# VIEW FROM SALES ENGINEERING

Joash Herbrink, Manager SE Northern Europe

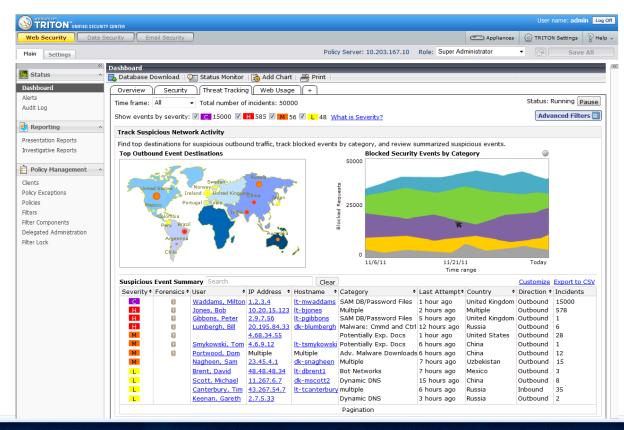


### My Personal Top 5

- #5 Customers are growing up! Data loss is on the map! Multiple large projects (1/2 Million+) for DLP across the region
- #4 Actively engaging with partners to expand our reach & security
- #3 Channel relations are getting stronger
- #2 Hybrid is hot! The use of our hybrid solutions are rapidly increasing in Europe.
- #1 Products are enhancing, catering to market needs. The unified TRITON solutions make upsell, x-sell EASY!



### **New Advanced Malware Reporting!**

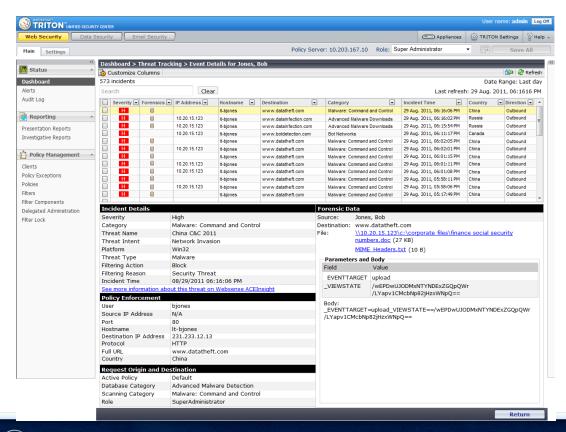




- List of all clients suspected of advanced malware activity by severity level
- Severity levels customizable
- Indicates if any data was included in the blocked attempt



## Advanced Malware Forensic Report



#### Advance Malware Forensics

(e.g. "worm.bot.win32", Stuxnet, or AV malware name)

- Malware Type
- Malware Intent
- Target Platform
- Malware Attack Name
- Link to Labs Site for More Details

#### Data Forensics

 Shows actual document that was prevented from being stolen!

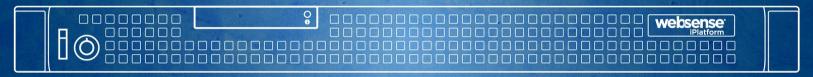


### **Additional Cloud Connection Options**

- PAC File
- Endpoint Client
- Proxy Chain
- Firewall Redirect
- Aerohive Router
- Mobile Devices Q3 2012
- -series Autumn 2012
- VPN Tunnel autumn 2012



# 1000 INNOVATIVE CLOUD CONTROLLED WEB SECURITY

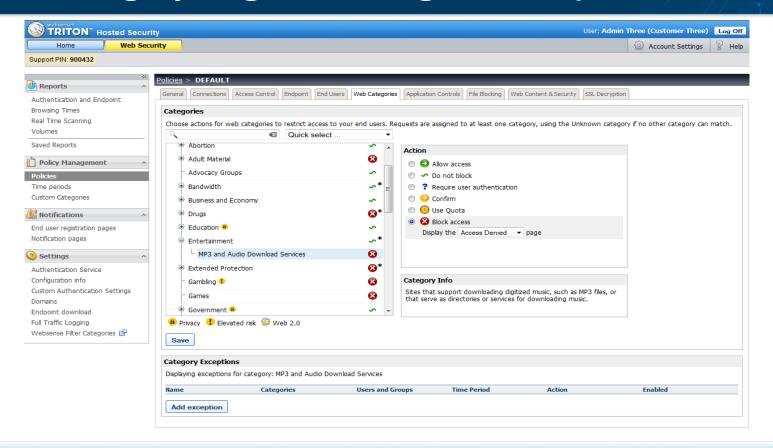


- No compromise Web security made simple
- Optimized end user experience
- Advanced cloud optimizations for cost effective delivery
- Hardware or Virtual Appliance



