

# Footer Field Outline

## IBM

## -Brief Introduction to Cloud Computing

Security: Grand Challenge for the Adoption of Cloud Computing

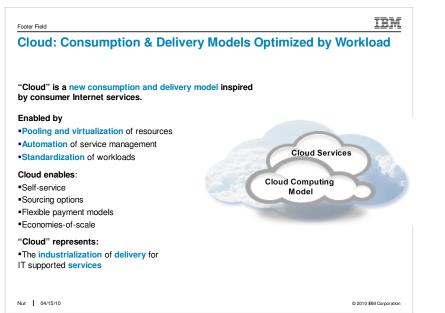
Cloud Security = SOA Security + Secure New/Virtualized Runtime

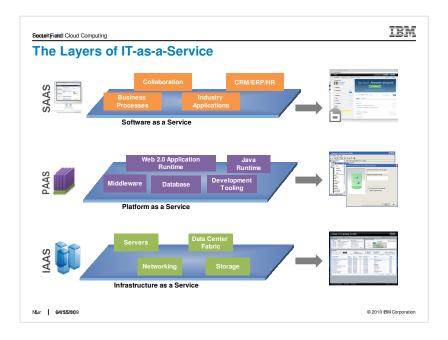
IBM Cloud Security Offerings

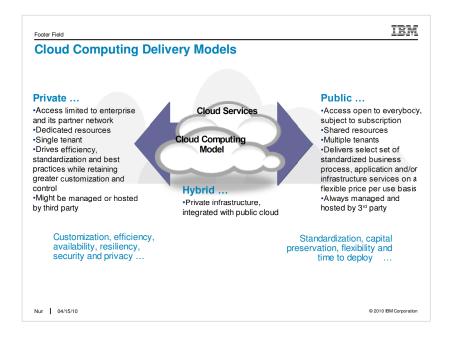
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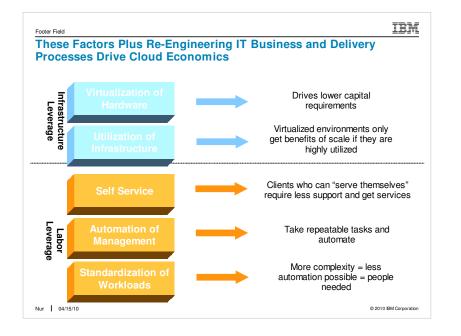
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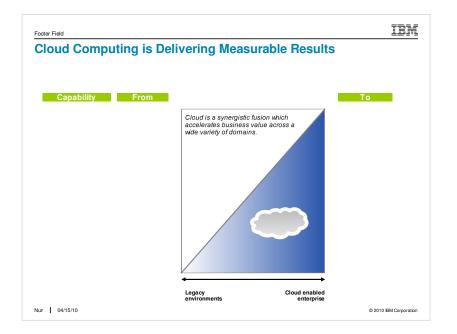












•The chart depicts the common attributes of cloud computing we discussed earlier and the associated business impact of what a cloud-enabled enterprise can provide..

Virtualization has been around for 30 years. And yet how many have really truly virtualized at all the layers of the stack? You really can't expect cloud to produce what a cloud is expected to produce if in fact it isn't virtualized and standardized and automated, because people expect scalable services, right?

In a cloud environment people, expect self- service, being able to get started very quickly. Self- provisioning or rapid provisioning. All of those things essentially demand that you do have these very important fundamentals in place.

The only way you're going to be able to get efficiency is to virtualize, standardize and automate. And that's going to drive down costs and it's going to improve service. That's really a pretty simple equation and we are seeing clients that are doing this achieve very real measurable business results. These are the type of results we are seeing.

#### These include

•Server/storage. IT resources from servers to storage, network and applications are pooled and virtualized to help provide an implementation-independent, efficient infrastructure, with Elastic scaling – environments that can scale up and down by large factors as demand changes.

#### Automation with :

### •Self-service portal – point and click access to IT resources

•Automated provisioning. Resources are provisioned on demand, helping to reduce IT resource setup and configuration cycle times

•Service catalog ordering. Uniform offerings are readily available from a services catalog on a metered basis. Standardization with

•Service catalog ordering. Uniform offerings are readily available from a services catalog on a metered basis.

•Flexible pricing, Utility pricing, variable payments, pay-by-consumption with metering and subscription models help make pricing of IT services more flexible.

Coaching tip - This chart highlights our the real business impact of working with IBM and leveraging cloud computing. They numbers cited can be backed up with testimonials from actual clients. These are "typical results" this is not marketing hype!

## Workloads Most Considered for Cloud Delivery

IBM

Top public workloads	Top private workloads
Audio/video/Web conferencing	Data mining, text mining, or other analytics
Service help desk	■Security
Infrastructure for training and demonstration	Data warehouses or data marts
<ul> <li>WAN capacity and VoIP infrastructure</li> </ul>	Business continuity and disaster recovery
Desktop	Test environment infrastructure
Test environment infrastructure	Long-term data archiving/preservation
Storage	<ul> <li>Transactional databases</li> </ul>
<ul> <li>Data center network capacity</li> </ul>	Industry-specific applications
Server	ERP applications
Infrastructure and	Database, application and
collaboration workloads	infrastructure workloads
emerge as most appropriate	emerge as most appropriate
Source: IBM Market Insights, Cloud Computing Research, July 2009. n=1,090	
04/15/10	© 2010

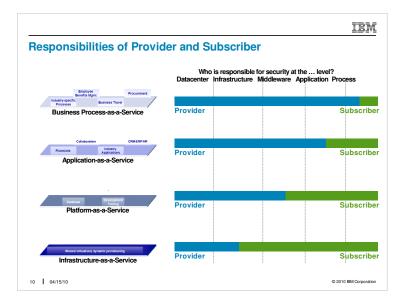
Based on our workload suitability analysis and our experience over the last two years with client engagements and our own internal and public cloud initiatives, IBM has identified the workloads that we believe offer the most favorable entry points for public and for private cloud delivery models.

