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# CUSTOMER



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October 2012

# Top Story

### Cisco Delivers New Wave of Security Solutions to Defend Fast-Evolving Data Centers

New Intrusion Prevention System, Updates to Core ASA Firewall Platform Boost Performance, Visibility for Addressing Virtualized and Cloud-Based **Data Centers** 

Cisco introduced a set of security solutions designed to fortify data centers against the threats they face in moving toward more consolidated and virtualized environments, while also enabling businesses to take advantage of new cloudbased models. Collectively, the offerings extend the power of data center and security professionals to enforce end-to-end security for high-capacity data centers and mobile workforces. The offerings include new highly scalable software for the world's most widely deployed firewall, the Cisco® Adaptive Security Appliance (ASA) line; virtualized ASA for multitenant environments; a data-center-grade intrusion prevention system (IPS); and new improvements to the Cisco AnyConnect® Secure Mobility Client to meet the stringent requirements of a more mobile and productive workforce.

Read the Press Release More information

#### **Defending the Data Center**



#### Watch Broadcast

#### TechWiseTV: Defending the Data Center

Our TechWise TV hosts Robb Boyd and Jimmy Ray Purser discuss how you can use the power of the network with integrated security solutions for physical, virtual, and cloud environments.

# Product and Solution News

Cisco Security Manager has a new and improved website! Also hear from Sanjay Agarwal, Product Line Manager for Network Security Management, as he talks more about the new enhancements to Cisco Security Manager: health and performance monitoring (HPM), image management, API access, integration with reporting and troubleshooting tools, and much more.

#### Announcing Cisco AnyConnect 3.1

## Customer Story of the Month Yum!Brands, CalArts and CDW

What do a fast food enterprise, an educational institution, and a technology solutions provider have in common? Yum!Brands, California Institute of the Arts (CalArts), and CDW are all using the power of Cisco's security products and solutions to protect their organizations' networks and data centers. All three spoke of their security challenges and marketplace trends during a customer round table featured in the September 12th Security launch. Scott Gainey, a senior director of product and solutions marketing at Cisco, moderated the panel.

Participants were Chana Cohn, Associate Manager, Global Security Network Engineering, Yum!Brands, the world's largest restaurant company, with KFC, Pizza Hut and Taco Bell restaurants; Ryan Adzima, manager, network and server operations, at CalArts, a highly regarded interdisciplinary arts institute, founded by Walt Disney; and Nick Schmidt, Senior Manager of IT at CDW, a leading provider of technology solutions for business, government, education, and healthcare. Check out the "Defending the Data Center" webcast for these customers' views on how security technologists can prepare to mitigate against today's security challenges.





### **Quick Links**

Security Products and Solutions Ask the Experts

isco's market-leading remote access solution continues to raise the bar for

enterprise secure mobility's evolving needs, including the latest Next-Generation Encryption, NSA's Suite B Cryptography, and increased global coverage with IPv6. Beyond enhanced end-user features, the newly released Cisco AnyConnect 3.1 client offers differentiated device access (Extensile Authentication Protocol [EAP] chaining) to help enable BYOD deployments. Note: Both Next-Generation Encryption and IPv6 remote access require the upcoming Adaptive Security Appliance Software Version 9.

## AnyConnect Mobility Client

## End-of-Sale and End-of-Life Announcement for the Cisco IronPort Platinum Plus Support Program

Cisco Systems® has announced the end-of-sale and end-of-life dates for the Cisco IronPort® Platinum Plus Support Program. The last day to order, extend or renew this service is November 26, 2012. Customers with active service contracts will continue to receive support until the termination date of the contract. Customers are encouraged to purchase the IronPort Platinum Support Program for hardware replacement service. Customers who want additional operational and optimization services found in Platinum Plus Support Program can purchase Cisco Focused Technical Support (FTS) and Security Optimization Services (SOS) respectively. For more information on the Platinum Plus EOS/EoL, please visit.

# **New Cisco IPS 4500 Series Sensors**

Cisco is happy to announce the availability of new IPS 4500 Series Sensors, offering advanced threat protection for data centers. The IPS 4500 Series provides multi-gigabit inspection performance, protecting data center applications and servers (accounting systems, manufacturing, sales, human resources, Active Directory, Exchange) from targeted attacks and sophisticated malware.

