

# how to break the attack chain...

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# Proofpoint at a Glance



## Financial strength

**\$1.7B**

Proofpoint Revenue

**98%**

Recurring Revenue

**21%**

Percentage of Revenue Reinvested in R&D

**4.4K**

WW employees, hiring continues



## Market Adoption

**>230K**

Customers

**150+**

Global ISP and Mobile Operators

**87%**

F100 Protected by Proofpoint

**>60%**

F1000 Protected by Proofpoint

**#2**

DLP market share with examples of Pfizer, Tesla, GM, Intel

**47%**

F100 using Proofpoint DLP



## Proofpoint's Data

**2.8T**

Consumer and Enterprise Emails scanned per year

**1.3T**

SMS/MMS scanned per year

**0.7T**

Attachments scanned per year

**17T**

URLs scanned per year

**>40%**

F1000 emails authenticated by Proofpoint

**>135M**

Phishing Tests sent per year

**36M**

BEC attacks stopped per year

**84M**

Telephone Oriented Attacks stopped per year

**151 and 0**

Win rate over Red Teams in Identity Threat

**proofpoint.**

# Some News

proofpoint.

BERICHT

## Der Faktor Mensch 2023

Eine Analyse der Cyber-Angriffskette

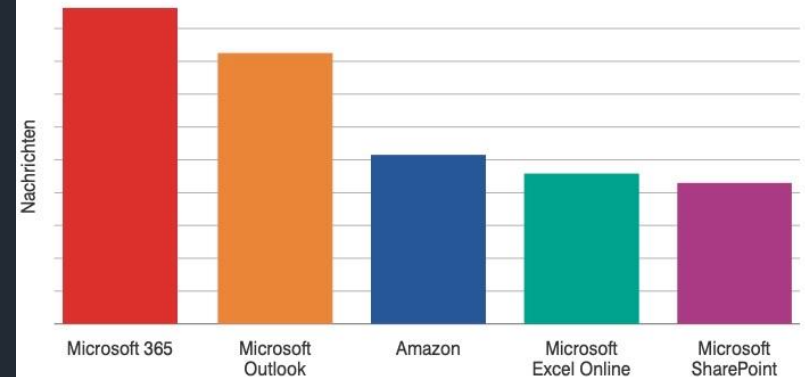
# 13 Millionen



TOAD-Nachrichten erreichten  
in der Spitze mehr als  
13 Millionen im Monat

### Häufigste Köder

Der Missbrauch bekannter Marken und unseres Vertrauens darin ist eine der einfachsten Formen von Social Engineering. Und wieder einmal haben die Cyberkriminellen einen klaren Favoriten, wenn es um Markenmissbrauch geht.



Microsoft-Produkte und -Services belegen vier der Top 5-Positionen bei missbrauchten Marken (unter allen Bedrohungen), wobei Amazon den anderen Platz einnimmt. Bei den von unseren Forschern untersuchten Kampagnen war Amazon dabei die am häufigsten missbrauchte Marke, doch Microsoft belegt immer noch die übrigen vier Plätze.



## MFA- Umgehung

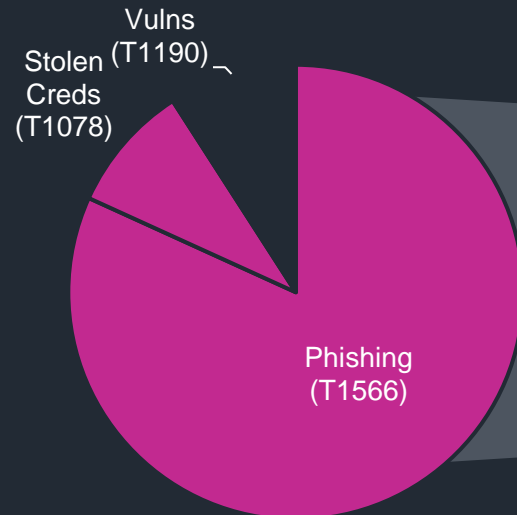
machte mehr als eine Million  
Nachrichten pro Monat aus

proofpoint.

