

SEI Zero Trust Industry Day

Improving the Experience
Improving Security

August 2022

Den Jones
Chief Security Officer Banyan
Security



A PRACTITIONER'S JOURNEY...



**Den
Jones**



**Director of Enterprise
Security**

**Project ZEN
(2018)**

*7 months
40k+ users
50k+ devices
1300+ applications*



**Sr. Director of
Enterprise Security**

**Zero Trust Initiative
(2020)**

*5 months
100k+ users
100k+ devices
100+ applications*



Chief Security Officer

**Zero Trust
Evangelists**

*Helping you achieve
zero trust remote
access*

DO WE NEED A NEW SECURITY MODEL?



INSTEAD, IMAGINE A WORLD WHERE...

The **VPN** is no longer a **pain** point for your users or your IT teams

You never enter a username and password again. **Don't change a password** every 90 days.

Network access is restricted, similar to a guest network

Magic could happen and **100k** users are secured in **months not years...**

What did we deliver?

Regardless of what you call it..... We call it solving problems.
The top three things that we delivered.



Enabled users to access applications without relying on a VPN



Improved employee experience




Improved security and visibility

What did we deliver?

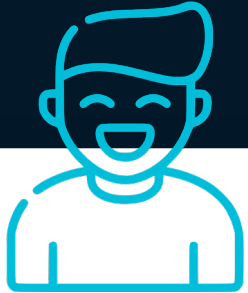
Access internal applications and services without using VPN





- **Publish applications and services to the internet**
- **Users don't connect to your network via VPN, exposing your internal network and thousands of devices** 
- **Reducing cost of ownership, no IP tables to manage**

What did we deliver?

Improving Employee Experience: Happy Employees is directly tied to profit



- **No more username and password during login** 
- **No more 90 day password changes** 
- **No logging into VPN or being confused when you need to**

What did we deliver?

Improving Security as we make it more of a background capability



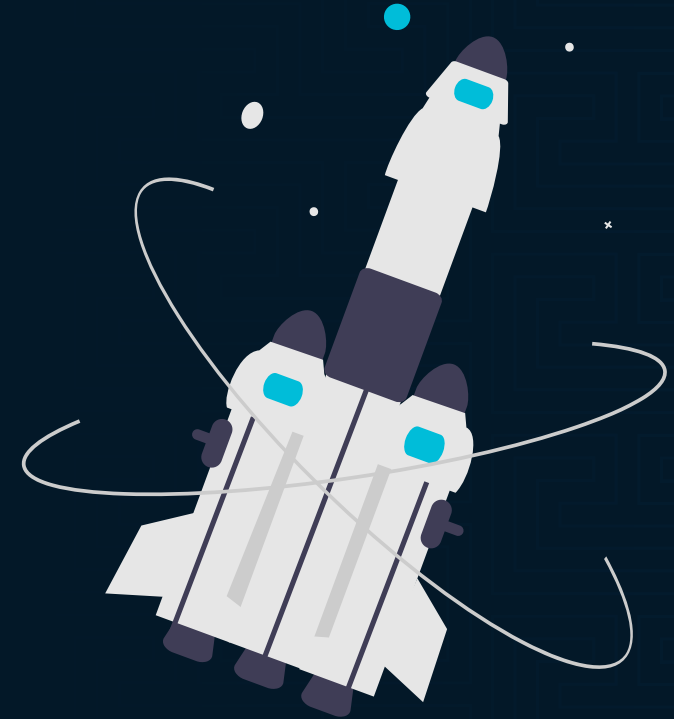
- **Certificates replacing passwords**
- **No more broad internal network access from the internet**
- **Enforce device security posture and asset inventory***
- **Ability to eliminate lateral movement**