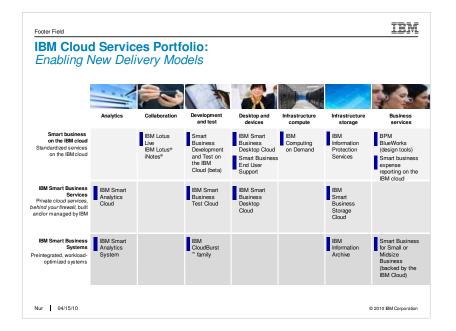
Moreover, we believe that clients should make workloads a key factor in strategy development for cloud computing.

Put simply, if your organization is interested in piloting a public cloud service, the infrastructure workloads listed here will most likely be the projects that will pose the lowest risk and offer highest potential return.

The same holds true for the workloads listed as top candidates for private cloud implementation.

You will notice that "test environment infrastructure" is in the middle of both lists. That is because it is a relatively low-risk workload in terms of the business and the overall IT operation...and at the same time providing test resources using traditional IT delivery is typically slow, costly and a drain on resources, so any gains in speed and reduction in cost translate into a high rate of return. For these reasons, IBM believes that test environment infrastructure should always have high consideration for companies who are looking to choose a pilot cloud project.





To address the demands of a planet that is growing smarter with each passing day, IBM believes organizations must build a dynamic infrastructure where IT becomes the central nervous system across the business. And one of the best ways to make the data center and IT smarter is a workload-optimized approach with integrated service management and flexible delivery choices.

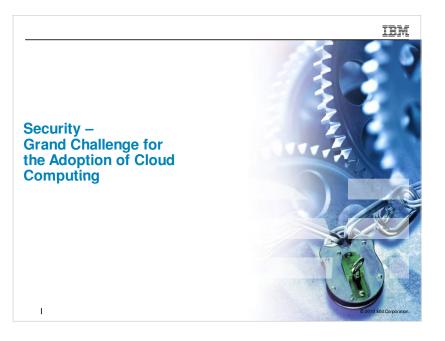
In support of this approach, IBM has introduced and continues to grow a new smart business portfolio that brings together these three differentiators into solutions that your company can leverage today. Our portfolio offers three types of cloud offerings: smart business on the IBM cloud, IBM Smart Business Services and IBM Smart Business Systems.

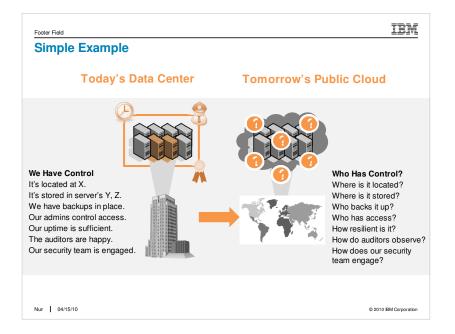
Lining up our solutions by workload, we're adding capabilities in areas where we already help clients adopt cloud computing with success today. For example:

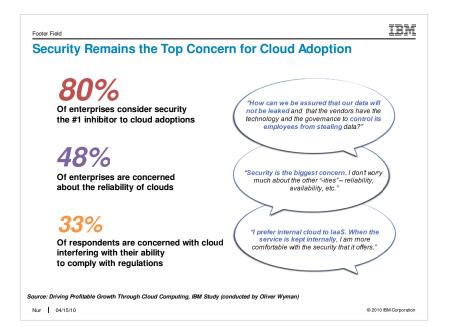
 IBM Smart Business Desktop Cloud enables a virtualized desktop environment on the IBM cloud. IBM already provides desktop cloud consulting and implementation services. Now clients can have nearly all the benefits of virtual desktops but within a prepriced, prepackaged subscription service.

•IBM Smart Business Storage Cloud allows an enterprise to cost-effectively implement a private storage cloud to handle information that includes, but is not limited to, electronic documents, e-mail and e-mail attachments, presentations, CAD/CAM designs, and source code and Web content from check images to videos, historical documents, medical images, and photographs.

Announced on June 16, 2009, the IBM CloudBurst<sup>™</sup> solution is a self-contained cloud management and
resource platform that provides the computing, storage, network and software required for clients to
establish a private cloud. The first offering in a family of planned business-ready offerings, the IBM
CloudBurst platform includes a self-service portal and a services catalog, helping clients realize rapid
time to value. In fact, some clients have had a cloud up and running within hours of installation of the
IBM CloudBurst platform. IBM Global Technology Services provides quick-start services to help you
assist your clients in gaining the full benefit of the solution.







Key point: Based on feedback, security is the #1 concern for customers – as it usually is for any new IT solution.

"External" aspects of the cloud exacerbate this concern, which is why large enterprises resonate with the idea of a private cloud and the degree of control it offers.

