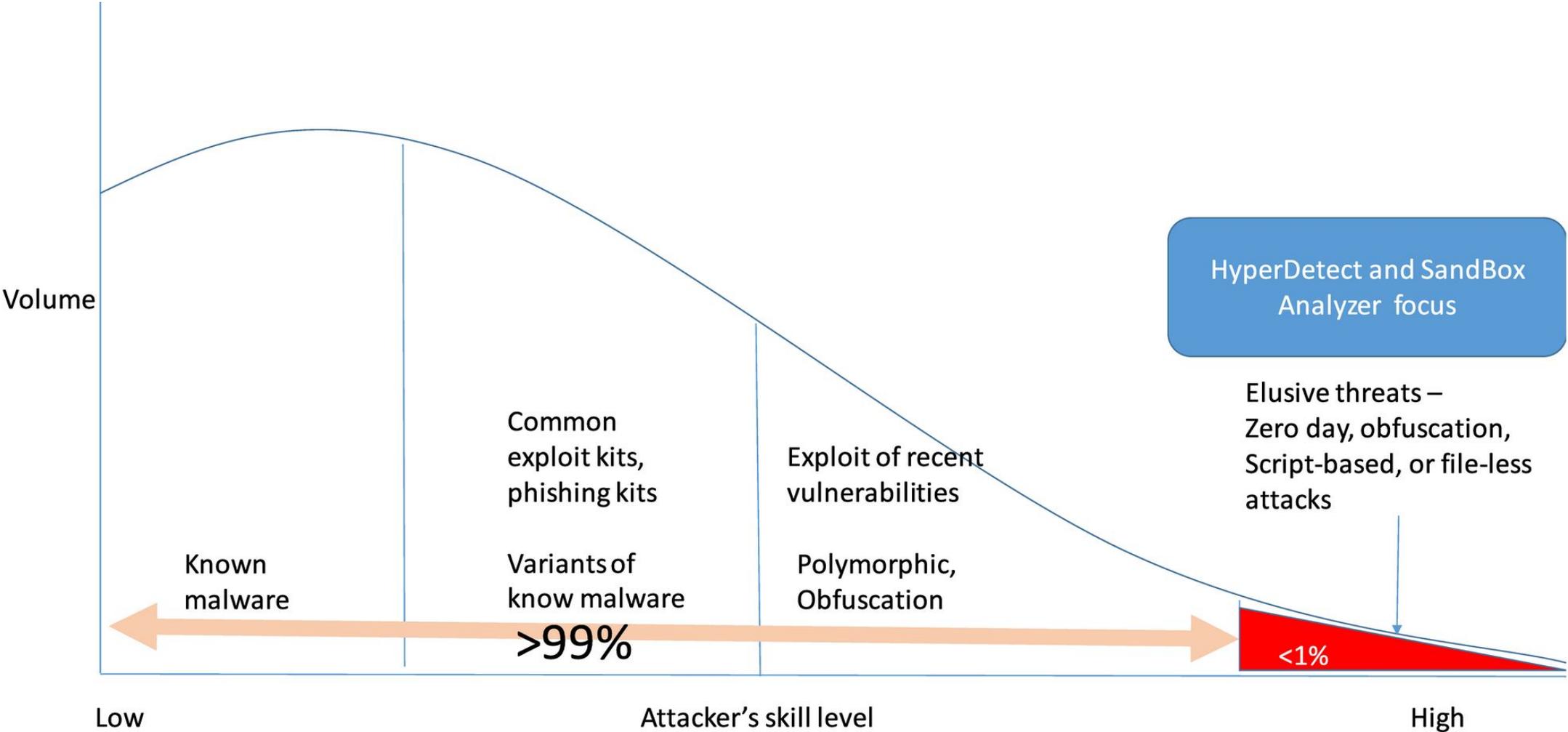
- Cosa è FDE, perchè adottarlo
- Target clienti
- Implementazione

