

Partnering for success in IT Security



Your data, in their hands?

Hackers, data thieves, code-crackers, cyber criminals, online opportunists.

Call them what you like, there are plenty of shady individuals with designs on your data. For them data theft or system attacks are victimless crimes carrying little chance of detection. They perceive IT systems as inherently weak, and are increasingly eager to prey on the slightest human error to bypass the best laid defences.

51% of CEOs surveyed by Ponemon Institute say their company experiences cyber attacks hourly or daily.

Such threats can be avoided, but a sustained attack by a foreign power, determined DDOS attacks or new malware are sometimes impossible to prevent, either because they exploit unpatched vulnerabilities or because of the huge scale with which they hit.

Human errors, hidden dangers

Most businesses are leaky ships when it comes to data protection as staff often unwittingly help the hackers. According to research by Cisco, 68% of staff admit to using work computers for personal use every day, and 78% of them access personal emails from work or while working remotely. Many also admit to sharing passwords. But after years at the security coalface you know all that.

What is harder to know is when or how an attack will take place. Or how much damage will deliberately or indirectly be done to your brand or your customer relationships. What you really need to know is how best to partner to reduce the risk, and how to constantly monitor threats effectively, and within budget.

Mobility and a connected world bring new risks

Businesses are more mobile and connected than ever before, and customers increasingly expect to do business globally, round the clock. Cloud computing and mobile devices have the potential to make enterprises more agile, more efficient and more competitive. They also introduce new security risks.

Preparing for security incidents is critical, but also extremely difficult, especially in complex, distributed enterprises. Experts agree that we are witnessing the collapse of the concept of the traditional security perimeter and a ubiquitous security model is emerging which has at its core a new generation of firewalls as traffic directors separating and filtering different types of data.

Staying ahead of the threat requires highly experienced security people, as well as flexible and agile security and business continuity management systems that can monitor and report on the status of your business in real time.

That is why a growing number of organisations of all sizes are turning to BT as their trusted security partner of choice.

What you are telling us

Protection of brand and reputation – “The reputation of my organisation is the biggest asset, and it must not be impaired.”

Cost effectiveness – “I need to control my operating costs, and stay competitive by having a full choice of deployment technologies and solutions.”

Customer Focus – “With fast changing purchasing and usage habits, I need to ensure the integrity of all my business transactions.”

Compliance – “How do I prove I’m compliant with ever more stringent regulations?”

BT as your Global Security Partner of Choice

Trust is one of the core values that drives BT's own business culture, and we believe it is fundamental to the choice of security partner for any organisation.

This trust is backed by a continuous investment program in skilled people, as well as state of the art global infrastructure and security management systems.

We make security simple for our customers, because we manage the complex day-to-day operational environment, leaving our customers to concentrate on what they do best.



Security exists to facilitate trust. Trust is the goal, and security is how we enable it"

Bruce Schneier, Chief Technology Officer BT

Working as one team

BT Assure works closely with BT Advise professional services teams to give you the insight you need to plan how to invest, both for now and in the future.

Meanwhile BT Connect offers Network Services that provide global security assurance and BT's mobility solutions enable companies to achieve mobility goals without compromising security policies.

Protecting your brand

Insecure systems cause red faces and buck-passing at best. At worst they bring huge disruption to business, the loss of intellectual property, such as proprietary designs, financial data, and merger and acquisition plans. All costly problems that can seriously damage a company's reputation, while undermining its brand and competitive edge.

Ethical Hacking

Identifying any weak spots and vulnerabilities in your existing security posture is the essential starting point to ensure that you do not fall victim to the latest cyber attacks. The BT Assure Ethical Hacking Quick Start delivers an actionable programme all within a fixed timescale and cost.



A key strategic issue for us was understanding any critical operational risks attendant upon the merger of the Lloyds TSB and HBOS networks, and managing the impact of those risks."

Gerard Hearn, Programme Manager, Lloyds Banking Group

Realtime 24/7 monitoring

BT monitors all the devices across your networks, so that we can detect internal and external attacks before damage is done. This eliminates the expensive and time-consuming clean-up costs required following network attacks.



Security and compliance requires specialized expertise, and it makes more sense to outsource that so my staff can stay focused on the core business objectives."

John Lambeth, CISSP, CISA VP, Information Technology Blackboard Inc.

Managed Security Services

We have a portfolio of security and cyber defence products and services that work together to provide the very best protection, tailored to your global organisation's structure and business needs.

BT and our chosen partners have global coverage to support your organisation and can provide onsite attendance to replace faulty equipment and restore service within hours.