•Security is usually the **#1 concern** for any new IT solution, but the additional "external" aspects of the cloud exacerbate this concern

Customers were mostly concerned about the data security and the reliability of cloud computing in practice

•Large enterprises resonated with the concept of Enterprise Cloud which was considered to be more secure than any external solutions

Footer Field	IBM
Specific Customer Concerns Related	to Security
	30%
	21%
	15%
	12%
	9%
	8%
	6%
	3%
ource: Deloitte Enterprise@Risk: Privacy and Data Protection Survey	
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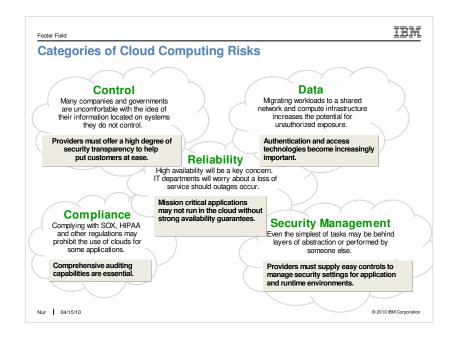
Key Point: As security professionals, our work is cut out for us. Especially since the security concerns related to cloud computing are extremely simple to understand. Here are some examples:

> Losing control over data and operations is unsettling ("External" aspects of public clouds exacerbate this concern).

> Data transferred to a third party can be modified, lost, or stolen.

> A shared, multi-tenant infrastructure increases potential for unauthorized exposure.

> Service disruptions can have tremendous affects the business.



## Key point: Some concerns are more relevant to the cloud than others, these are the most frequently discussed.

Less control: Uncomfortable with the idea of their information on systems they do not own in-house.

Data Security: A shared, multi-tenant infrastructure increases potential for unauthorized exposure. Especially in the case of public-facing clouds.

Reliability: They are worried about service disruptions affecting the business.

Compliance: Regulations may prohibit the use of clouds for certain workloads and data.

Security Management: How will today's enterprise security controls be represented in the cloud?



### Secteritiented Cloud Computing

## Recent Analyst Reports Confirm General Concerns – But also Highlight Security as a Potential Market Differentiator

 "Securing your applications or data when they live in a cloud provider's infrastructure is a complicated issue because you lack visibility and control over how things are being done inside someone else's network." Forrester, 509

 "Large enterprises should generally avoid placing sensitive information in public clouds, but concentrate on building internal cloud and hybrid cloud capabilities in the near term." Button, 7/09

 "Cloud approaches offer a unique opportunity to shift a substantial burden for keeping up with threats to a provider for whom security may well be part of the value proposition." EMA, 200

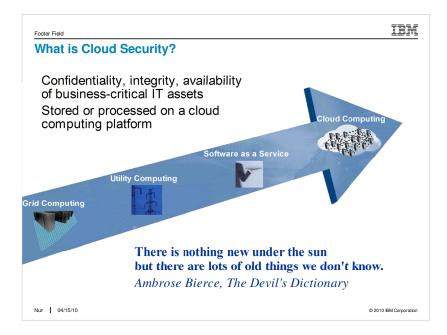
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•Gartner's 7/09 "Hype Curve for Cloud Computing" positions Cloud Security Concerns into the early phase (technology trigger, will raise), and gives it a time horizon of 5-10 years

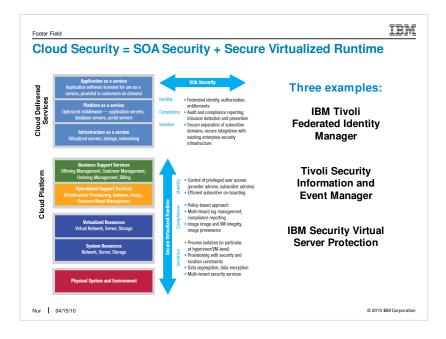
 "Highly regulated or sensitive proprietary information should not be stored or processed in an external public cloudbased service without appropriate visibility into the provider's technology and processes and/or the use of encryption and other security mechanisms to ensure the appropriate level of information protection." Garther 709

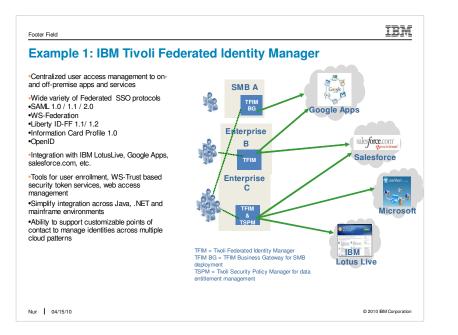
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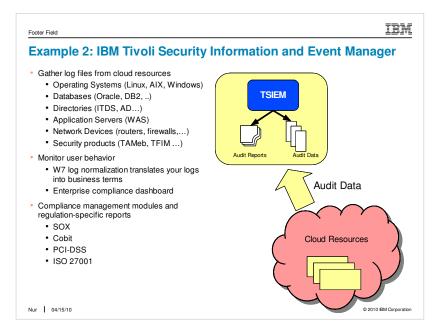
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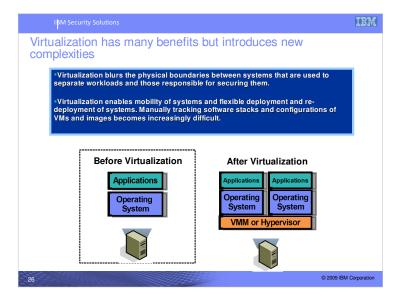
**Example 3: IBM Security Virtual Server Protection for VMware** Integrated threat protection for VMware vSphere 4