Condizioni commerciali

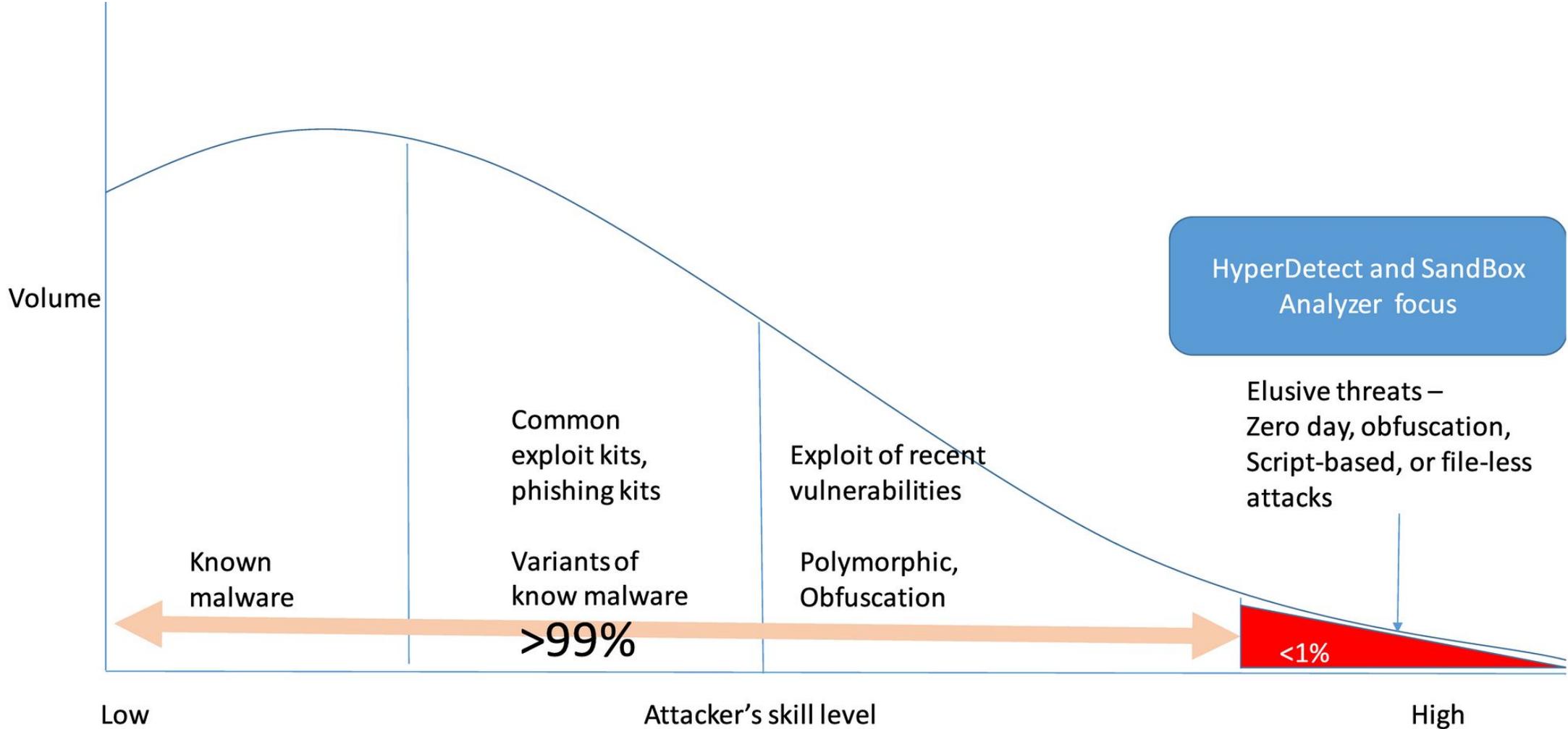
- Upgrade a GravityZone ELITE
- Addon Full Disk Encryption

GravityZone ELITE Security

GRAVITYZONE ELITE - Objectives



GRAVITYZONE ELITE - Objectives



Traditional EP

Next-Gen EPP (es. (GravityZone Business Security))

EDR

GravityZone ELITE

GRAVITYZONE ELITE - Layers



GRAVITYZONE ELITE - Additional Layers



GRAVITYZONE ELITE - Additional Layers



Hyper Detect*

A new set of **tunable** machine learning and behavior analysis models trained to detect advanced, sophisticated threats at pre-execution

Sandbox Analyzer*

Automatic submission of suspicious files from endpoints to sandbox for detonation and behavior analysis

Dynamic Machine Learning In URL filtering and file analysis

Trained for more than 8 years on the biggest sample size: 500M endpoints-sensors, trillions of samples
Highly efficient in detection, low false positives

Exploit Prevention

Detect exploit methods, and protect memory space of browsers, document viewers, media players and office applications.

Process Inspector (ATC)

Proactive and dynamic detection technology, based on continuous monitoring of running processes and system events, and tagging of suspicious activities.
Designed to act against unknown threats based on their behavior.