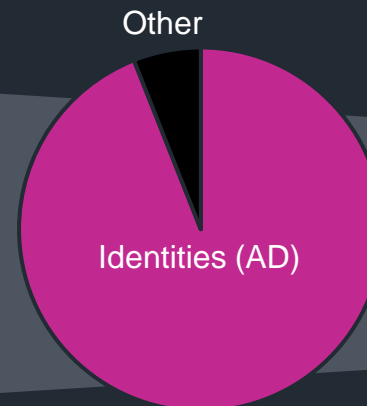
# Attacker Tactics Standardize



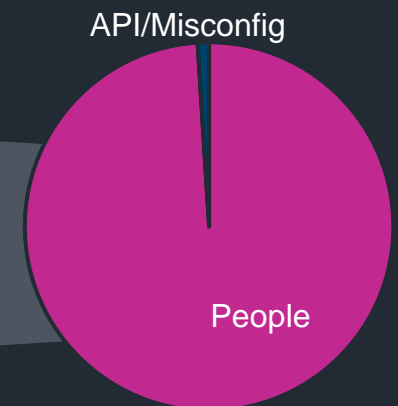
## Initial Access (92.3%)



## Privilege Escalation + Lateral Movement (94%)

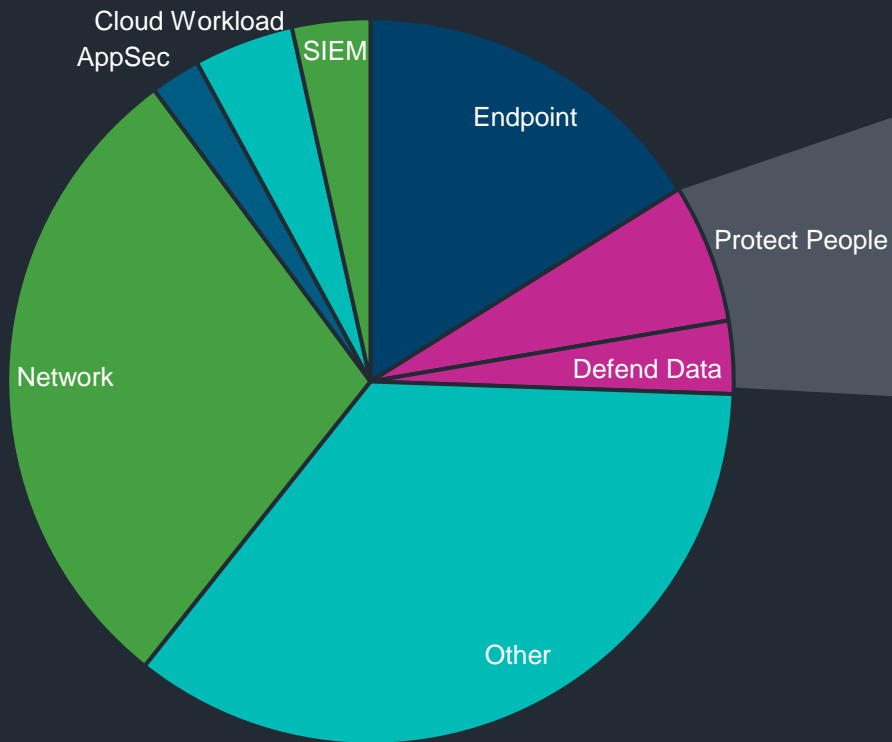


## Data Loss (99%)

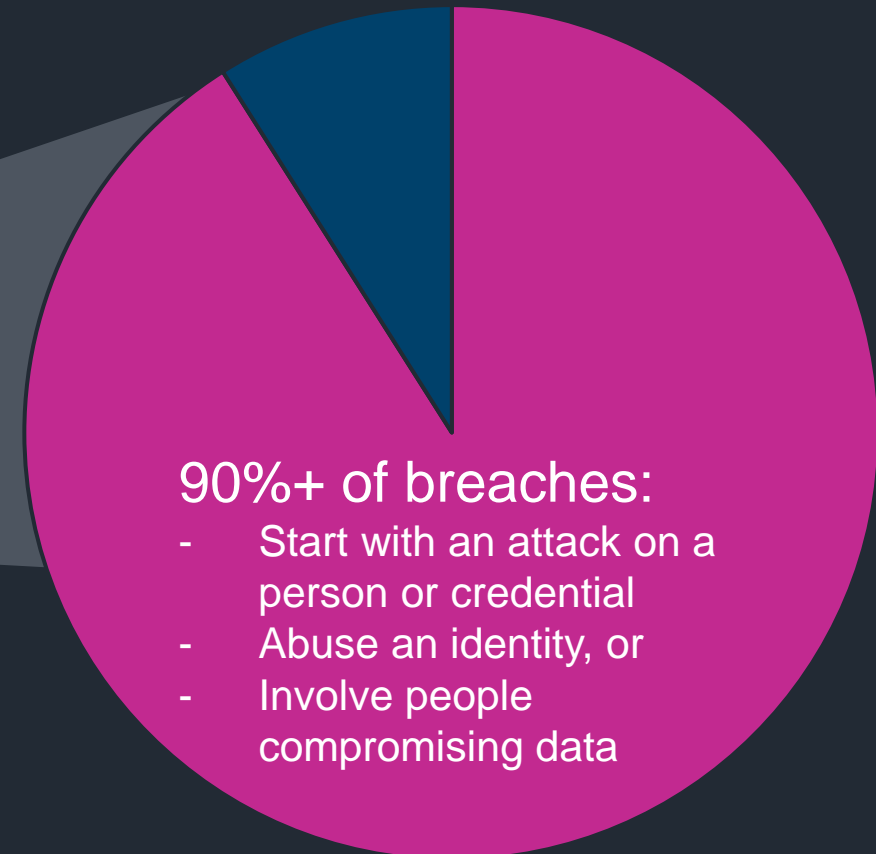


# While Risks Focused on People, Defenders Didn't

**2022 Security Spending:**  
<9% on protecting people