* Integrated with your SOC, CMDB and ITSM workflows

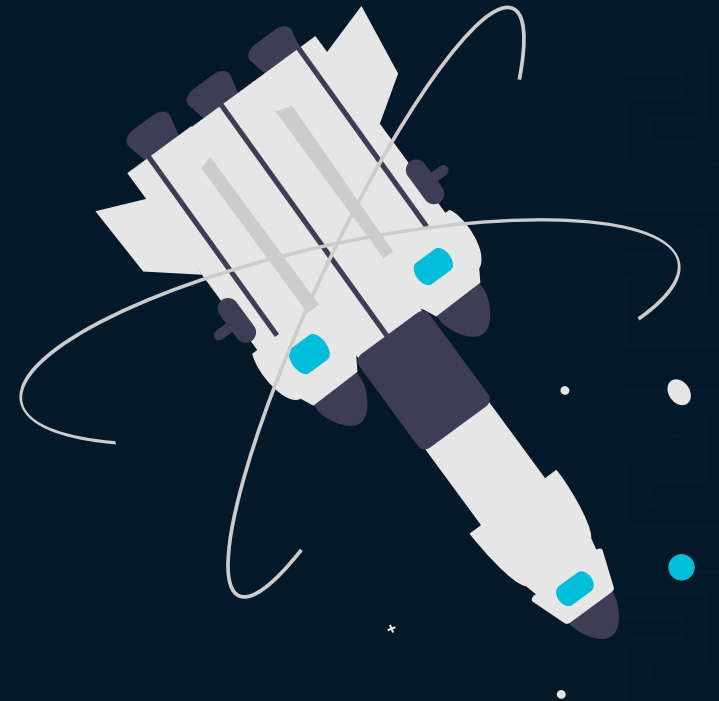
STEPS TO SUCCESS

- 01 Sell the vision, people, process, and technology
- 02 Begin with a small cross-functional core team
- 03 Find a concrete use case
- 04 Leverage existing investments
- 05 Start by integrating with your existing authentication platform
- 06 Short sprints and quick wins



THINGS TO AVOID

- 01 Confusing people with marketing terms
- 02 Thinking that a single vendor can do it all
- 03 Trying to sell a long-term program
- 04 Asking for trillions and billions
- 05 Forgetting the importance of education/communication



LESSONS LEARNED

- 01 Your VPN team will not love your project
- 02 Network Security purists will challenge you
- 03 Intranets, Nested or embedded application issues
- 04 Thick client application issues
- 05 End Point policy enforcement revealed degraded state
- 06 End Point platforms require different levels of love





