



# Office of the CSO Webcast



**How industry analysts  
should drive your  
security decisions**

## Introducing today's panel



**David Barton**  
*Chief Information Security Officer*  
Raytheon|Websense



**Neil Thacker**  
*Information Security & Strategy Officer, EMEA*  
Raytheon|Websense

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*Analyze the Future*

451

## Current Offering ~ 50%

- Tactical, budget justification, NDR  
(Need, Desire, Fit)

## Strategy ~ 50%

- Strategic, relationship, market trends, renewal

## Market Presence

- Strategic, development, focus, competition

Source: *The Forrester Wave™: SaaS Web Content Security, Q2 2015*, Forrester Research, Inc., 26 June 2015

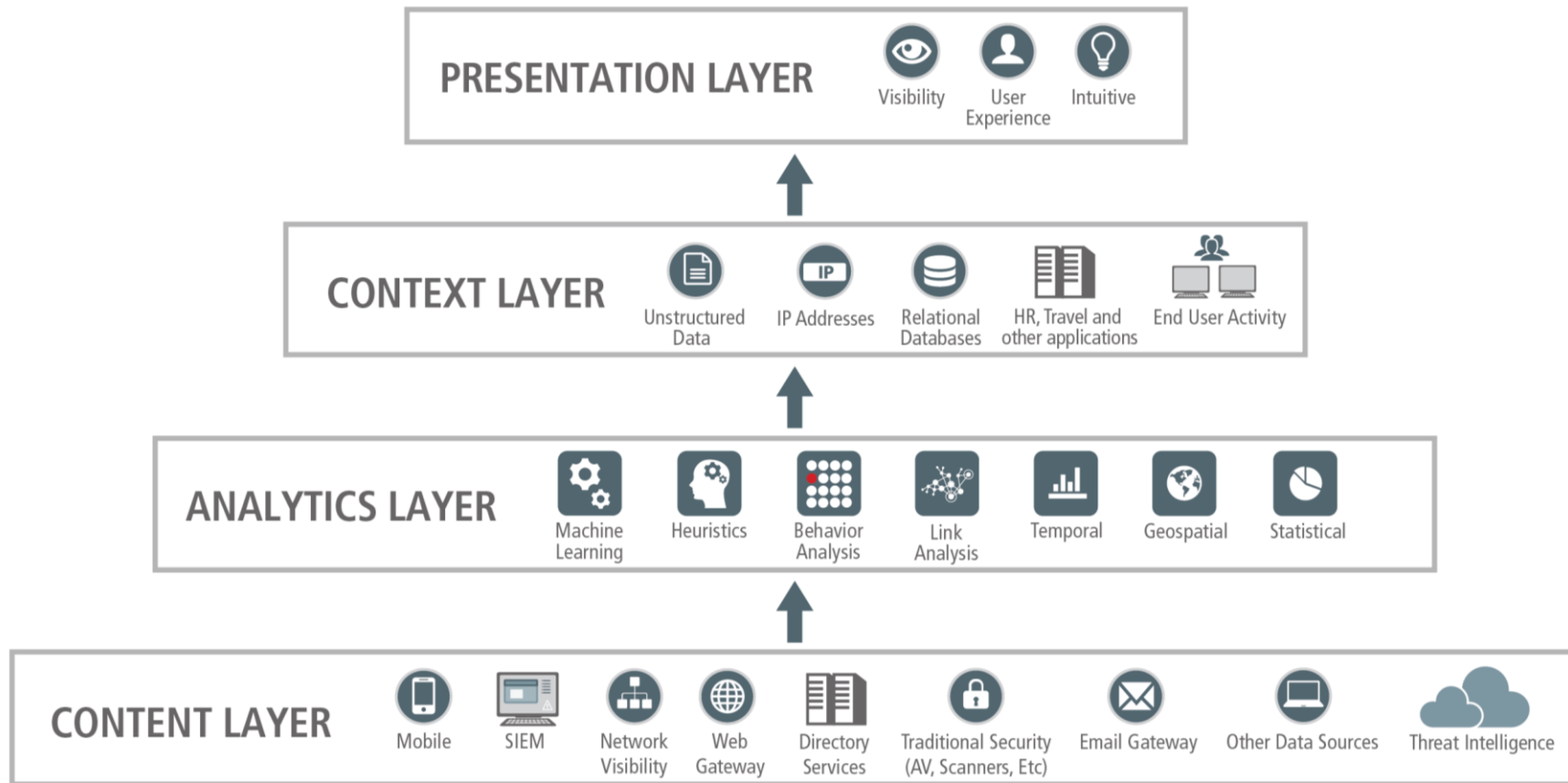
	Forrester's Weighting
CURRENT OFFERING	50%
Threat detection	10%
Automated malware analysis	3%
URL filtering	3%
Application control	5%
Data loss prevention — discovery and analysis	2%
Data loss prevention — policy support	2%
Endpoint support	10%
Traffic/protocol inspection	5%
Traffic redirection	10%
Deployment models	5%
Data center and SaaS operations	7%
Multitenancy and privacy	5%
Authentication	5%
Integrations	4%
Reporting	5%
Administration	7%
Dashboards	7%
Regional support	5%
STRATEGY	50%
Developers, sales, and total employees	15%
Solution pricing model	0%
Technical functionality satisfaction	30%
Account management satisfaction	30%
Service-level agreements	25%
MARKET PRESENCE	0%
Revenue and revenue growth	33%
Installed base and growth of installed base	33%
Verticals	33%