- Cisco IPS 4500 Series data sheet
- Cisco IPS Performance white paper
- Cisco IPS Tech Tips—Data Center Protections and Platforms (webinar replay)
- Cisco IPS Context-Aware Demo
- Cisco Global Correlation White Paper

# **New Collateral**

# Secure Network Access for Personal Mobile Devices White Paper

Learn how to create a safe and appropriate environment that blends personal and business resources.

## Readiness Assessments: Vital to Secure Mobility White Paper

Is your security ready for the multiple mobile devices coming on your network? This paper provides some issues to think about in determining your readiness.

## Videos

#### Simplified Network Security with Security Group Access (SGA)

Learn the unique value of SGA and how your organization can manage the scale and complexity of BYOD environments, all while building on your existing Cisco network infrastructure. The Cisco Security Group Access architecture consists of role-based access control policies that are administered centrally and independent of the network topology. This allows for simple secure access for any device, including tablets and smartphones.

#### **Cisco Unified Access Enables BYOD**

Learn how Cisco Unified Access helps manage the BYOD trend, with a network designed to deliver fine grained security, optimizations for rich-media applications and simplified management and troubleshooting. Based on a highly resilient and scalable network fabric, Cisco Unified Access helps organizations reduce their IT total cost of ownership (TCO) while enhancing business productivity.

# Events & Training

#### **Defending the Data Center Virtual Security Lives**

Take a deep dive into the technologies behind Cisco's Secure Data Center architecture by participating in these unique events at Cisco TelePresence locations.

- Oct 10 US East
- Oct 24 Canada
- Nov 1 US Central

# Market Share and Forecasts

#### Infonetics Names Cisco IPS Market Share Leader

The Infonetics Network Security Appliances and Software Report for Q212 (released on August 29, 2012) again names Cisco as the leader in IPS market share.

Quoting from the Infonetics report: "Cisco kept the top position in units, and moved into the top spot in revenue ahead of McAfee, with 23.7% market share."

"High-end IPS solutions continue to be in demand right now due to large data center consolidation projects, and large enterprise/carrier defense against advanced persistent threats."

For details about Cisco's new high-end IPS sensor, the Cisco IPS 4500 Series, please visit: IPS 4500 page

2012 Gartner Magic Quadrant for Secure Email Gateways: Gartner positions Cisco in the Leaders Quadrant Cisco is recognized in the Leaders quadrant for this year's Gartner Magic Quadrant for Secure Email Gateways.

#### Read Report

According to this report, "The secure email gateway market is mature. Buyers should focus on strategic vendors, data loss prevention capability, encryption and better protection from targeted phishing attacks."

Building on an expansive threat intelligence network analyzing real-time threats from customer networks around the globe, Cisco continues to lead the market with innovations in encryption and DLP. Cisco is honored to have its industry-leading Cisco Email Security, products that protect 50 percent of the Fortune 1000, more than 20 percent of the world's largest enterprises, and eight of the 10 largest ISPs featured in this report.

Earlier this year, Cisco Web Security, featuring the best web security for your Cisco network, was also positioned in the Leaders quadrant for the 2012 Gartner Magic Quadrant for Secure Web Gateways.

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# Threat Control

#### Greater Protection for Cisco IPS Sensors with Global Correlation: New White Paper and Blog

Learn how Cisco combines network reputation from over 1.5 million globally deployed security devices with traditional IPS techniques to mitigate breaking threats.

Read White paper and Blog.

#### New Java Vulnerability Used in Targeted Attacks

Discover information on the recent Java-based attacks and vulnerabilities with research and potential mitigations. View Part 1 and Part 2.

#### Targeted Attack, Targeted Response: Designing and Implementing an Incident Response Plan That Works

On-demand webcast with H. B. Gary on current indecent response (IR) challenges and steps your organization can take to design, test, and successfully implement an IR plan. Watch Now

#### **Cisco IP Phone Certificates and Secure Communications**

Understand the basic security and encryption features support by Cisco Unified IP Phones. Read White Paper.

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