Banyan Security At A Glance



KEY FACTS

50+
HEADCOUNT
HQ in San Francisco

DEPLOYED AT
SCALE
Zero Trust Access
to on-prem, IaaS, SaaS

GROWTH
2X+ ARR YoY
3X+ Cust YoY
> 100% NRR

SAMPLE ENTERPRISE CUSTOMERS

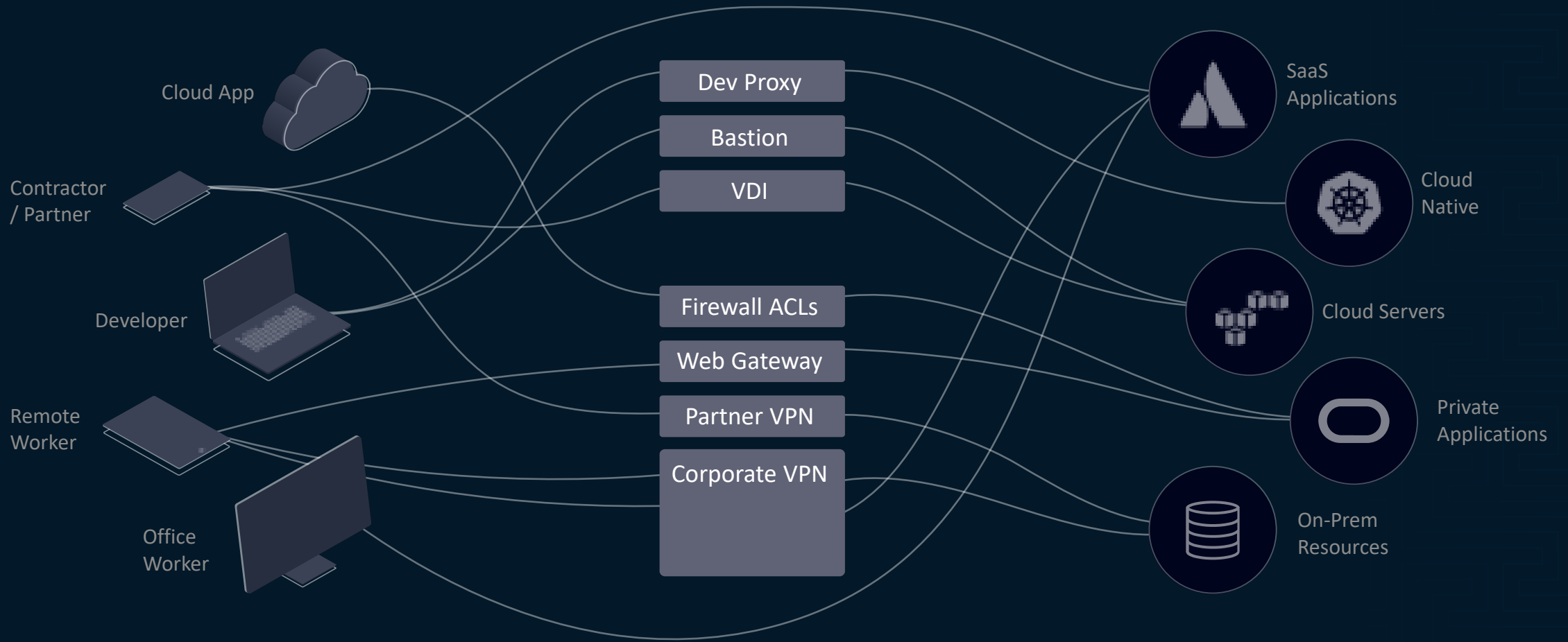




Zero Trust Remote Access for the Modern Enterprise

**Stronger Security, Better User
Experience**