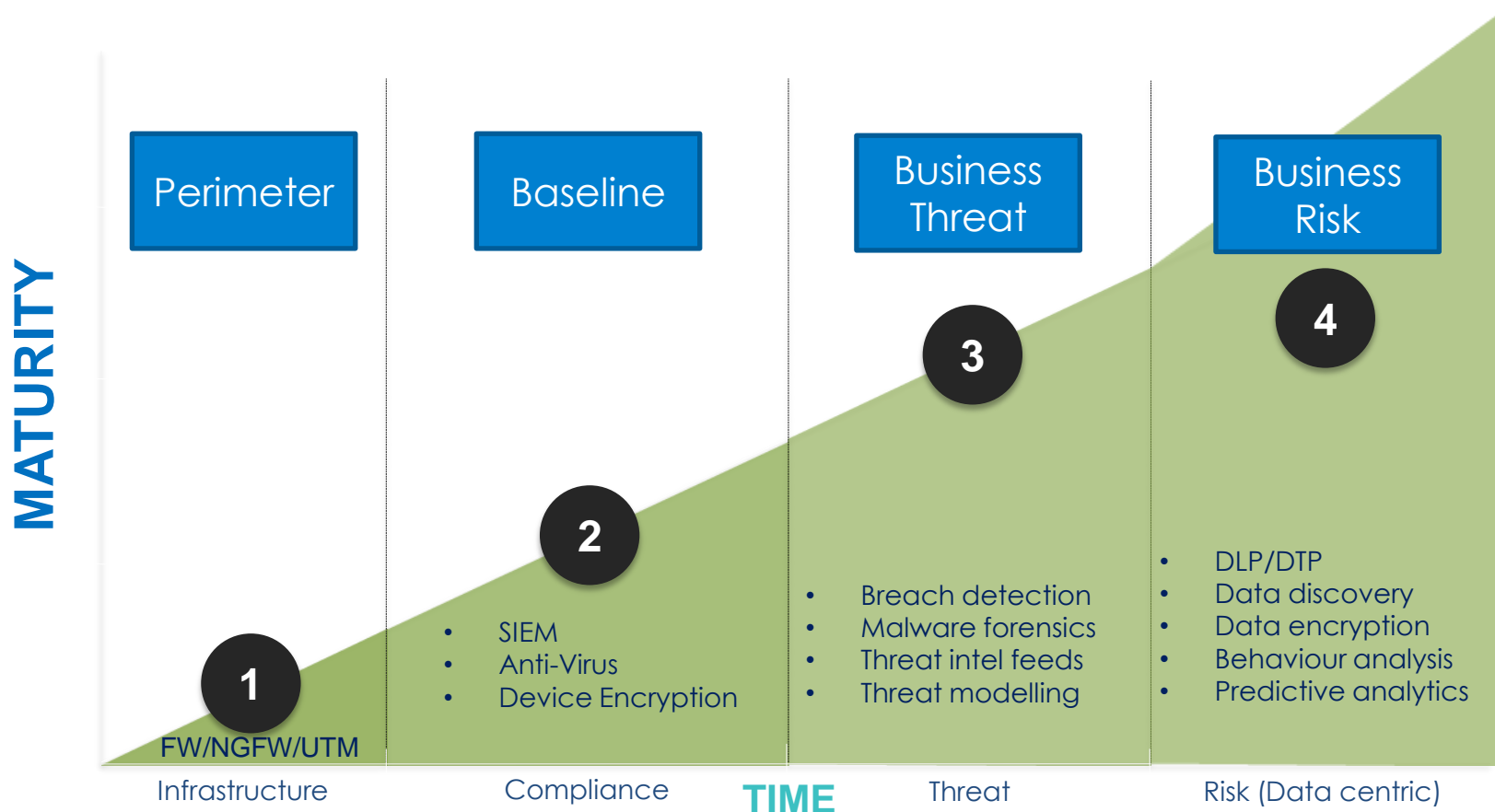
Have your say:

**What primary factor plays a role alongside industry analyst opinion in selecting a vendor?**

**Poll question 1...** (select one)

- ☐ Trusted incumbent
- ☐ New innovation
- ☐ Long-term strategy
- ☐ Ability to execute
- ☐ Other