GRAVITYZONE ELITE - Punti di forza

Reduce Complexity, Streamline Operation

- Single (full stack) solution that protects against all spectrum of attacks.
- Reduce the cost of protection compared to running multiple solution
- Manage endpoint and datacenter security in one integrated console

Security Efficacy With Strong Prevention

- Endpoint controls + Strong prevention at pre-execution with next generation technology.
- Focus on sophisticated threats (script-based and/or fileless)
- Accurate detection, low false positive

Tunable and Customizable

- Tunable machine learning based on threat categories
- Adjustable based on paranoid you are

Threat visibility

- Expose suspicious activities

GRAVITYZONE ELITE - Deploy Step 1 Licenza

Dashboard

Network

Packages

Tasks

Policies

Assignment Rules

Reports

Quarantine

Companies

[+ Add](#) [▶ Activate](#) [▣ Suspend](#) [- Delete](#) [↻ Refresh](#)

	Name	Type
<input type="checkbox"/>	bravo	
<input type="checkbox"/>	Bravo Rivenditore	Partner
<input type="checkbox"/>	Bravo Cliente	Customer

Edit company ✕

Company Details

Company Name:

Address:

My Company ID: 29e152052786da928cf33cddb9977b89

Phone:

Logo: 
The logo needs to have the size 200px x 30px, and needs to be in .png or .jpg format.

Type:

Manage Networks

License

Type:

License Key:

Expiry date:	Licensed:	Not licensed:	Total:	Available for servers:	Mailbox
11 September 2017	0	1	10	4	0/15

Add-on key:

GRAVITYZONE ELITE - Deploy Step 2 Policy

The screenshot shows the GravityZone Elite web interface. On the left is a navigation sidebar with categories: Dashboard, Network, Packages, Tasks, Policies (highlighted), Assignment Rules, Reports, Quarantine, Companies, Accounts, and User Activity. Under Policies, 'HyperDetect' is selected. The main content area is titled 'HyperDetect' and includes a description: 'This feature is an additional layer of security specifically designed to detect advanced attacks and suspicious activities in the pre-execution stage. It can be customized to suit your organization's security requirements.' Below this is the 'Protection Level' section with three radio buttons: 'Permissive' (unselected), 'Normal' (selected), and 'Aggressive' (unselected). A table of detection categories follows, each with a checked checkbox and three radio buttons for protection levels:

Category	Permissive	Normal	Aggressive
<input checked="" type="checkbox"/> Targeted Attack	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
<input checked="" type="checkbox"/> Suspicious files and network traffic	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
<input checked="" type="checkbox"/> Exploits	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
<input checked="" type="checkbox"/> Ransomware	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
<input checked="" type="checkbox"/> Grayware	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>

Below the table is the 'Actions' section with an information icon. It contains two rows of settings:

- Files: Extend reporting on higher levels
- Network traffic: Extend reporting on higher levels

A blue 'Reset to default' button is located at the bottom of the configuration area.

GRAVITYZONE ELITE - Deploy Step 2 Policy

The screenshot shows the GravityZone Elite web interface. On the left is a navigation sidebar with categories: Dashboard, Network, Packages, Tasks, Policies (highlighted), Assignment Rules, Reports, Quarantine, Companies, Accounts, and User Activity. Under Policies, several sub-items are listed: General, Antimalware, Sandbox Analyzer (selected), Local Submission, Firewall, Content Control, Device Control, Relay, Exchange Protection, and Encryption. The main content area is titled 'Sandbox Analyzer' and contains the following sections:

- Submit objects from local systems** (checked): Automatically submit suspicious objects from target endpoints to Sandbox Analyzer for in-depth behavioral analysis.
- Analysis Mode**: Perform analysis in either of these modes:
 - Monitoring - objects are still accessible to the user.
 - Blocking - user's access to the object is denied until analysis result is returned.Radio buttons are present for 'Monitoring' (selected) and 'Blocking'.
- Remediation Actions**: Choose the remediation actions to be taken on detected threats. Fallback actions are performed only if the default action cannot be completed.
 - Default action: Report Only
 - Fallback action: Quarantine
- Information** (with warning icon): Submission target and exclusions will be applied as they are defined in [Antimalware > On-Access Scanning and Antimalware > Settings](#)
- Connection Settings**:
 - Portal Domain/IP: * [?](#) sandbox-portal.gravityzone.bitdefender.com
 - Communication Port: * [?](#) 443
 - Use proxy configuration
 - Configure proxy server for connection between the feeding sensor and the portal machine.