**2022 Security Breaches:**  
>90% people-centric



# Aligning People Risk Controls To The Attack Chain



## Aegis

- Block targeted phishing, malware, and social engineering attacks
- Protect against impostor attacks
- Detect and respond to cloud account takeovers, including suppliers/vendors

## Identity Threat Defense

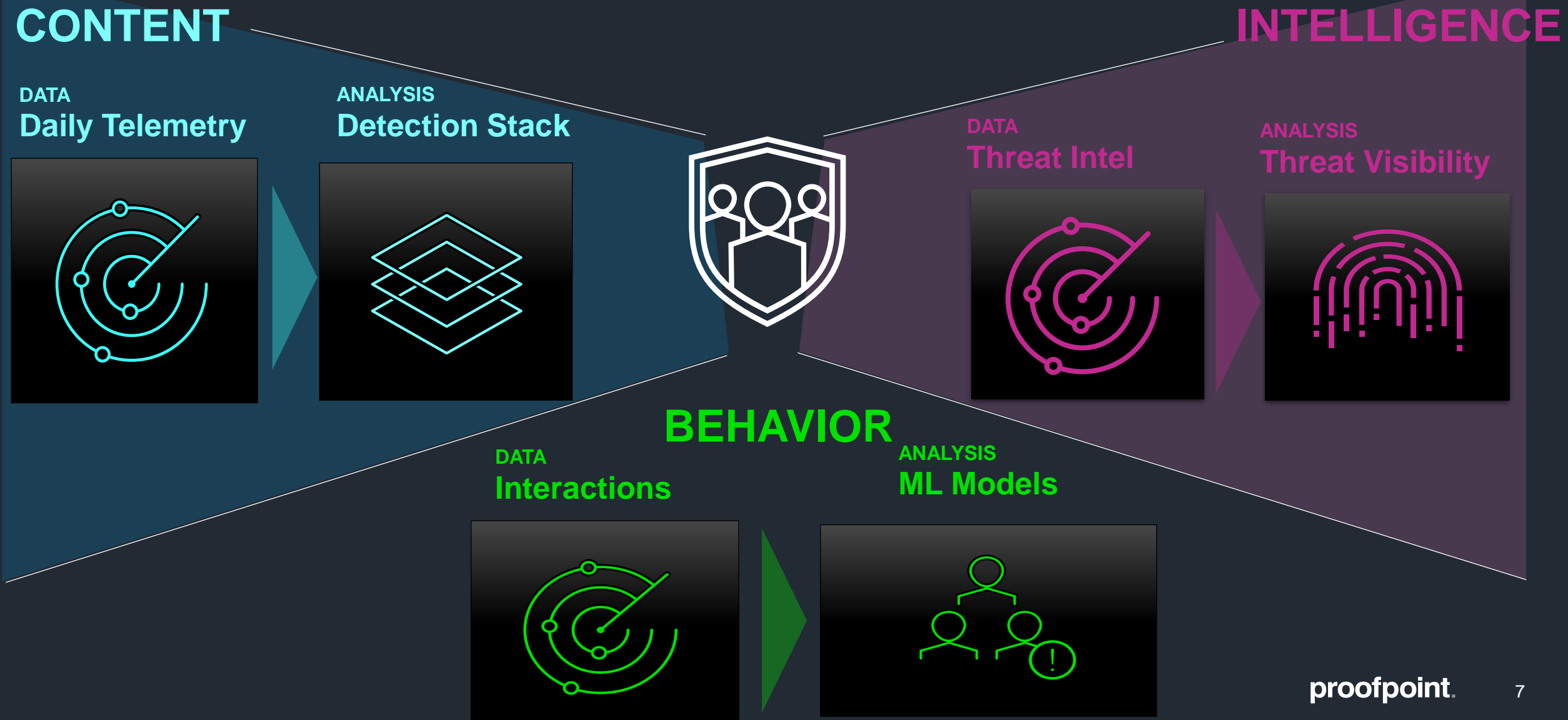
1. Cut off common attack paths
2. Prevent privilege escalation
3. Detect lateral movement