LESSONS LEARNED

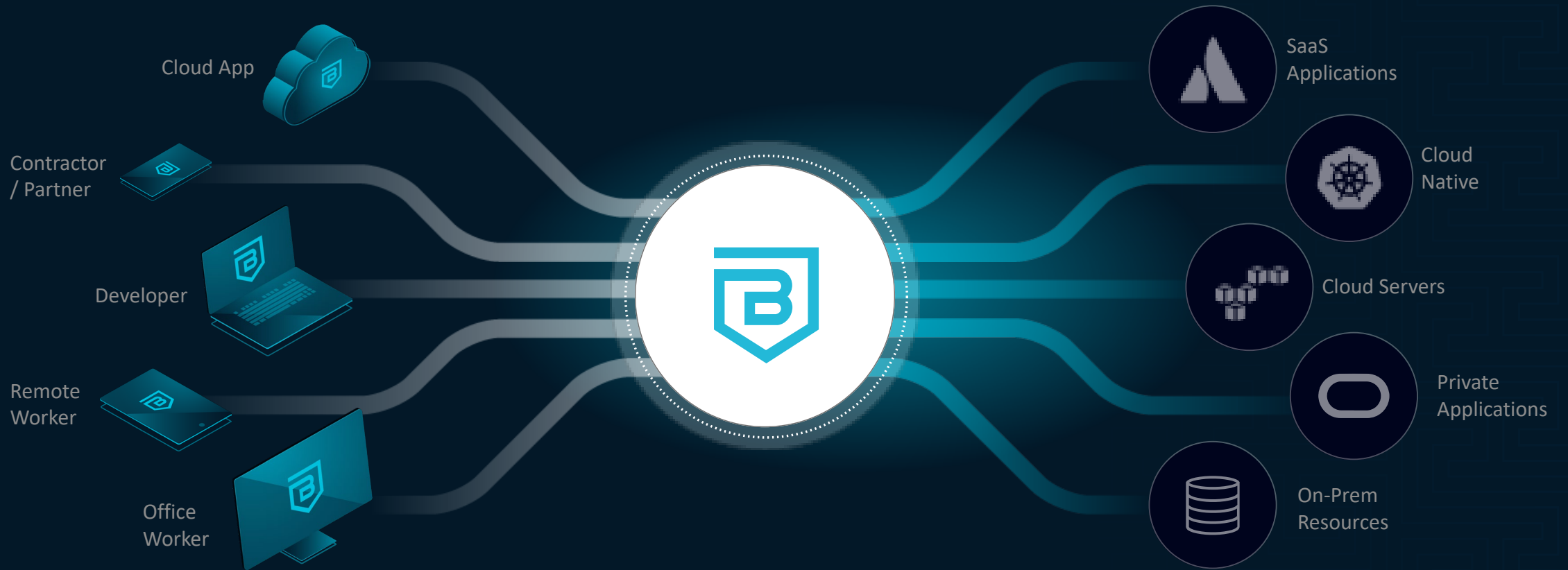


Complex Operations

Poor User Experience

Weak Security

Simplified & Secure



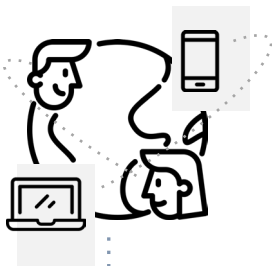
Simplified Operations

Great User Experience

Robust Security



MOBILE WORKFORCE



30,000
USERS



120
COUNTRIES



40,000
DEVICES



HYBRID & MULTI-CLOUD