We manage and maintain the service for you so you have consistent global SLA's, retain overall control and visibility, without having to worry about the risks and complexities.



This proactive problem management approach is one of the most powerful features of the service. It means we no longer have to waste time fire fighting because we're always continuously learning."

Member, Information Systems and Service, MOD

Preserving Integrity

Transact securely – giving your customer confidence to do business with you online.

BT can work with you to determine the appropriate mix and delivery method for strong authentication, identity and fraud reduction services.

Ensure Continuity – keep your business running when faced with security attacks or disaster.

BT provides comprehensive solutions for strategic planning and understanding your business operations, priorities and risks.

Communicate safely – protect the privacy and integrity of your email communications.

Over 100 billion email messages pass through the Internet each day, and the vast majority can be intercepted, read or altered without leaving behind any physical evidence.

With data security now more necessary than ever, BT can help you secure your communications with cloud-based message scanning services and email encryption.



The BT Assure Voice Continuity service, coupled with other resilience mechanisms, now means we're as disaster-proof as it's possible to be."

Teri Seaber, Group Commander for Joint Fire Control Cambridgeshire and Suffolk Combined Fire Control

Bring Your Own Device

Now that most companies are implementing much needed Bring Your Own Device (BYOD) policies, staff are freer to work where and when they want. Indeed, research by Equanet found that 71% of the tablet computers in use today are employee owned.

But BYOD causes security and standardisation headaches. BT can ensure that you have the appropriate BYOD policies, maintenance procedures and solutions in place to provide you with a solid framework without compromising security

Defence in depth

BT's approach to security is all about defence in depth. As a result, you will be better placed to anticipate and respond to threats and maintain business operations, you'll be able to more easily demonstrate you're complying with regulations and protect your reputation by preventing attacks. Our portfolio reflects how our services work in combination to offer you that comprehensive, layered protection.

Tight budgets

In these belt-tightening times IT security cannot be an open cheque. It's definitely a case of "Do more with Less". BT can help standardise fragmented security environments and vendor products. New deployment solutions enabled by "cloud", hosted and "virtual" technologies also complement this process.

Network security – core to our business

Network security presents complex challenges and costs to most organisations. Providing round the clock response involves a significant investment in skilled people and infrastructure, and no single product offers all the protection needed against all forms of attack.

But network security is core to our business and, because we can spread the costs over a global customer base, we can do it cost effectively for you.

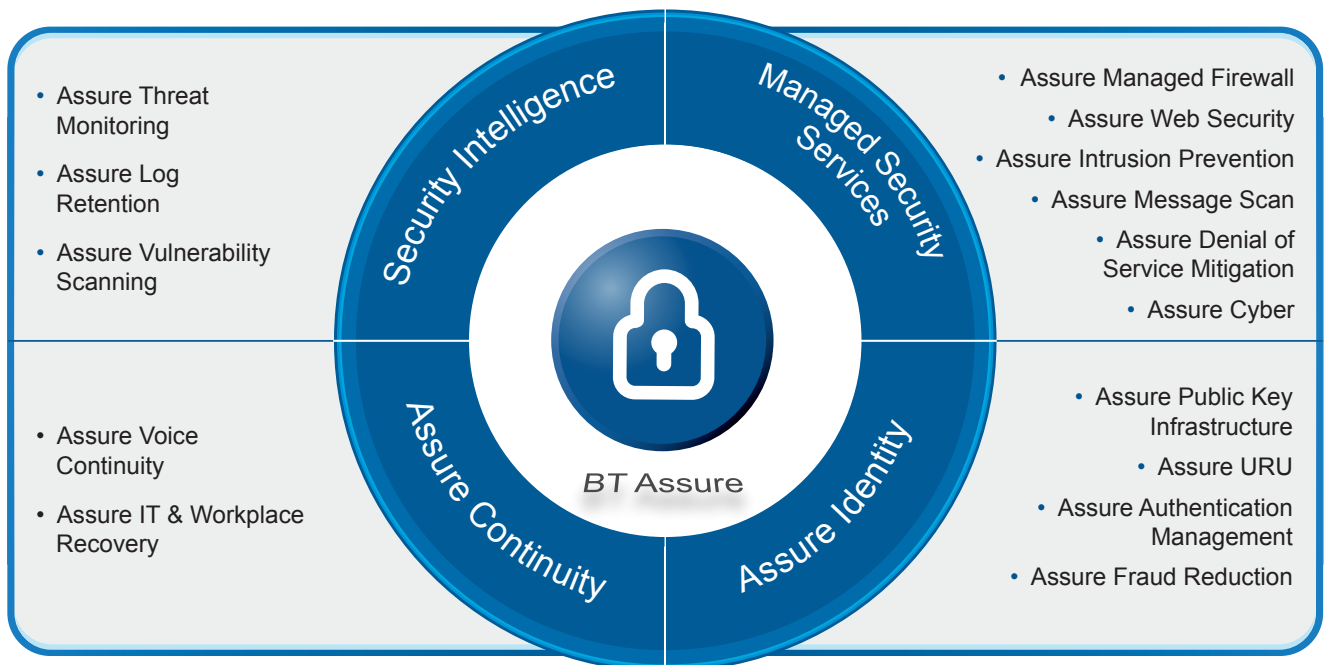
Consolidation – reducing your operating costs with common platforms and SLAs.