## Sigma

- Detect and block data exfiltration attempts
- Gain insight into risky user behavior

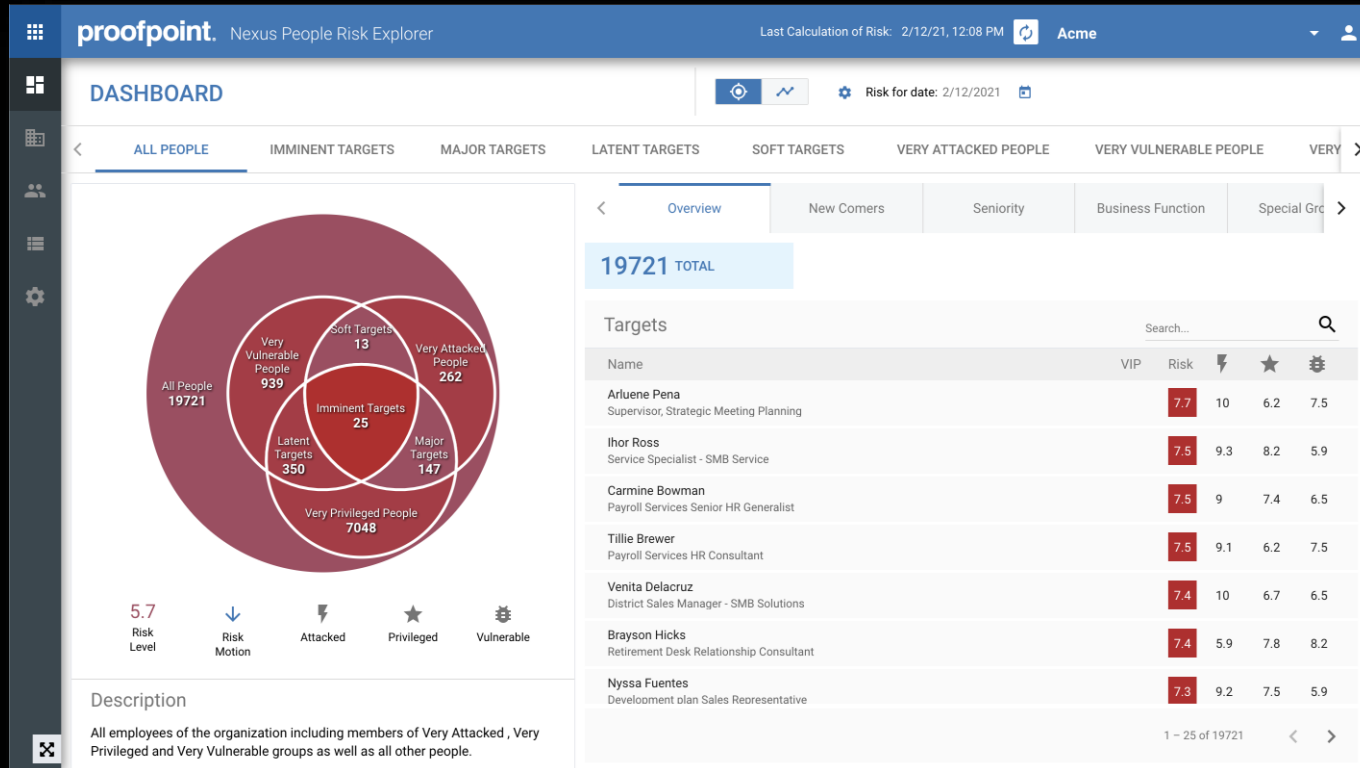


# The Right Data + Analysis Powers the Industry's Leading Efficacy



# Assess: Identify Risky Users and Quantify Human Risk

Integrated with Proofpoint Threat Protection Platform



## Nexus People Risk Explorer (NPRE)

- ✓ Uncover risky users and departments by evaluating their *vulnerability, attack index, and privilege*
- ✓ Prioritize security efforts and focus on *real risk of the organization*
- ✓ Provide recommended security controls that reduce risk score accordingly



