

# WHY UNIFIED END-POINT VISIBILITY, MANAGEMENT & SECURITY

Should Be A Priority  
For Financial Services



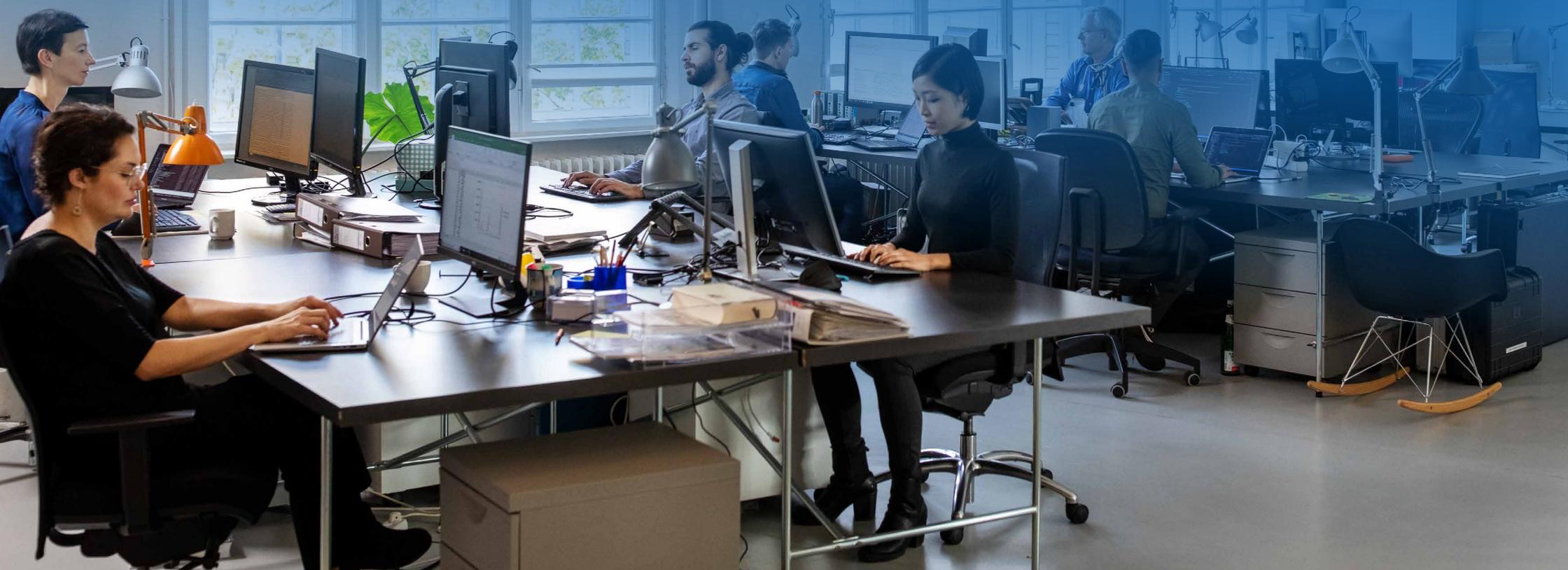
**HIGHPOINT**

Digital investment is causing an explosion in end-points including laptops, servers, virtual machines, containers and cloud infrastructure. This is redefining boundaries, adding complexity and increasing the surface area of risk.

At the same time, we have seen an exponential growth in the volume, persistence and sophistication of cyber attacks and according to the Boston Consulting Group, financial services organizations are 300 times more likely to be targeted than businesses in other sectors.

The financial sector also has the added challenge of strict regulators and the need to demonstrate compliance across every aspect of their business including the use of IT infrastructure and the flow of data.

All of these factors point to the need to have in place the visibility, control and management of end-points and this is an area that most financial services organizations have concerns as shown in recent research.



# THE GAPS

## The Challenges Financial Services IT Leaders See

HighPoint partner Tanium commissioned independent research specialist Vanson Bourne to conduct a survey of IT Leaders on their challenges around security, compliance and endpoint visibility. Covering the US, UK, Australia, France, Germany, The Netherlands, Japan and Canada, below are some of the key points ascertained from those IT Leaders in Financial Services.

### **\$104M SPENT ON COMPLIANCE**

FS firms spent on average \$104m each on compliance in the past 12 months.

### **27% OF FIRMS HAVE VISIBILITY**

Only 27% of the FS firms interviewed stated they have full visibility of all computing devices; 52% of firms stated they identify endpoint they were not aware of each week.

### **\$306M SET ASIDE FOR BREACH**

Out of those FS surveyed, 85% have budget set aside for cyber-insurance in case of a fine; the average for this is \$306m.

### **91% HAVE VISIBILITY GAPS**

91% of FS IT Leaders believe fundamental weak points on their network are causing visibility gaps.

