



Achieving the Benefits of Converged Endpoint Management

Jake Turner

Solutions Engineering Vice President

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Presenter



Jake Turner
Solutions Engineering Vice President
Tanium



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CIO Priorities

- 1.
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CIO Priorities

1. Maximize IT budgets and staffing during economic uncertainty
- 2.
- 3.
- 4.

CIO Priorities

1. Maximize IT budgets and staffing during economic uncertainty
2. Identify & remediate risks that create the greatest exposure
- 3.
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2. Identify & remediate risks that create the greatest exposure
3. Assess & measure unknown vulnerabilities
- 4.

CIO Priorities

1. Maximize IT budgets and staffing during economic uncertainty
2. Identify & remediate risks that create the greatest exposure
3. Assess & measure unknown vulnerabilities
4. Enhance existing investment in strategic technology vendors

Oh wait . . . It's 2024

Define your AI strategy

Maximize IT budgets and staffing during economic uncertainty

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Tool Consolidation

"Greater than 50% of security respondents indicate that the primary reasons for consolidation are to improve the productivity of the scarce security staff they have, improve the efficacy of the security stack, and improve visibility and reporting," Peter Firstbrook, VP analyst at Gartner, said via email. "Spending and procurement ease were cited by only 35% of respondents."

<https://www.cybersecuritydive.com/news/security-vendor-consolidation-priority/631844/>

Maximize IT budgets and staffing during economic uncertainty

Tool Consolidation

21
endpoint
tools

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- 21 tools x “minimal CPU”
- 21 infrastructures to manage
 - Upgrades
 - Firewall
 - Credentials
- 21 skill sets / trainings
- 21 individual consoles
- 21 contracts
- Stitch data together

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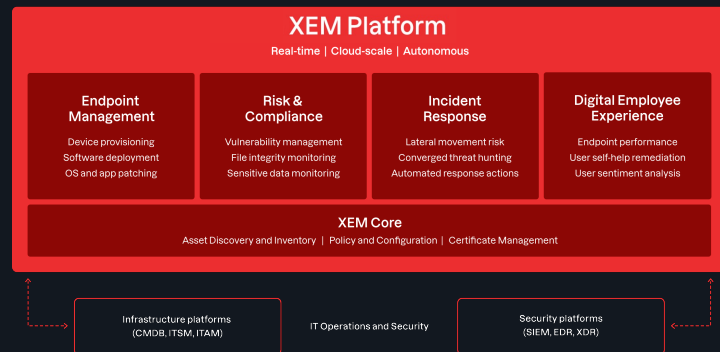


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Converged Endpoint Management (XEM)

Visibility, control, and remediation for all endpoints



Maximize IT budgets and staffing during economic uncertainty
Fresh and complete asset inventory

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- Reduce spend on emergencies

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Fresh and complete asset inventory

- Reduce spend on emergencies
 - Fresh and accurate CMDB
 - Ensure security stack is on all endpoints, and healthy
 - War room spend

Maximize IT budgets and staffing during economic uncertainty
Stop paying for unused software

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Stop paying for unused software

- What is installed, and where?
- Usage patterns
- Swift and confidence of audit

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Stop paying for unused software

- What is installed, and where?
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- Swift and confidence of audit
- Hardware longevity

Maximize IT budgets and staffing during economic uncertainty

Stop paying for unused software

- What is installed, and where?
- Usage patterns
- Automated removal
- Hardware longevity
- While you're in there...

Identify & remediate risks that create the greatest exposure

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- Eliminate unnecessary file shares
- Find machines that are patched but need a reboot
- Remote wipe when computers are stolen
- Effectively manage certificates
- ALL machines, not just those on-network/VPN

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- What is your Mean Time To Patch?

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- What is your Mean Time To Patch?
- Trust but verify
- Log4j libraries and nesting
- Ensure health of tools
- Who handles remediation?
- A hunting we will go...

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- Integrations create efficiencies
- Move to new infrastructure models
- Automation
- Governance – learn from each other, discuss wins and challenges

Thank you

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