

For More Effective Endpoint Security, Improve Endpoint Management

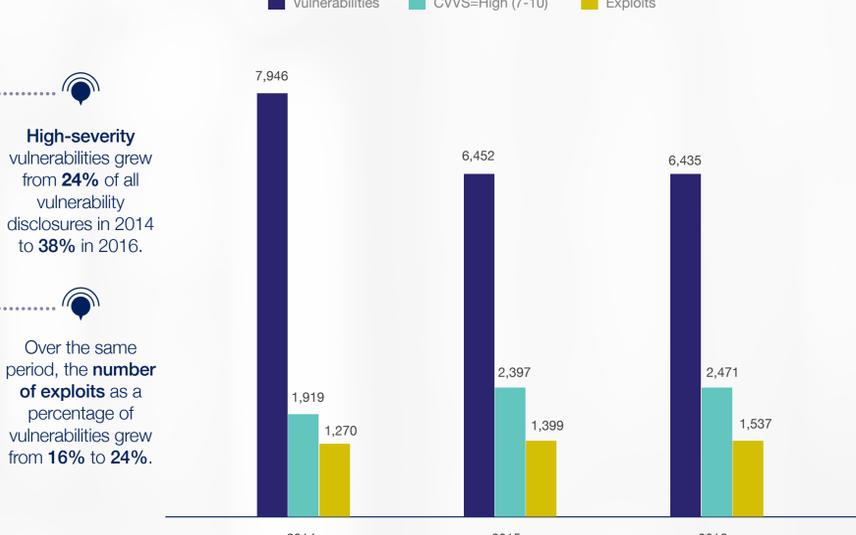
2 Cases-in-Point: Accommodation / Food Services and Retail

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**:



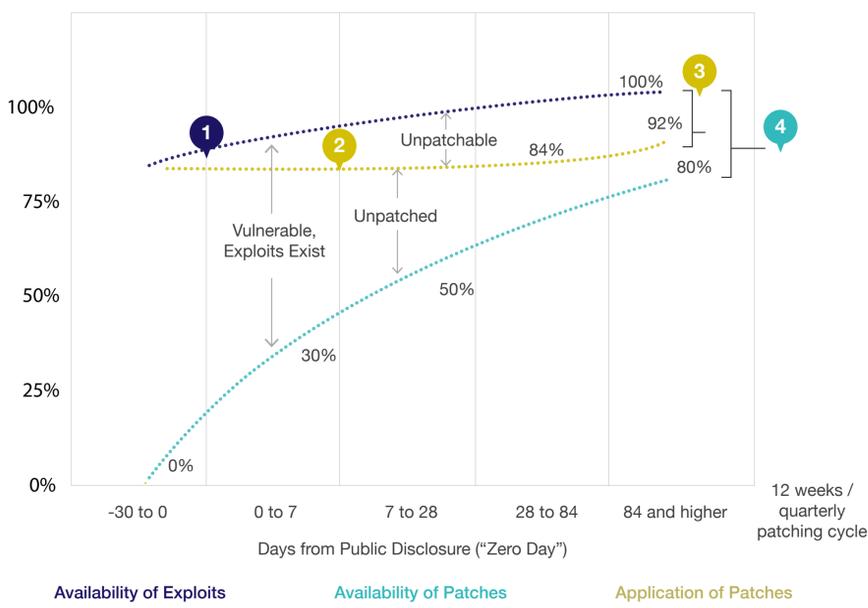
High-severity vulnerabilities grew from **24%** of all vulnerability disclosures in 2014 to **38%** in 2016.

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

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