### **28% CONFIDENT IN REPORTING BREACH**

Whereas 91% say they are GDPR compliant, only 28% of those interviewed were confident on being able to report all required breach information within 72 hours.

### **56% FEEL VULNERABLE**

Over half (56%) of IT Leaders in Financial Services admit that lack of endpoint visibility leaves their organisations vulnerable to cyber-threats.

# POTENTIAL SAVINGS

## With Greater Endpoint Visibility & Control

HighPoint and Tanium have taken what we know about the Financial Services sector and applied our ROI model based on a hypothetical organization of 100,000 endpoints of which 24,000 are servers. This allows us to project the ROI savings that could be made by an organization of this size over a five-year period through improved Business Resilience.

Achieved by:

- Discovery, repurposing & reclamation of unmanaged hardware and software assets,
- Reduced spend on third party service providers,
- Cost avoidance and optimisation of point solutions.

**\$16,995,000**

Through better management of existing assets

**\$12,058,800**

Reduced expenditure on existing tools (displacement)

Achieved by:

- Displacement of tools in the areas of patch management, end-point security and vulnerability scanning,
- Reduction in costs through the abandonment of fragmented approaches and the inevitable duplication of licenses.



### Under-Managed Assets

Reduce cost by gaining visibility and control over your environment



### Tools Enhancement And Displacement

Reduce cost by optimising and decreasing number of tools in environment



### People And Processes

Reduce cost by optimising your environment for increased productivity



### Disruption Avoidance And Recovery

Reduce cost by responding and recovering from disruption faster

Achieved by:

- Reallocation of scarce FTE resources, in particular staff responsible for incident response, threat hunting, vulnerability management, and patch management.

**\$560,040**

People and process savings

**\$2,940,000**

Reduced costs through disruption avoidance

Achieved by:

- Reduction of operational disruptions,
- Reduced cost to respond to security events, data leakage and related regulatory penalties,
- Ability to map application and service flows so that data centres can confidently be moved to the public cloud.

**\$32,553,840**

# GREATER CLARITY

## The Need For Full Visibility & Control

Through our partnership with Tanium, HighPoint is able to provide you with a single solution that delivers greater clarity into your IT infrastructure and end-points. By utilizing Tanium to inspect every device on your network, you are able to:

- Gain end-to-end visibility into the new, often borderless operational environment
- Monitor and manage end-point usage, performance and security
- Monitor and manage distributed workforce infrastructure and software deployments
- Continue to manage existing centralized infrastructure
- Enforce policy and maintain fundamental IT hygiene

As a unified end-point management and security platform, Tanium provides a single tool that can deliver on what is important for you including:

### **Policy Governance**

By monitoring and enforcing internal policies and configuring devices and applications according to corporate standards.

### **Hygiene Maintenance**

By performing daily vulnerability and patching scans and closing all known exploits promptly on devices and applications.

### **VPN Optimization**

By managing and monitoring VPN end-point usage, overall performance, and sustaining uptime during high usage spikes.

### **Software Management**

By deploying, configuring and updating third-party applications through a self-service interface with scalable deployment of security tools.

## KEY BENEFITS:

A Tanium solution from HighPoint delivers significant benefits to financial services organizations, including:

### Improved Security Posture

With fast and complete incident response integration throughout the distributed workforce network to help safeguard users and data from known risk and privacy concerns.

### Reduced Complexity

By performing ongoing asset discovery, maintaining accurate inventory and achieving greater visibility and control while reducing operational complexity.

### Data-Driven Decisions

Through accurate and timely insights to derive simple, targeted answers to the environment's most complex and demanding questions.

### Align IT Ops & Security Teams

By closing the gaps between IT and security teams, breaking their silos by aligning their activity and removing the friction.

## HOW HIGHPOINT CAN HELP

We believe that in order to become a more agile enterprise, organizations need to have in place the visibility, control and automation that allows them to manage the complexities of today's IT.

With extensive expertise in application monitoring and performance, software-defined infrastructure and next generation operations, HighPoint is perfectly placed to help you to deploy tools like Tanium and realize both the financial and operational benefits.

For more information or to discuss a particular requirement, please contact our team or call us directly (973) 940-0040



## ABOUT TANIUM

Tanium offers endpoint management and security that is built for the world's most demanding IT environments. Many of the world's largest and most sophisticated organizations, including nearly half of the Fortune 100, top retailers and financial institutions rely on Tanium to make confident decisions, operate efficiently and effectively, and remain resilient against disruption.

Tanium has been named in the Forbes Cloud 100 list of "Top 100 Private Companies in Cloud Computing" for five consecutive years and ranks 4th in FORTUNE's list of the "Best Workplaces in Technology 2020."



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