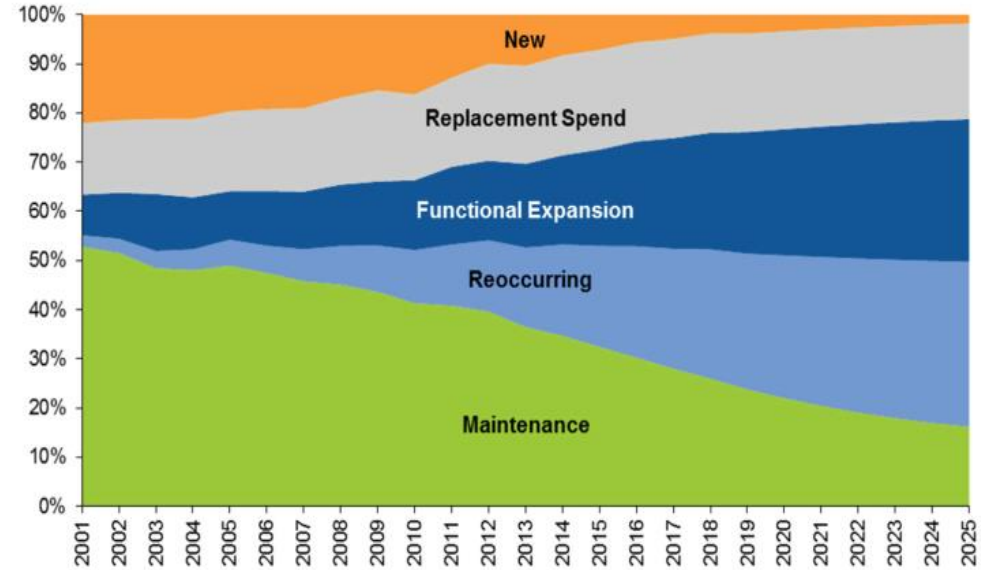




Top Threats	Current Trends	Top 10 Threat Trends in Emerging Areas						
		Cyber-Physical Systems and CIP	Mobile Computing	Cloud Computing	Trust Infrastr.	Big Data	Internet of Things	Netw. Virtualisation
1. Malicious code: Worms/Trojans	↑	↑	↑	↑	↑		↑	↑
2. Web-based attacks	↑	↑	↑	↑	→		↑	
3. Web application attacks /Injection attacks	↑	↑	↑	↑	↑		↑	↑
4. Botnets	↓		↑	↑				
5. Denial of service	↑	↑		→	→		↑	↑
6. Spam	↓	↑						
7. Phishing	↑		↑		↑	↑	↑	↑
8. Exploit kits	↓		↑		↑		↑	
9. Data breaches	↑			↑		↑		↑
10. Physical damage/theft /loss	↑	↑	↑		↑	↑	↑	↑

Source: <https://www.enisa.europa.eu/activities/risk-management/evolving-threat-environment/enisa-threat-landscape/enisa-threat-landscape-2014>

- Functional expansion set to grow as more vendors build new feature sets
- Long-term strategy replacement spend needs to be managed and focused on threat/risk level
- Maintenance spend must be consolidated – shared value and discounts apply



Source: Gartner - Tech Go-to-Market: A Practical Guide to Market Segmentation



## A safe bet

- Data security, DLP market share growth leader (CAGR)
- Web security, source of most external threats (ENISA)
- Insider threat, a top concern for most execs – 2015 and beyond
- Dwell time incident management
- Threat analysis, innovation and agility



Have your say:

**How has your technical requirement strategy changed over the past 5 years?**

**Poll question 2... (select one)**

- ☐ Focus on events and passive incident correlation
- ☐ Focus on incidents and passive campaign correlation
- ☐ Focus on TTP
- ☐ Focus on business risk – less infrastructure/compliance
- ☐ Other

## Discuss growth areas in InfoSec spend in 2014/2015

Gartner: Market Share Analysis – Security Software Worldwide 2014

- DLP 15.8%
- SIEM 11%
- SWG 9%

Have your say:

**What do you feel is the primary reason for some vendors inability to execute?**

**Poll question 3... (select one)**

- ☐ Lack of promised correlation capabilities
- ☐ Too much focus on a wide portfolio of products
- ☐ Too many people focused on variety of strategies
- ☐ Customers happy with status quo
- ☐ Other



**Next generation  
products promise –  
hype cycle and when  
to engage?**



**How do vendors  
identify the next **MUST**  
have feature?**

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# Summary...

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## *Your* Questions...





## Join the discussion...

We invite you to continue discussing your security concerns through the **Office of the CSO LinkedIn Group**.

[www.websense.com/LinkedInCSO](http://www.websense.com/LinkedInCSO)



## Thank you for attending...

For more information on the Office of the CSO...

[www.websense.com/CSO](http://www.websense.com/CSO)

[CSOs@websense.com](mailto:CSOs@websense.com)