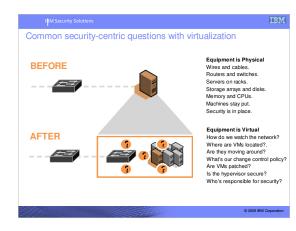
Offers broadest, most integrated, defense-in-depth virtualization security with one product



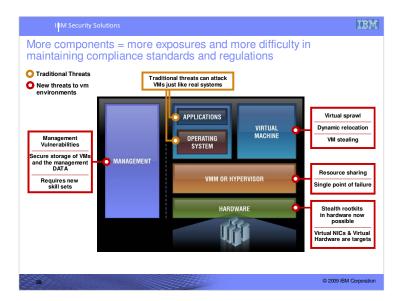


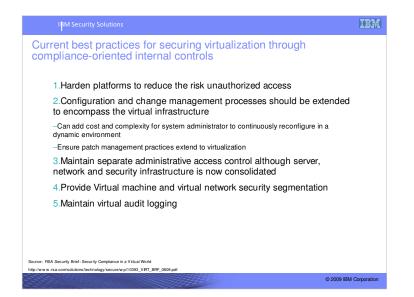
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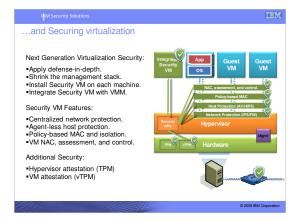
IBM Security Solutions		IBM	
Common security-centric concerns with virtualization			
	Physical Network	Virtual Security	
Network IPS	Block threats & attacks at perimeter and between network segments	Block threats & attacks on virtual network segments	
Server Protection	Secure each physical server with multi-layered protection & reporting on a single agent	Securing each VM as if it were a physical server can mean significant time and cost to system admin	
System Patching	Patch critical vulnerabilities on each server and network	Dynamic environments lead to un- patched VMs; Difficult to track VM sprawl and keep VMs patched	
Security Policies	Set policies specific to critical applications in each network segment & server	Virtualization often drives variety of OS and apps on a single server, so security policies must be more encompassing – web, data, OS coverage, databases, etc.	
Integrate Security w/ Virt. Infrastructure	NA	New frontier of risk requires dedicated features to protect the hypervisor & assist in VM management	
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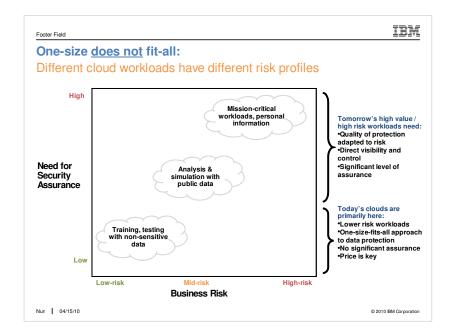




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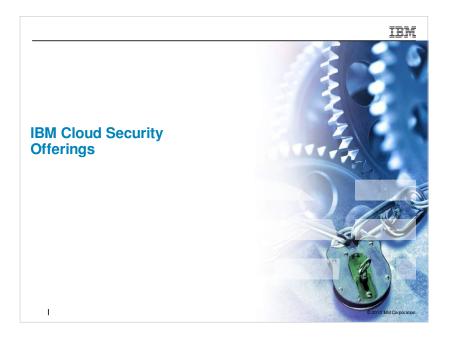
Integrated security leveraging the hypervisor On-demand, centralized protection Selective network intrusion and host malware protection

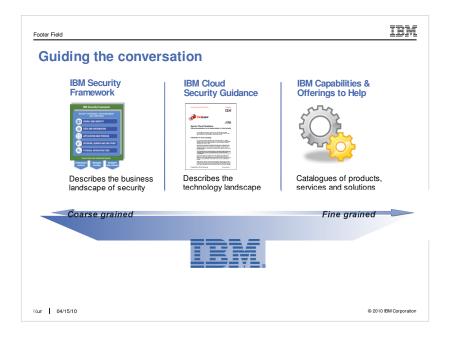


Key message: When we talk to our customers about their cloud computing plans, it is apparent that mass adoption of external, massively shared and completely open cloud computing platforms for critical IT services is considered to be still a few years away.

In the near term, most organizations are looking at ways to leverage the services of external cloud providers. These clouds would be used primarily for workloads with a low-risk profile, where a one-size-fits-all approach to security with few assurances is acceptable, and where price is the main differentiator. For workloads with a medium-to-high-risk profile involving highly regulated or proprietary information, organizations are choosing private and hybrid clouds that provide a significant level of control and assurance. These workloads will be shifting into external clouds as they start offering tighter and more flexible security.

Helping to build tomorrow's clouds – that cater to high value / high risk workloads – is an IBM differentiator.





### [Self-explanatory]

that security is applied within the organization's process context... meaning the right level of control is enabled at the right layer, at the right time for the organization.

•The multi-dimensional IBM Security Framework represents our belief that inday's organizations are complex systems where people interact with applications residing in a physical facility – often for the purpose of managing data.



partner the secure infrastructure and provide the secure infrastructure and consulting to help customers develop a strategic approach to their cyber security challenges.