GravityZone Full Disk Encryption

GRAVITYZONE FDE



Di cosa si tratta

GravityZone FDE è un ADDON per la gestione della cifratura Full Disk degli endpoint protetti da BEST.

Aggiunge un layer di gestione che permette agli amministratori di rete di

- semplificare il deploy della FDE
- gestire le chiavi di recupero
- generare report sullo stato di protezione

GRAVITYZONE FDE



La domanda

- tutelare i dati dell'azienda rispetto allo **smarrimento e furto dei dispositivi**
- evitare pesanti **contravvenzioni** e **conseguenze legali** per la perdita di dati
- dimostrare la **conformità ai regolamenti** (es. GDPR)
- evitare l'**accesso NON autorizzato** a dati e dispositivi (autenticazione pre boot)
- **gestire** centralmente le **chiavi di recupero**
- minimizzare il **sovraccarico per l'IT**

GRAVITYZONE FDE

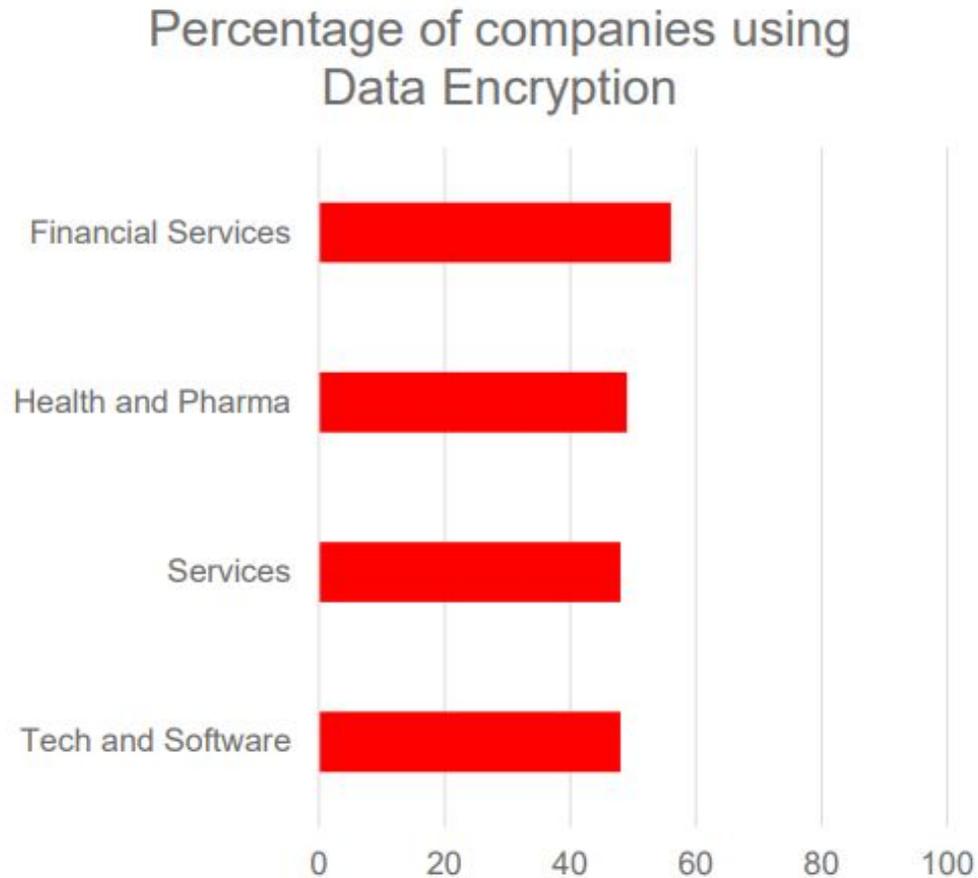


Punti di forza

- impone una autenticazione che precede il caricamento del sistema operativo
- gestisce FDE dalla stessa console, cloud oppure onpremise, impiegata per la protezione dell'endpoint
- impiega la collaudata cifratura nativa di Windows (BitLocker) e Mac (File Vault), evitando problemi di performances e compatibilità
- non richiede aggiunta di alcun agent specifico
- semplifica il deploy della FDE sugli endpoint
- permette di gestire le chiavi di recupero dalla console
- i report sulla encryption, aiutano le aziende di documentare il proprio stato di compliance