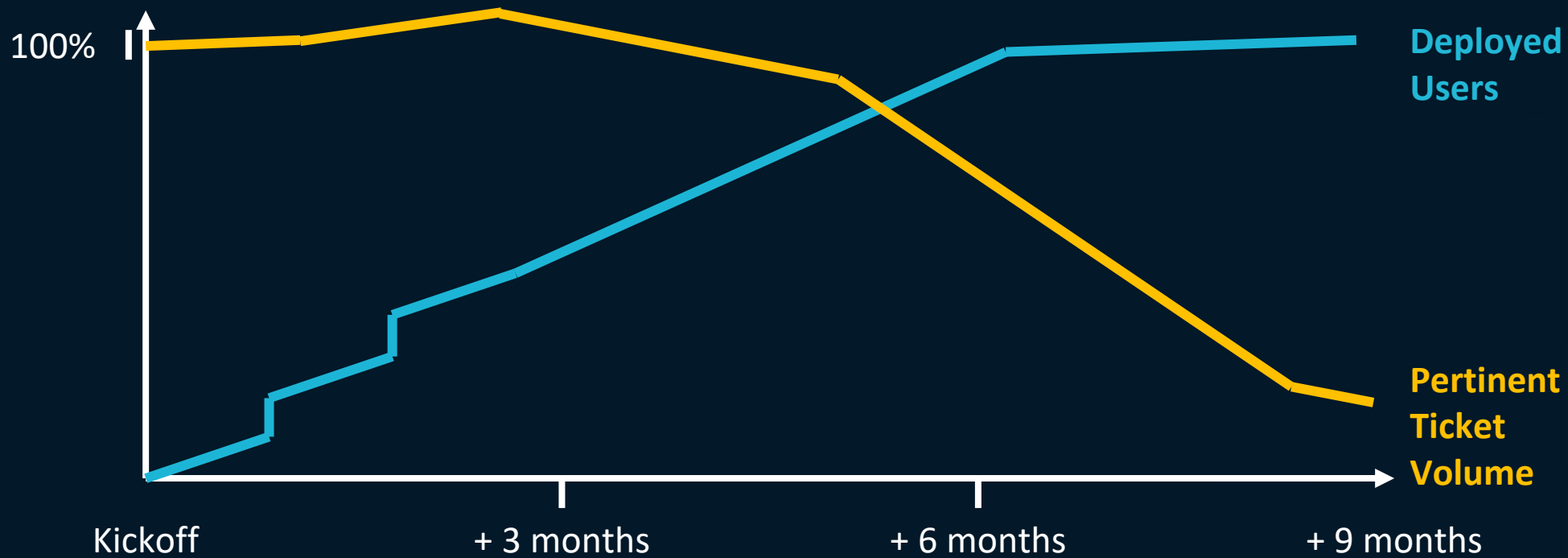


2,100 
APPS & SERVICES

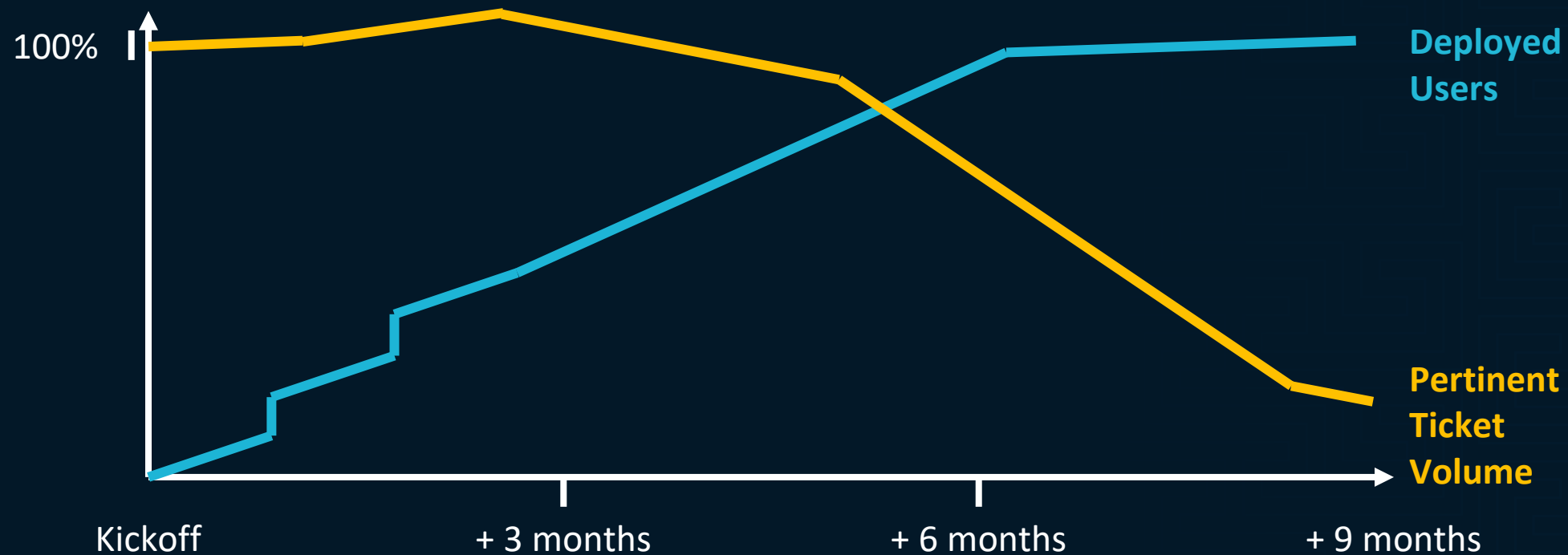
“Banyan was the only solution to leverage our existing investments in security and identity tools to create an intelligence layer that delivers a complete **secure remote access** solution”

Eric Anderson
DIRECTOR OF SECURITY

Some Stats..



Some Stats..