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### Examples of IBM Security offerings and solutions by Domain, if needed

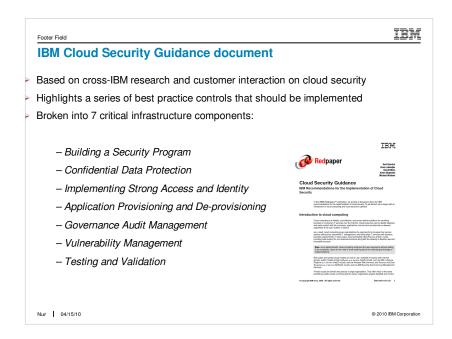
1.People and Identity – Trusted Identity, Identity Provisioning, Identity Proofing, Access Control capabilities inherent in our server and storage platforms

2.Data and Information - Database/Content Management, Content Monitoring, Data Governance, Data Encryption Solutions, Storage Management

3.Application and Process - Secure Development Tools, Security Method Enforcement, Web Application Scanning, Application Firewall, SOA & XML Security

4.Network, Server, and Endpoint - Change & Configuration Mgmt, Intrusion Detection, Vulnerability Mgmt., Event Correlation, Security Compliance Scan, Log management, compliance reporting

5.Physical infrastructure - Digital Video Surveillance, Smart Surveillance Solutions, RFID solutions, Enterprise Asset Mgmt, Physical Security



### [Self-explanatory]

The following security measures represent general best practice implementations for cloud security.

At the same time, they are not intended to be interpreted as a guarantee of success.

Footer Field		IBM
BU Startig Tanenas	Security governance, risk management and co	mpliance
Contract of the second	Customers require <b>visibility</b> into the security posture of their cloud.	
	Implement a governance and audit management program	
Manual Andream State Sta	<ul> <li>Establish 3rd-party audits (SAS 70, ISO27001, PCI)</li> <li>Provide access to tenant-specific log and audit data</li> <li>Create effective incident reporting for tenants</li> <li>Visibility into change, incident, image management, etc.</li> <li>Support for forensics and e-Discovery</li> </ul>	
IBM Security Products and Services	Supporting IBM Products, Services and Solutions IBM Security Information and Event Management Assessing and Monitoring the compliance posture A comprehensive solution that addresses the compliance report requirements of the cloud environment.	ing
Nun 04/15/10		© 2010 IBM Corporation

# Key Point: From a governance, risk and compliance perspective... organizations require visibility into the security posture of their cloud.

This includes broad-based visibility into change, image, and incident management, as well as incident reporting for tenants and tenant-specific log and audit data.

Visibility can be especially critical for compliance. The Sarbanes-Oxley Act, the Health Insurance Portability and Accountability Act (HIPAA), European privacy laws, and many other regulations require comprehensive auditing capabilities. Since public clouds are by definition a *black box to the subscriber, potential cloud subscribers may not be able to demonstrate* compliance. (A private or hybrid cloud, on the other hand, can be configured to meet those requirements.)

In addition, providers sometimes are required to support third-party audits, and their clients can be directed to support e-Discovery and forensic investigations when a breach is suspected. This adds even more importance to maintaining proper visibility into the cloud.

In general, organizations often cite the need for flexible Service Level Agreements (SLAs) that can be adapted to their specific situation, building on their experiences with strategic outsourcing and traditional, managed services.



### Key Point: Organizations need to make sure that authorized users across their enterprise and supply chain have access to the data and tools that they need, when they need it, while blocking unauthorized access.

Cloud environments usually support a large and diverse community of users, so these controls are even more critical. In addition, clouds introduce a new tier of privileged users: administrators working for the cloud provider. Privileged-user monitoring, including logging activities, becomes an important requirement. This monitoring should include physical monitoring and background checking.

Identity federation and rapid onboarding capabilities must be available to coordinate authentication and authorization with the enterprise back-end or third-party systems. A standards-based, single sign-on capability is required to simplify user logons for both internally hosted applications and the cloud, allowing users to easily and quickly leverage cloud services.



#### Key Point: Most organizations cite data protection as their most important security issue.

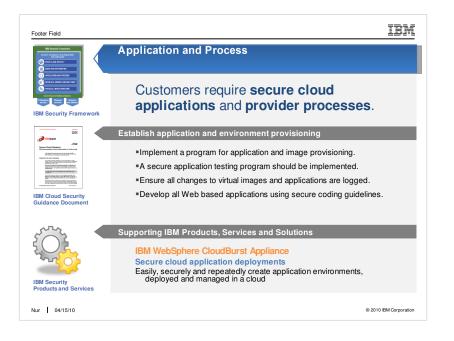
Typical concerns include the way in which data is stored and accessed, compliance and audit requirements, and business issues involving the cost of data breaches, notification requirements, and damage to brand value. All sensitive or regulated data needs to be properly segregated on the cloud storage infrastructure, including archived data.

Encrypting and managing encryption keys of data in transit to the cloud or data at rest in the service provider's data center is critical to protecting data privacy and complying with compliance mandates. The encryption of mobile media and the ability to securely share those encryption keys between the cloud service provider and consumer is an important and often overlooked need. Because moving large volumes of data quickly and cheaply over the Internet is still not practical in many situations, many organizations must send mobile media, such as an archive tape, to the cloud provider. It is critical that the data is encrypted and only the cloud provider and consumer have access to the encryption keys.