GRAVITYZONE FDE

Chiavi di accesso alla clientela



A. Clienti che non effettuano ancora Encryption
- tutti punti di forza di GZ FDE

B. Clienti che effettuano già Encryption
+ reportistica
= monitoraggio, compliance

+ gestione chiavi di recupero
= garanzia di accesso ai dati per l'azienda

+ nessun agent ne strumento gestione aggiuntivo
= facilità e rapidità di deploy

+ nessuno strumento aggiuntivo per la gestione di FDE
= semplicità uso, costo

+ tecnologia nativa degli OS per la encryption
= affidabilità, performance, costo

GRAVITYZONE FDE - Deploy Step 1 Licenza

Dashboard

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Tasks

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Reports

Quarantine

Companies

[+ Add](#) [▶ Activate](#) [▣ Suspend](#) [- Delete](#) [🔄 Refresh](#)

	Name	Type
<input type="checkbox"/>	bravo	
<input type="checkbox"/>	Bravo Rivenditore	Partner
<input type="checkbox"/>	Bravo Cliente	Customer

Dettagli della company del cliente

Edit company ✕

Company Details

Company Name:

Address:

My Company ID:

Phone:

Logo: 
The logo needs to have the size 200px x 30px, and needs to be in .png or .jpg format.

[Change](#) [Default](#)

Type:

Manage Networks

License

Type:

License Key: [Check](#)

Expiry date:	Licensed:	Not licensed:	Total:	Available for servers:	Mailbox
13 September 2018	21	0	30	9	0/45

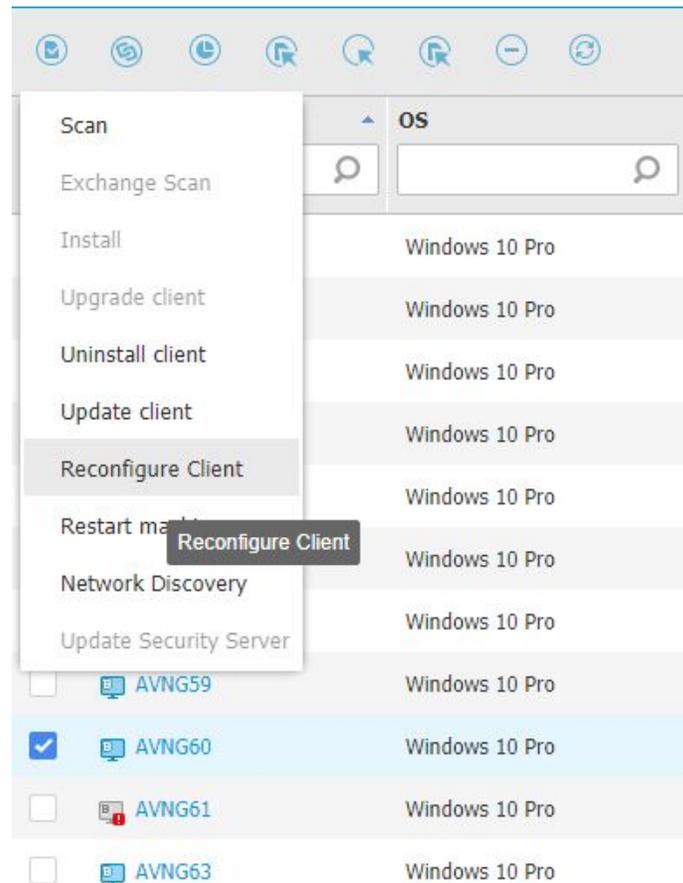
Add-on key: [Add](#)

