

## Next-Generation Risk Management: Mapping the Future



Presidio helps customers align cybersecurity strategies to business objectives to unlock business potential and drive growth.

### Introduction

Presidio is a Cisco Gold Certified Partner and a leading IT solutions provider in the U.S., offering consulting, IT design and implementation, and IT as a service. With 2700 professionals, including 1500 engineers, based in more than 60 offices across the country, this multibillion-dollar industry leader combines experience and scale with regional expertise and service to deliver outstanding customer value.

Presidio provides security consulting services to clients that span all major verticals, including healthcare, retail, banking, government, and education.

Security breaches and cyber attacks cost businesses billions in lost revenue and recovery costs each year, and increasingly strict compliance requirements are being enforced. Cybersecurity has thus become one of Presidio's key strategic initiatives to grow its business.

### Challenge

“Cybersecurity is a key enabler to help our customers with digital transformation. As we look at the market, we look at BYOD, we look at the Internet of Things, we look at cloud, we look at virtualization. All of these technologies are dependent upon security,” says Joe Leonard, vice president of cybersecurity solutions at Presidio.

However, as Presidio teams met with security executives, it quickly became apparent that even though their customers were concerned about security, they lacked a way to manage it.

“Our customers tend to struggle with their lack of understanding of the threats—when they think of cyber security, they think about what they hear about in the news. But if you ask them what the real threats are and the damage they can cause, they don't seem to know,” says Leonard. “We hear them say quite frequently, 'I don't know what I don't know, I don't know where to start.'”

Another major challenge Presidio clients face is the result of “panic buying,” reacting to high-profile attacks by immediately buying the latest “best-of-breed” component. “A customer may have three products running in their environment that all do the same thing,” explains Leonard.

“Many customers that we meet with are telling us that they’ve purchased many boxes but they really don’t have architecture,” Leonard said. “They have all of these boxes from different vendors. They don’t know what to do with them, how to get them all to work together. Managing multiple vendors is becoming a nightmare.”

A third major challenge Presidio customers face is the lack of effective risk management planning and remediation. Customers go to the effort of performing vulnerability assessments, but without a plan their mitigation efforts tend to fizzle out.

It became obvious to Presidio that their customers needed comprehensive cybersecurity expertise and solutions.

“Cybersecurity is a key enabler to help our customers with digital transformation.”

— Joe Leonard, Vice President of Cyber Security Solutions, Presidio

## Solution

Presidio developed a Next Generation Risk Management (NGRM) program of iterative assessments and remediation, architecture analysis, roadmap, design, and implementation. Based on the outcomes of this process, Presidio works with industry-leading manufacturers like Cisco to offer security solutions that address today’s most advanced threats. These products include Cisco® ASA with FirePOWER™ Services, Cisco Advanced Malware Protection, the Cisco Identity Services Engine, active threat analytics, and incident response services.

“Cisco is the only vendor in the security space that offers a comprehensive cybersecurity portfolio covering the entire attack continuum. Cisco provides protection for networks, data centers, and the cloud. They also offer solutions for protecting mobile devices and endpoints. There’s really no other manufacturer that can match the breadth Cisco offers,” Leonard says.

The layered architecture approach that Presidio can offer with Cisco is very important to their customers because it eliminates the integration and management challenges that come from redundant and multiple vendor products. Using the Cisco management platform, all the components integrate and work together seamlessly and simply.

## Results

The Presidio Next-Generation Risk Management approach, combined with Cisco security solutions, is boosting customer confidence and strengthening its cybersecurity protection.

When a customer recently experienced multiple security breaches, it engaged Presidio to perform an immediate cyberrisk compromise assessment of the network. Presidio installed Cisco ASA with FirePOWER Services for visibility.

“We installed FirePOWER on their network and immediately they realized that they had command-and-control traffic going to Germany. Data was actually leaving their organization. It was obvious that it had been going on for some time, and they were shocked.”

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Impressed by the assessment and FirePower Services capabilities, the customer didn't want the hardware to leave until it could be replaced. They went on to install FirePOWER on their network and now have the visibility they need to support their cyber security management needs.

Presidio has seen significant customer demand for cyberrisk management. Assessments lead to a new security roadmap, new architectures, new designs, new services.

"In every case our assessments have led to the need for some type of network segmentation," Leonard says. "Our work with them starts with security, but ultimately it leads to a complete Cisco network refresh."

He adds: "Our value is that we're helping our customers understand their risk, and we're helping them understand what they need to do to reduce or make some of that risk go away. We believe that this is a key differentiator for Presidio and for Cisco."

Knowing that their customers will face new and constantly changing cyber security challenges, Leonard and Presidio are excited to continue to collaborate with Cisco.

For Presidio, Leonard says: "What we're most excited about in partnering with Cisco is looking forward to newer innovation. We want to be there on the leading technology, working side by side with Cisco to address the challenges of the future."



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Americas Headquarters  
Cisco Systems, Inc.  
San Jose, CA

Asia Pacific Headquarters  
Cisco Systems (USA) Pte. Ltd.  
Singapore

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Cisco Systems International BV Amsterdam,  
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