Significant restrictions regarding data co-location can arise with cloud computing, depending on an organization's location, the type of data it handles, and the nature of its business. Several member states of the European Union (EU), for example, expressly forbid the nonpublic personal information of its citizens to leave their borders.

Additionally, a cloud deployment can raise export-law violation issues relative to encrypted information, and the deployment can potentially expose intellectual property to serious threats. The organization's legal counsel must perform a thorough review of all these requirements prior to cloud deployment, making sure the organization can maintain control over the geographic location of data in the provider infrastructure.

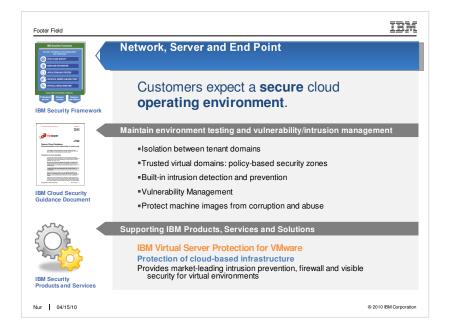
In areas involving users and data with different risk classes that are explicitly identified (such as public and financial services), organizations need to maintain cloud-wide data classification. The classification of the data will govern who has access, how that data is encrypted and archived, and how technologies are used to prevent data loss.



# Key Point: Clients typically consider cloud application security requirements in terms of image security.

All of the typical application security requirements still apply to the applications in the cloud, but they also carry over to the images that host those applications. The cloud provider needs to follow and support a secure development process. In addition, cloud users demand support for image provenance and for licensing and usage control. Suspension and destruction of images must be performed carefully, ensuring that sensitive data contained in those images is not exposed.

Defining, verifying, and maintaining the security posture of images in regards to clientspecific security policies is an important requirement, especially in highly regulated industries. Organizations need to ensure that the Web services they publish into the cloud are secure, compliant, and meet their business policies. Leveraging securedevelopment best practices is a key requirement.



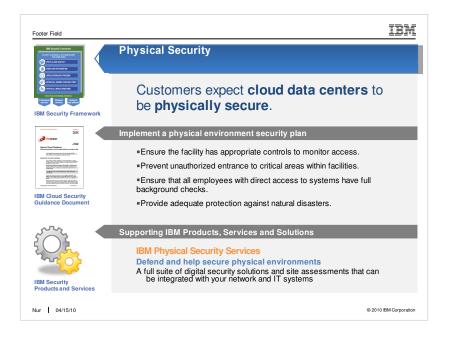
Key Point: In the shared cloud environment, clients want to ensure that all tenant domains are properly isolated and that no possibility exists for data or transactions to leak from one tenant domain into the next.

To help achieve this, clients need the ability to configure trusted virtual domains or policy-based security zones.

As data moves further from the client's control, they expect capabilities like Intrusion Detection and Prevention systems to be built into the environment. The concern is not only intrusions into a client's trusted virtual domain, but also the potential for data leakages and for *extrusions, that is, the misuse of a client's domain to mount attacks on third parties. Moving* data to external service providers raises additional concerns about internal and Internet-based denial of service (DoS) or distributed denial of service (DDoS) attacks.

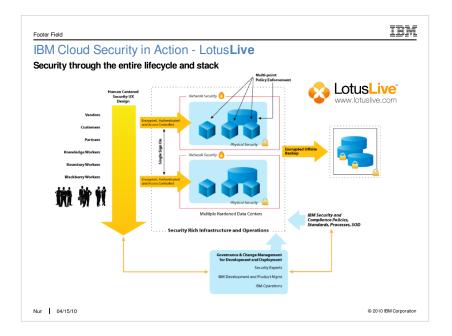
In a shared environment, all parties must agree on their responsibilities to review data and perform these reviews on a regular basis. The organization must take the lead in terms of contract management for any risk assessments or controls deployment that it does not perform directly.

Where image catalogs are provided by the cloud provider, clients want these images to be secure and properly protected from corruption and abuse. Many clients expect these images to be cryptographically certified and protected.



Key Point: And finally, the cloud's infrastructure, including servers, routers, storage devices, power supplies, and other components that support operations, should be physically secure.

Safeguards include the adequate control and monitoring of physical access using biometric access control measures and closed circuit television (CCTV) monitoring. Providers need to clearly explain how physical access is managed to the servers that host client workloads and that support client data.



Enterprise Service Delivery - IBM has Deployed its Services with High Availability Enterprise Class Data Centers, High Performance Network Services and Operational Capabilities

The IBM delivery centers have deployed state of the art security and access control features includes environmental controls such as:

•Efficient cooling systems

•Biometric cage controls

•Closed circuit TV

Physical monitoring

•Environmental security solutions

•Utilizes a layered high availability firewall infrastructure to isolate and secure data.

•Deployed network intrusion detection and prevention infrastructure.

•Includes security event correlation and integration

Information Protection Services

•Lotus Live leverages IBM's Information Protection Services (formerly Arsenal Digital) to provide robust data and systems backup and recovery capabilities.

•All backup data is encrypted

•All client communications are encrypted

•Real Time Antivirus support services with on demand scanning capabilities for the LotusLive environment.

