

For More Effective Endpoint Security, Improve Endpoint Management

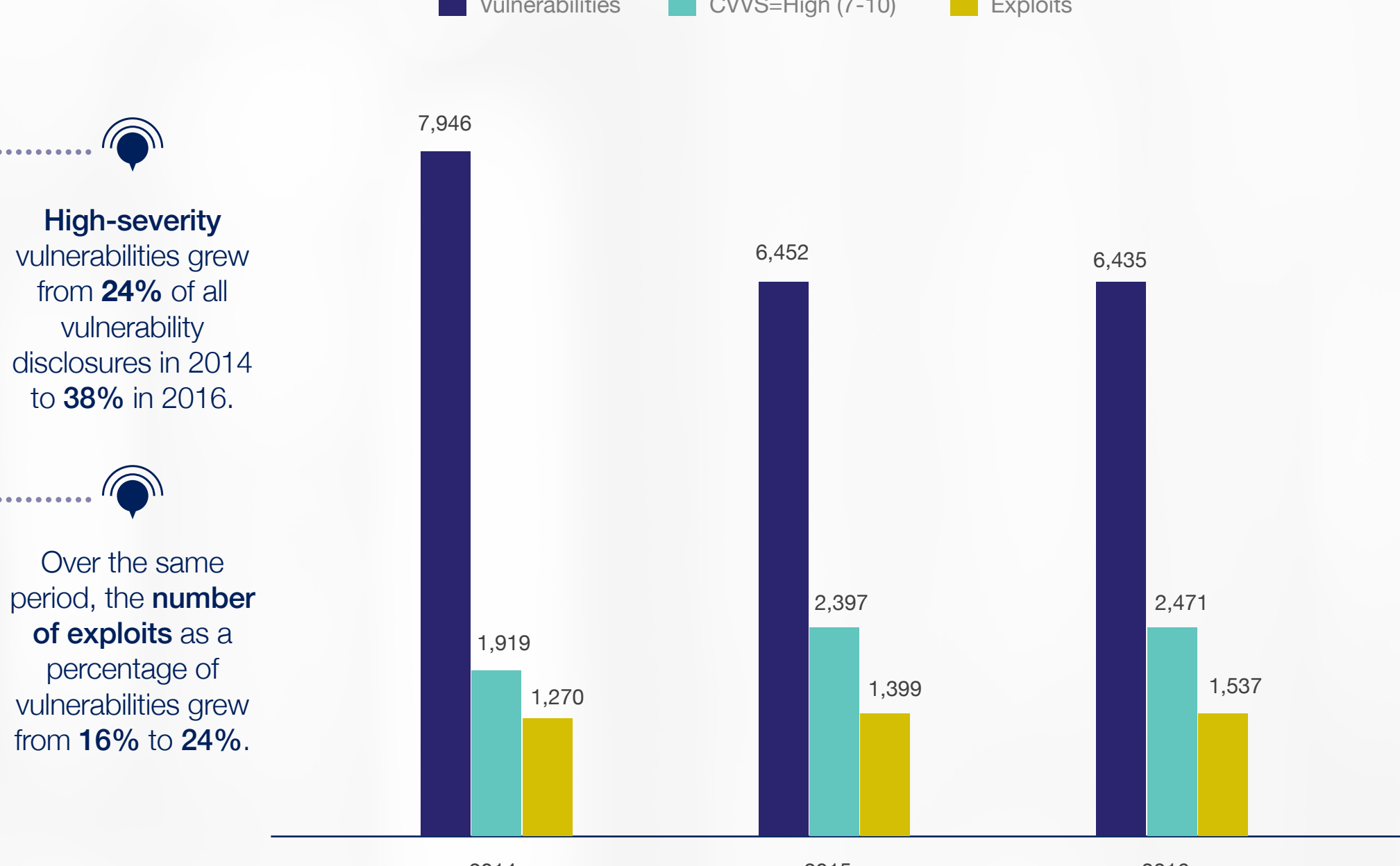
2 Cases-in-Point: **Accommodation / Food Services** and **Retail**

Endpoint management solutions can help address the chronic ineffectiveness of endpoint security by conquering complexity, reducing operational time and cost, and reducing the risk of both security-related incidents and non-compliance issues.



Endpoint Management Today is Ineffective

An increasing percentage of vulnerabilities are deemed **critical** and a growing percentage of vulnerabilities are being **exploited**:



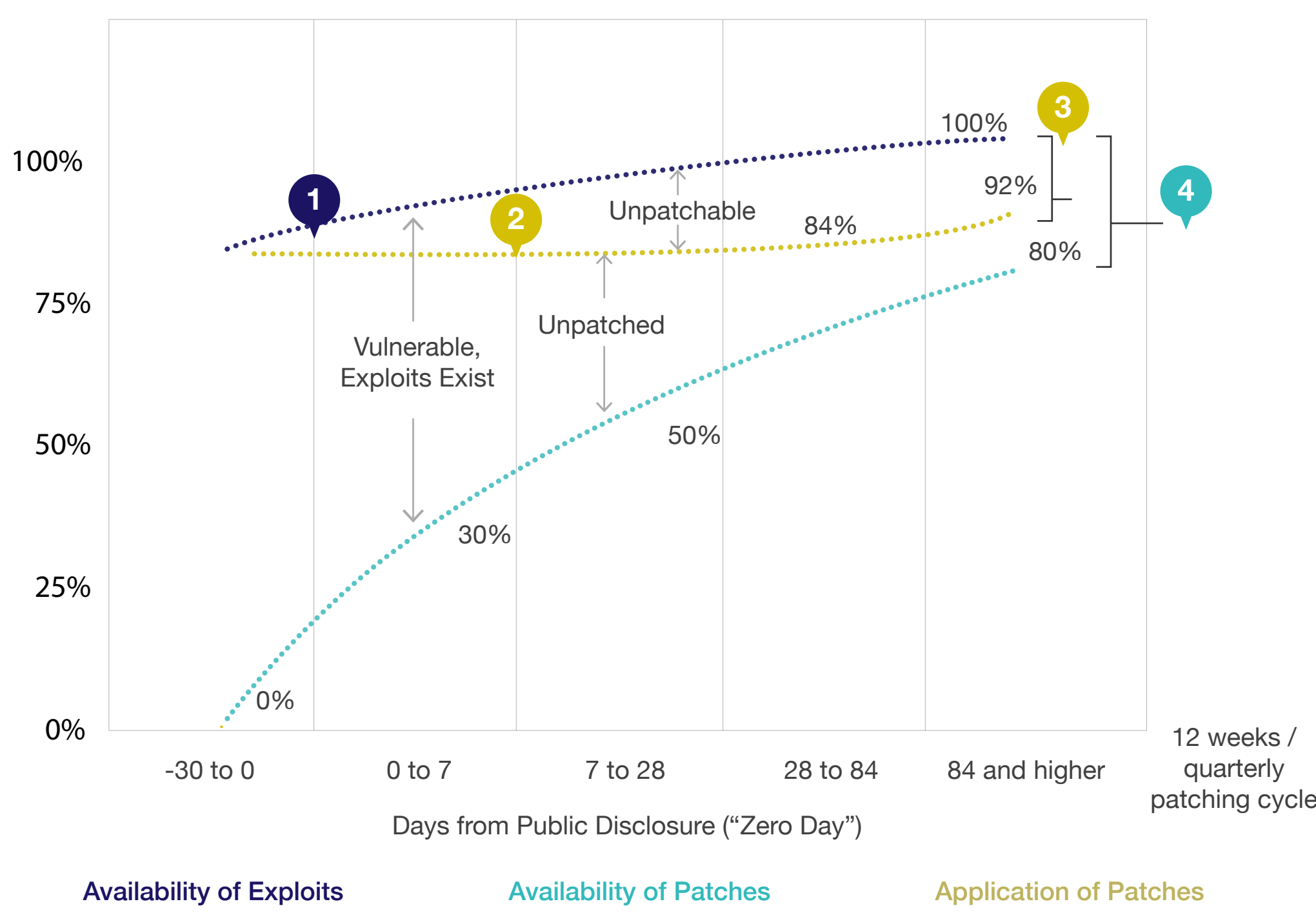
High-severity vulnerabilities grew from **24%** of all vulnerability disclosures in 2014 to **38%** in 2016.

Over the same period, the **number of exploits** as a percentage of vulnerabilities grew from **16%** to **24%**.

Proactively Managing Endpoints is "Best Practice"

→ BUT THIS IS EASIER SAID THAN DONE

Given the shocking complexity of today's endpoint infrastructure, the race of managing vulnerabilities, exploits, and patching is never-ending:



1 Nearly all exploits are generally available before or soon after the public disclosure of vulnerabilities.

2 80-85% of all vulnerabilities have vendor-provided patches available at the time of public disclosure.

3 After 90 days (i.e., a quarterly patching cycle), about 8% of known vulnerabilities have no patches available.

4 After 90 days, about 20% of known vulnerabilities remain unpatched, based on current endpoint management practices.

⚠ Within a quarterly patching cycle, the empirical data shows that current endpoint management practices leave about **10% of endpoint-related vulnerabilities unaddressed** — an amount which is about **3x higher** in Accommodation and Food Services (28%) and Retail (33%).

Quantifying the Risk in Accommodation / Food Services & Retail

FOR THE ACCOMMODATION / FOOD SERVICES AND RETAIL SECTORS:

Endpoints include widely decentralized and inconsistently managed point-of-sale systems, terminals, and kiosks, which keeps them squarely in the crosshairs of attackers.

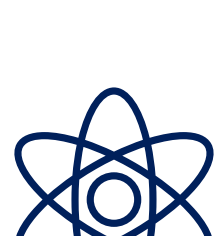
The empirical data shows that this is particularly true for **smaller organizations** (e.g., <=1K endpoints), which have a higher likelihood of a successful data breach than larger organizations.

THE ANNUALIZED LIKELIHOOD AND BUSINESS IMPACT FROM THESE RISKS IS SUBSTANTIAL:

	Accommodation and Food Services	Retail
Upper Bound (10% likely to exceed)	\$11.9M	\$8.6M
MEDIAN	\$1.67M	\$1.25M
Lower Bound (90% likely to exceed)	\$100K	\$75K

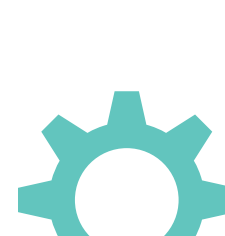
4 Ways That Leading Endpoint Management Solutions Can Help to Reduce Your Endpoint-Related Risks

Leading endpoint management solutions can help to address endpoint-related risks by **conquering complexity**, reducing **operational time and cost**, and **reducing the risk of security-related incidents and non-compliance issues**.



CONQUER COMPLEXITY

Streamline, consolidate, and centrally manage updates to your endpoint systems, **saving time and cost**



REDUCE OPERATIONAL TIME & COST

Schedule updates and **automate patches** to address vulnerabilities faster and more reliably in your endpoint systems



REDUCE THE RISK OF SECURITY-RELATED INCIDENTS

Reduce the likelihood of **security-related incidents**, and their associated business impact



REDUCE THE RISK OF NON-COMPLIANCE ISSUES

Reduce the likelihood of **non-compliance issues**, and their associated business impact

LEARN MORE ▶