Type:	Key:	Remove:
Encryption		✕

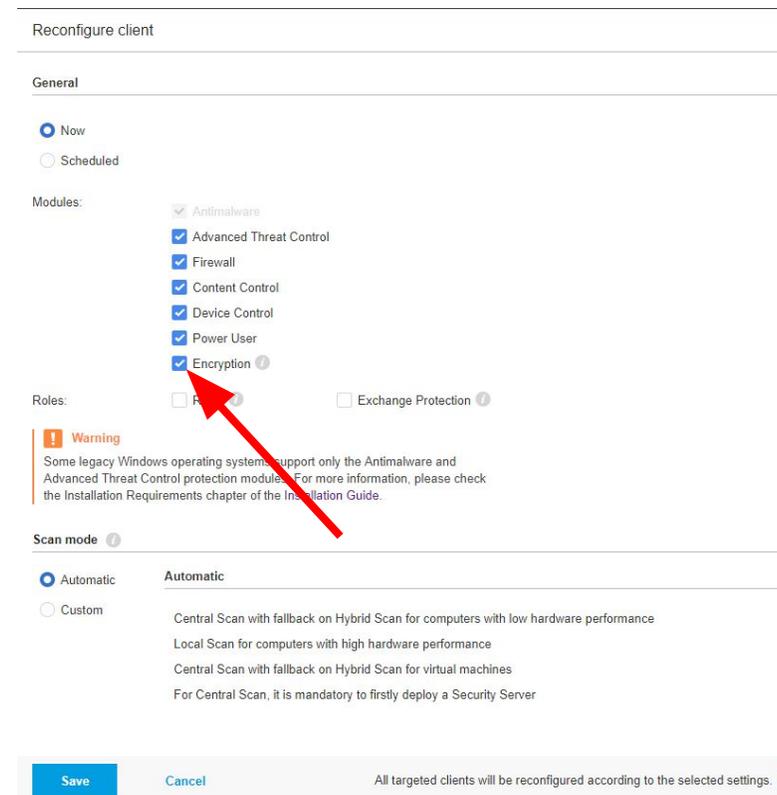
[Save](#) [Cancel](#)

GRAVITYZONE FDE - Deploy Step 2 **Add Module**

Seleziono gli endpoint ed assegno il Task



Mi accerto che il modulo Encryption sia selezionato



GRAVITYZONE FDE - Deploy Step 3 Policy

Dashboard

Network

Packages

Tasks

Policies

Assignment Rules

Reports

Quarantine

Companies

Accounts

User Activity

⚙️ General +

🛡️ Antimalware +

📦 Sandbox Analyzer +

🔥 Firewall +

📄 Content Control +

📁 Device Control +

📧 Relay +

🔒 Exchange Protection +

🔒 Encryption -

General

Encryption Management

Enable this module to start managing endpoint encryption from Control Center. Disabling it will leave volumes in their current state and will allow users to manage encryption locally.

Decrypt

Select this option to decrypt volumes.

Encrypt

Select this option to encrypt volumes. Users will be prompted to enter a password that will be required for pre-boot authentication.

Bitdefender Business

Risorse e Contatti

- **Bitdefender Training Center**
<http://elearning.bitdefender.com/bitdefender/>
- **Bitdefender Centro Supporto Business**
<https://www.bitdefender.com/support/business/>
- **Bitdefender Enterprise in YouTube**
<https://www.youtube.com/user/BitdefenderSecurity/videos>
- **Area Partner Avangate Italia - Risorse Marketing**
<http://nova.avangate.it> → Risorse → Marketing → Bitdefender
- **Portale Supporto Avangate Italia (KB, Chat, Ticket)**
<http://supporto.avangate.it>

Approfondimenti a cura di Bitdefender

Registrazione presso il portale PAN



Protect you data with GravityZone Full Disk Encryption (Session 1)

Presenter: Bogdan Carlescu, Senior Product Marketing Manager

Event date:
October 10, 2017 13:00GMT



Protect you data with GravityZone Full Disk Encryption! (Session 2)

Presenter: Bogdan Carlescu, Senior Product Marketing Manager

Event date:
October 10, 2017 16:00GMT



Deep dive on Sandbox Analyzer (Session 1)

Presenter: Tsailing Merrem, PMM Director

Event date:
October 11, 2017 13:00GMT



Deep dive on Sandbox Analyzer (Session 2)

Presenter: Tsailing Merrem, PMM Director

Event date:
October 11, 2017 17:00GMT



GravityZone ELITE Security

Offerta Commerciale

GravityZone ELITE Security

Offerta Commerciale

- implementazioni con Cloud CC
- upgrade dai bundle GZ BS e GZ ABS
- upgrade con integrazione della differenza





GravityZone Full Disk Encryption

Offerta Commerciale

GravityZone FDE

Offerta Commerciale

- **AddOn per tutte le soluzioni GZ**
- **Implementazioni Cloud e OnPremise**
- **Diponibile anche in formula MSP**
- **Licenza per qualsiasi numero di EP**



Domande e Risposte

Chat, Ticket: <https://supporto.avangate.it>

AVANGATE

Distributore a valore aggiunto



Roberto Novasconi

GRAZIE



Alexandru Stefan