•Single Sign on Capabilities reduce user overhead

•Leverages widely utilized Tivoli Access Manager software to provide single sign on capabilities across LotusLive components

Human Centered Security

Anti spam/anti virus features

•Outbound spam filtering

Deactivation may be automatic based on feedback loop complaints, analysis of outbound traffic patterns, etc.
Manually deactivates several accounts based on an evaluation of received complaints
End user AS/AV controls - Whitelist and blacklist controls, junk mail folders, user feedback loops
Javascript filtering from email
Disabling of image display



# [Self-explanatory]





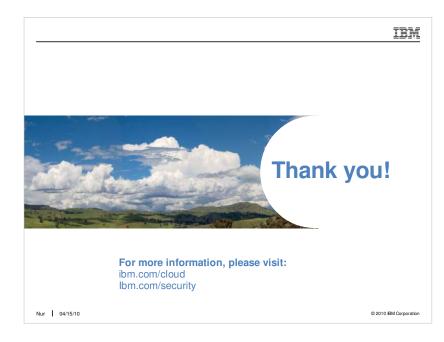
### IBM Security: Sum is greater than its parts!

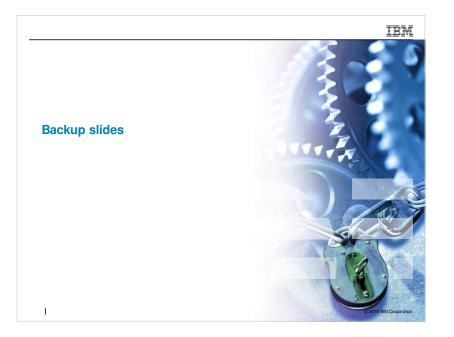


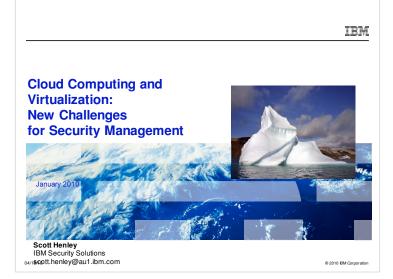
On Tuesday March 2, IBM Corporation was named "Best Security Company" for 2010 by SC Magazine, recognizing IBM's outstanding achievement in risk management and its comprehensive family of security solutions. As the industry's preeminent awards program, the annual SC Awards has recognized security's key contributors and outstanding products for more than a decade.

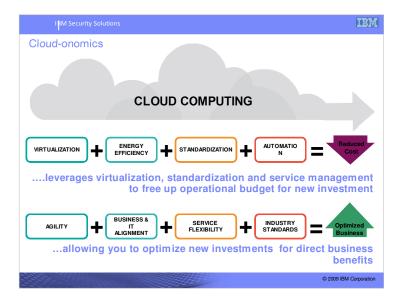
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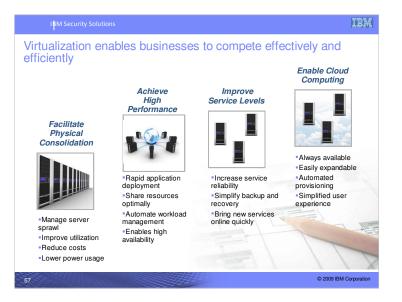














•Something meaningful is happening that holds great potential. In a word, our planet is becoming smarter. This isn't just a metaphor. And I'm not talking about the Knowledge Economy or even the fact that hundreds of millions of people from developing nations are gaining, the education and skills to enter the global workforcens of Callaboration New complexities.

New risks.

•We see a new computing model now emerging, leveraging many advancements in technology. For example, cloud computing helps address the demand for ubiquitous access of information driven by the maturing role of the Mobile Web, the rise of social networking, globalization and the availability of global resources as well as the onset of real time data streaming and access to information. These are all becoming interconnected phenomena and the advancements in technology are driving this at breakneck speed.

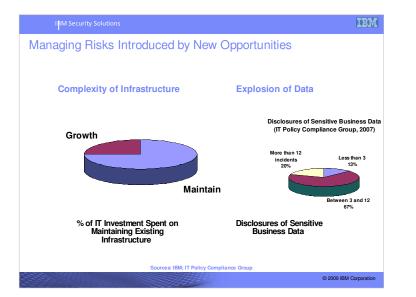
 In today's business environment, the only constant is change and it takes a dynamic infrastructure to allow an organization to adapt quickly. To be dynamic that means to:

2.<u>Reduce Cost:</u> Mounting economic pressures, global competition, shifting consumer demands, and the emergence of new technology combine to place increasing pressure on businesses to move faster, yet resources are limited with costs and complexity increasing. A new model must be employed that allows the organization to be more efficient.

Transition: So what type of risks are we talking about?

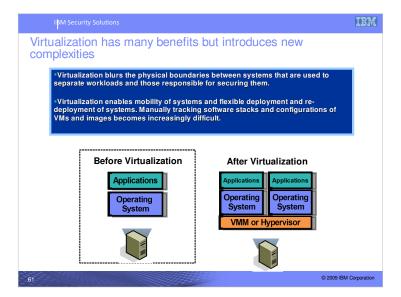
<sup>1.&</sup>lt;u>Improve Service:</u> To respond to opportunities and challenges with agility and speed, an organization must have business-driven service management model that scales dynamically and provides superior visibility, control, and automation of the business and IT infrastructure, including the proliferation of mobile and connected devices.

