



Enterprise Security

The Opportunity

As enterprises continue to embrace digital transformation and deploy more cloud, mobile and IoT applications, their IT security budgets are increasing to ensure they meet regulatory requirements, keep mobile workforces and devices secure, and safeguard cloud computing access points. These escalating needs create significant opportunities for solution providers.

Are you positioned to help customers respond to these increased security needs? Tech Data can equip you to fully capitalize on this business opportunity with highly targeted solutions built to address your customers' security priorities.

The Tech Data Security Solution Practice

Tech Data's Security Solution Practice equips partners with a combination of technology, services, and education that positions you to take a proactive approach to your customers' security needs. We can help you tighten your customers' enterprise security to reduce threat risk and speed detection and remediation response time, while remaining compliant.

Our portfolio covers Security Intelligence, Perimeter Security, Endpoint Security, Identity & Access Management, and Data & Applications. These focus areas are supported with in-depth partner enablement capabilities to help you build a strong foundation for your Security business practice.

What's in it for Solution Providers

- Cyber security remains a top priority for enterprise CXOs.
- Enterprise security investments continue to increase as risk profiles rise with new cloud, mobile and IoT technologies.
- You're likely already working with your clients in related areas.

Spend on IT security products and services by 2020¹

\$113B



¹Gartner, March 2017

The Tech Data Security Service Practice Portfolio

Security Intelligence



Partner Readiness Assessments

Vendor alignment, security sales & technical capability, and marketing requirements



Implementation & Delivery

Outsourced or to complement your existing services business

Endpoint Security



Sales & Technical Training

Self-paced online and in-person

Identity Access Management



Security Partner Builder Program

Pre-sales resources, co-selling, marketing events & campaigns



Solution Sales Collateral

Competitive battle cards, videos, blogs, and more

Data & Applications

Recon™ Managed Security Service

On-premise collection, correlation and analysis with 24x7 cloud based monitoring and remediation assistance, sold through the channel.

Tech Data Security Assessment Portfolio

As partners build their Security practice, Tech Data's customer-facing Security Assessment services can help identify qualified opportunities, diagnose and remediate customer problems, and accelerate sales cycles.



Risk

- Security Posture Assessment



Technical

- Penetration Testing
- Vulnerability Assessments
- Firewall Assessments



Industry-Specific

- Healthcare Breach Assessment
- Retail Security Assessment
- Education Security Assessment
- Public Sector Security Assessment



Semi-Automated, Complementary

- External Automated Vulnerability
- Healthcare Breach Assessment

Tech Data Vendor Partner Security Solutions

Tech Data's partnerships with HPE, Aruba and Micro Focus provide industry-leading solutions – from servers and networks to applications and endpoints addressing your customers' needs in the evolving security threat landscape.

IT Security Infrastructure

HPE ProLiant Gen10 Servers

The world's most secure industry-standard servers. HPE's silicon root of trust designs security directly into the iLO 5 chip, creating an immutable fingerprint in the silicon, preventing servers from booting unless the firmware matches the fingerprint. Protects against defects, responds to, and recovers from security threats to critical enterprise workloads in hybrid cloud settings.

Aruba Access Points and Mobility Controllers

High-performing wireless LAN connectivity managed by AirWave with centralized policy management, and embedded wireless security. AirWave provides a stateful Policy Enforcement Firewall with AppRF deep packet inspection.

Security Intelligence

ArcSight Enterprise Security Manager (ESM)

A comprehensive real-time threat detection, analysis, workflow, and compliance management platform. Detects and directs analysts to cyber-security threats, in real time, helping SecOps teams respond quickly to indicators of compromise. Provides a centralized view into multiple environments for workflow efficiency.

Identity Access Management

HPE Aruba ClearPass Network Access Control

Provides device and end-user discovery, wired and wireless access control, attack detection and adaptive responses – based on set policies.

Data & Applications

HPE Aruba IntroSpect User and Entity Behavior Analytics (UEBA)

Uses machine learning to identify user behavior that might signal inside attacks that have evaded perimeter defenses. Arms security teams with insights into malicious, compromised or negligent users, systems and devices – cutting off the threat before it does damage.

Micro Focus Fortify and WebInspect

Protects applications by checking code vulnerability in development and making security recommendations in process.

Micro Focus Atalla and Voltage

For data and IoT security:

- **Atalla Enterprise Secure Key Manager (ESKM)** reduces key management complexity and provides encryption for IoT.
- **Atalla Hardware Security Module (HSM)** adds additional levels of security.
- **Security Voltage** is a full line of tokenization and key generation for enterprise users covering Enterprise, Hadoop, Payments, and Mail.

Position Your Business for Success in Enterprise Security

Take advantage of Tech Data's Security Solution Practice and related offerings.

Protect your base.

Be ready for the shift to services.

Build your opportunity.

Expand your offerings to both new and existing customers.

Grow your profits.

Offer higher margin services - some with recurring revenue.

For More Information

Contact your Tech Data account manager or email SecurityServices@Techdata.com to find out more.