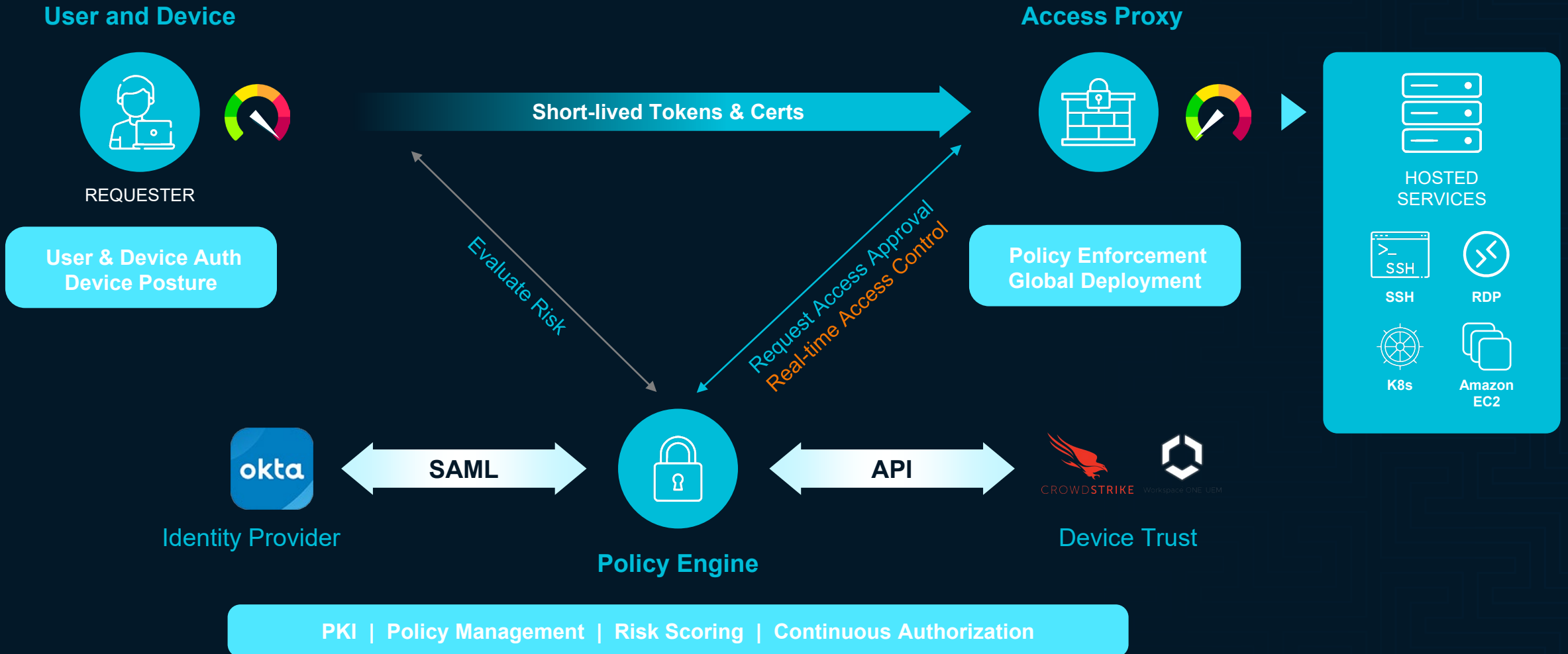
Visibility

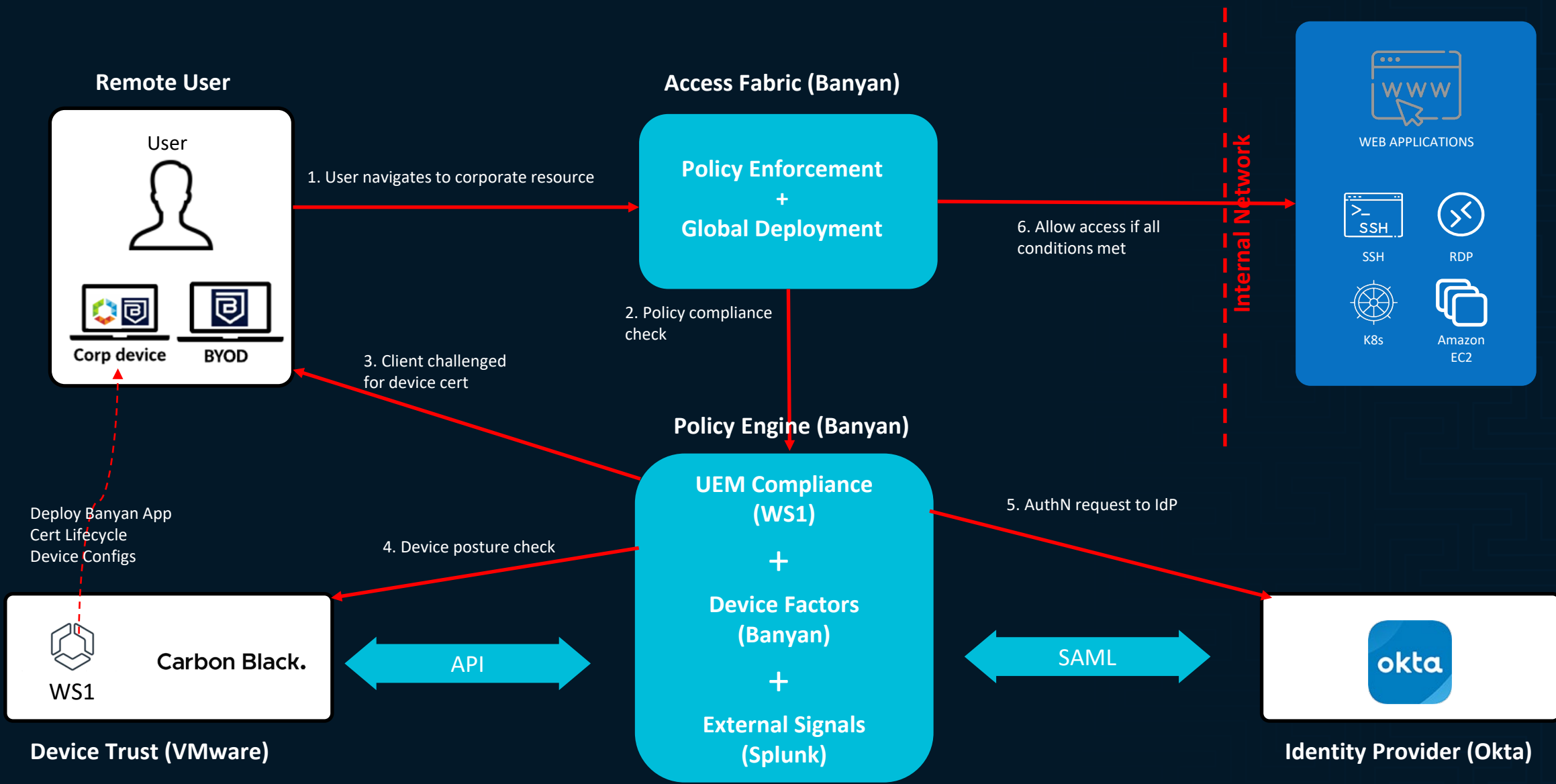
Incident
Response

Remediation

Architecture

COMPONENTS





INVESTMENTS



Authentication



Endpoint Detection & Response



Network Access Control



Device Management



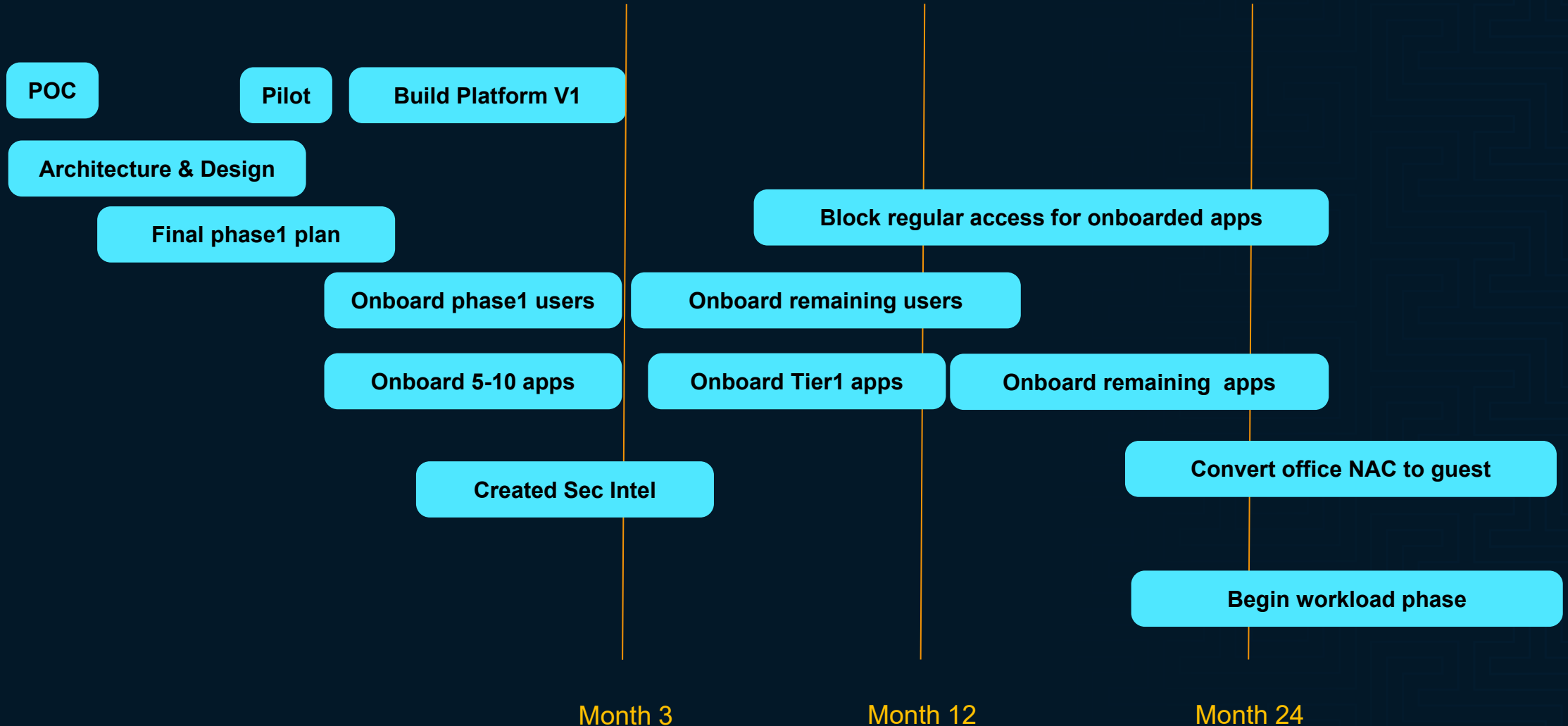
Logging



Existing Talent

RoadMap to ZT

Initial scope 5-10 applications, ~50 users



TRAINING

- 01 **Users:** Transparent to the end users
- 02 **Everyone:** We did publish an intranet article
- 03 **Executives:** Weekly updates with demos
- 04 **ZT Admins:** Product, platform etc (40-80 hours)
- 05 **IT Support:** Basic round tables, KC article updates