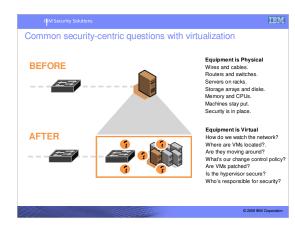
<sup>3.&</sup>lt;u>Manage Risk:</u> The explosion of information, devices, and things connected to the network combined with the growing inter-connectedness of people and processes generates new business and operational risks. Business and IT security and resiliency are as critical as ever, and must be dynamic and intelligent in order to match the speed of business change.



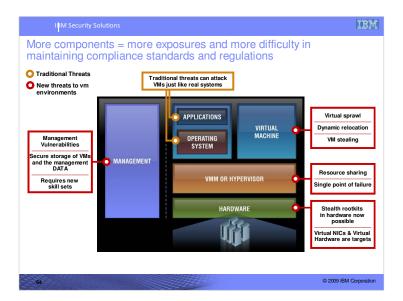


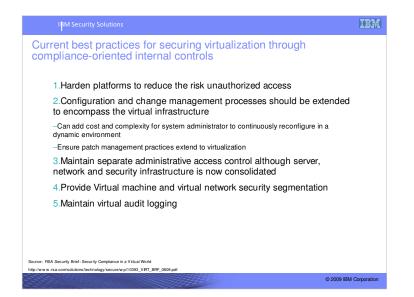
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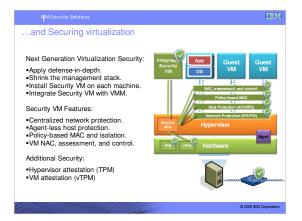
18M Security Solutions				
Common security-centric concerns with virtualization				
	Physical Network	Virtual Security		
Network IPS	Block threats & attacks at perimeter and between network segments	Block threats & attacks on virtual network segments		
Server Protection	Secure each physical server with multi-layered protection & reporting on a single agent	Securing each VM as if it were a physical server can mean significant time and cost to system admin		
System Patching	Patch critical vulnerabilities on each server and network	Dynamic environments lead to un- patched VMs; Difficult to track VM sprawl and keep VMs patched		
Security Policies	Set policies specific to critical applications in each network segment & server	Virtualization often drives variety of OS and apps on a single server, so security policies must be more encompassing – web, data, OS coverage, databases, etc.		
Integrate Security w/ Virt. Infrastructure	NA	New frontier of risk requires dedicated features to protect the hypervisor & assist in VM management		
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Integrated security leveraging the hypervisor On-demand, centralized protection Selective network intrusion and host malware protection

#### IBM Security Solutions

IBM

## IBM Virtual Server Security Features

### Intrusion Prevention and Firewall

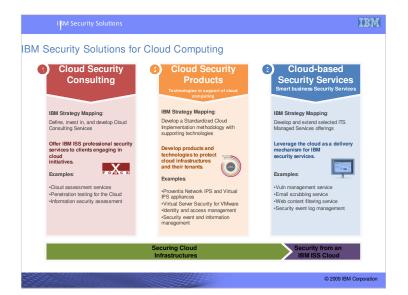
 Enforces dynamic security wherever VMs are deployed
 Applies one Security Virtual Machine (SVM) per physical server
 Privileged presence gives SVM a holistic view of the virtual network
 Enables IBM Virtual Patch® technology to protect vulnerabilities on virtual servers regardless of patch strategy

### VM lifecycle enforcement

--Performs automatic VM discovery in order to reduce virtual sprawl
 --Provides virtual access control and assessment by quarantining or limiting network
 access until VM security posture can be validated
 --Virtual infrastructure auditing

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•IBM's approach is to strategically manage risk end-to-end across all five domains of IT security.

•The multi-dimension aspect of the framework is supported by IBM's thousands of research professionals, hundreds of patents and a long and deep history of supporting customers.

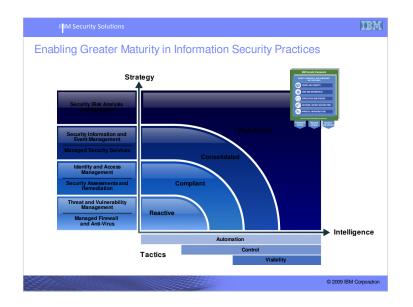
•By rethinking IT service delivery, CIOs can move to a new, centrally governed enterprise data center model that is efficient, service oriented, locally responsive and flexible. IBM can help clients identify how to



No other vendor can match IBM's global security reach and expertise.

IBM has eight MSS Security Operations Centers in North America, South America, Europe and Asia, monitors more than 17,000 security devices in 133 countries on behalf of 3,700 customers. Customers range from Small and Medium businesses to some of the largest corporations and government organizations in the world. IBM serves clients in all industries. This global reach allows us to serve clients with international capabilities and a local presence.

IBM MSS analyses more than 2.5 billion security events every single day giving us unparalleled access to real-time threat and vulnerability information that benefits our clients as a whole and allows us to provide protection ahead of the threat.



The concept here is that Tivoli offers every conceivable product, to solve every conceivable pain. The trick is to ensure that as you start down the automation path, you want to make sure that those tools can be integrated within an "intelligent design".



Webpage link: http://www-935.ibm.com/services/us/iss/html/virtualization-security-solutions.html

<u>White paper link</u>: ftp://ftp.software.ibm.com/common/ssi/sa/wh/n/sew03016usen/ SEW03016USEN.PDF