### **New Category Page Including New Dispositions**

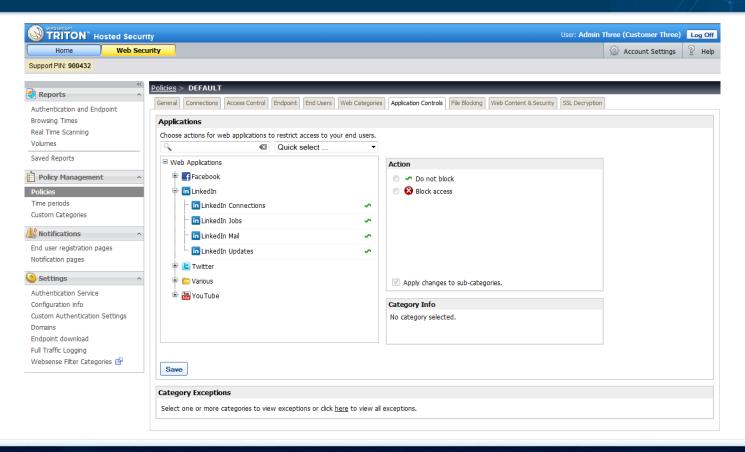
#### websense



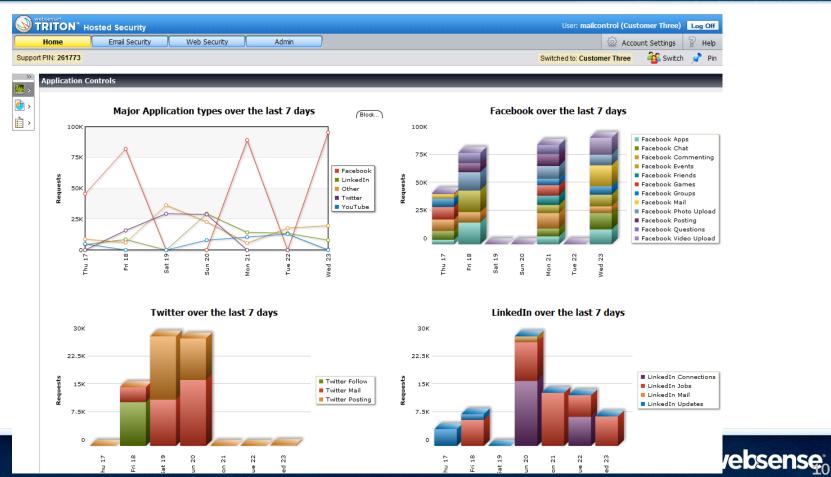


Account Permissions			
Manage Users	Directory Synchronization	w All Reports	Full Traffic Logging
Policy Permissions —			
<<< Simple			
Hosted Email Security per-policy permissions			
Modify View Config	uration Quarantine View Quarantine Quara	Black ew View and View entined Delivered White Filtered ages Messages Listing Reports	
DEFAULT V			
Hosted Web Security per-policy permissions			
Modify View Config Configuration Configuration Audit		View Filtered Reports	
DEFAULT .			
Group Filtering For Hosted Web Reporting  [Clear selection]			
No user groups selected.			
Select one or more user groups using the shift and/or control keys to make multiple selections.			
		Submit Reset	















### Websense Mobile Security Vision

#### websense



#### **Corporate Wi-Fi**

Web & Data
Security
Protection



# Securing Mobile Email

Protect Sensitive
Data
(ActiveSync)



# 3G/ Public Wi-Fi Protection

MDM & Web Security Policies (iOS & Andriod)



#### **Mobile DLP**

Prevent Data Loss (Cloud DLP)

Phase 1

Phase 2

Phase 3

Phase 4



### **BEST KEPT SECRETS**



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#### THREATSEEKER NETWORK

Unites over 850M research points. Analyzes 3-5B requests per day.



websense®

ACE ADVANCED

CLASSIFICATION

ENGINE



SECURITY LABS

Facebook partnership

facebook.

SE's position:
 Use case
 solutions, not
 features

- New global team of Senior Websense SEs
  - Focused 100% on partner technical sales enablement
  - Regular, pro-active, partner-specific training
  - Separate pre-sales and pro-services content
  - Supplements certification courses

There will NEW 7.7 Technical Partner Pack