Using one partner to manage your security across the globe brings with it many advantages. Our customers have seen up to 30% improvement in their total cost of ownership from the deployment of BT Assure services. Consolidating suppliers and vendors will improve your visibility of your security estate and simplify reporting.



We have now opted to transfer the management of our firewalls to BT to benefit from the added global security that BT will deliver through its standardised service."

Vice President, IT Services, Unilever



Comply with growing regulation

All organisations now face increasing legal and regulatory compliance mandates such as local data protection laws/acts, financial regulations (Sarbanes Oxley, SEC) payment card industry standards (PCI) and individual country legislation.



BT was key in helping Carnival meet compliance requirements by providing a solution that monitors IDS traffic on the ships in real-time utilising minimal costly satellite bandwidth”

Carlos Beceiro, Manager Information Systems Security – Carnival Cruise lines

Data protection. We've got it mapped

The snowballing demands of regulation have created a growing need for data privacy and compliance auditing. BT can fully map your network activity, downtime and compliance history for audit reporting on demand. Taking away what can be a costly and time consuming burden.

Audit problems? Leave it to us

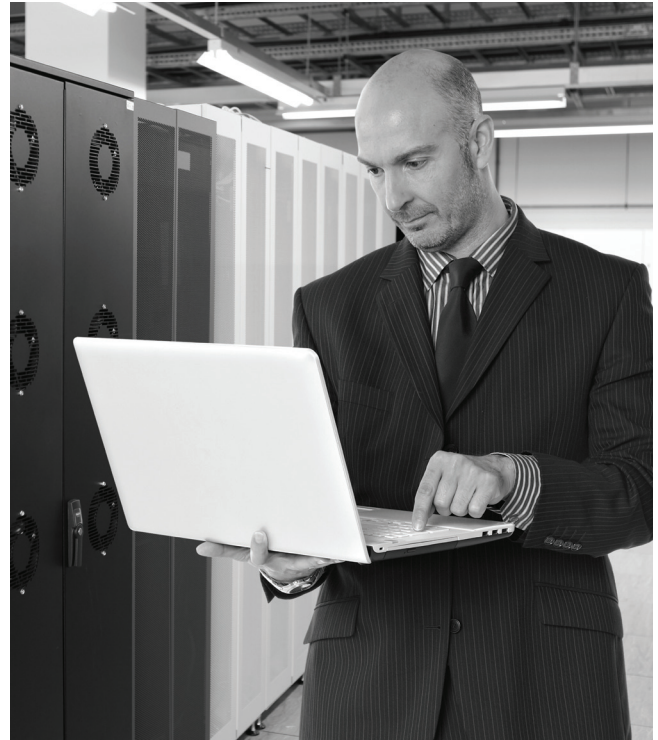
BT can take over the time-consuming process of mapping network activity to audit reporting. This will enable you to enjoy streamlined and centralised audit reporting of security incidents. We deliver global compliance reporting and access to all current enterprise log data.

Why BT?

Put your security into expert hands

We are one of the world's leading and most trusted security brands, derived from a set of credentials that have been earned over decades of experience in the field:

- We are one of the largest security and business continuity practices in the world, with over 1,300 security professionals globally



- Our secure networking experience includes monitoring more than 300,000 customer devices from our 12 Security Operations Centres around the world
- Security Operations Centres are accredited and audited variously to SSAE16, ISAE3402, and ISO27001, and where appropriate to Government information assurance standards
- We have global analyst recognition for our achievement in delivering outstanding Managed Security Services globally to customers
- BT has been helping maintain the national security of the UK for over 100 years as a trusted partner to the UK Government
- BT plays an integral part in the global, multi-industry, multi-stakeholder initiative, Partnering for Cyber Resilience (PCR) launched at the World Economic Forum



Offices worldwide

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