FINANCIALS

- 01 Simple pricing model based on user \$10*list
- 02 Cloud hosting costs ~\$5k per year (depends on design)
- 03 Core team FT for three months
- 04 Ongoing support ~40-80 hours per week
- 05 Cost Savings: 60-80% reduction in tickets related to passwords, eliminate VPN user tickets, Reduce to for SOC to find end points, user productivity improves (saving thousands of hours per yer)

ZTNA Landscape

Open Source

- Developer led
- Do it yourself

- Pritunl

Self Serve

- IT/DevOps led
- Easy cloud service

- Twingate

Best in Breed

- IT/Security led
- Enterprise ready

- AppGate

Full Suite

- Single contract
- Broad portfolio

- Zscaler



Team

Free forever

Business

\$5 / user

Enterprise

\$10+ / user

Banyan works with:

- SD-WAN
- SWG / CASB
- CDN / WAF
- IDP / PAM

Demo

SHAMELESS COMMERCE SLIDE



Simple, User based license model



Visit the Banyan Website

www.banyansecurity.io



Banyan Security Sells a Zero Trust Solution



Request a Demo

www.banyansecurity.io/demo-request/



Want to get started today?



Sign Up for Our Team Edition

www.banyansecurity.io/team-edition-signup/

CONTACT ME



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[Book an Office Hour with Den](#)



Q & A

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