# Proofpoint Aegis

The most comprehensive, effective protection against initial compromise

## Pre-Attack



- Build user resilience
- Prevent impersonation
- Identify compromised suppliers

## Attempted Compromise



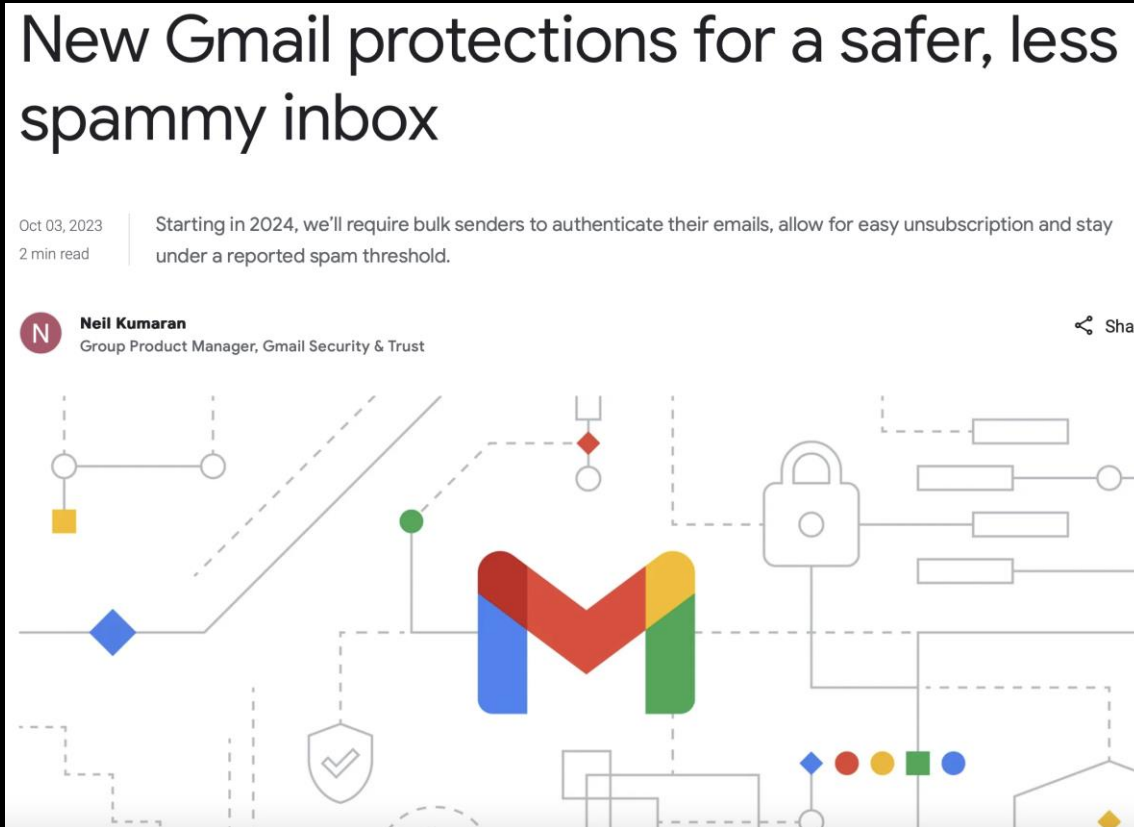
- Block malware, phishing, and impostor attacks
- Warn users about risky messages
- Isolate/block clicks on malicious links

## Post-Compromise



- Respond to post-delivery detection and user reports
- Identify cloud ATO activity: logins, malicious messages, rules, and more

# Gmail / Yahoo enforce authentication Feb'24



## Requirements:

- Implementation of both SPF + DKIM
- Sending with an aligned "From" domain in either the SPF or DKIM domains
- Sending from a domain with a **DMARC** policy of at least p=none
- Valid forward and reverse DNS (FCrDNS)
- One-click unsubscribe (RFC 8058)
- Low spam reported rate

[Google and Yahoo Set a Short Timeline to Meet New Email Authentication Requirements. Are You Ready? | Proofpoint US](#)

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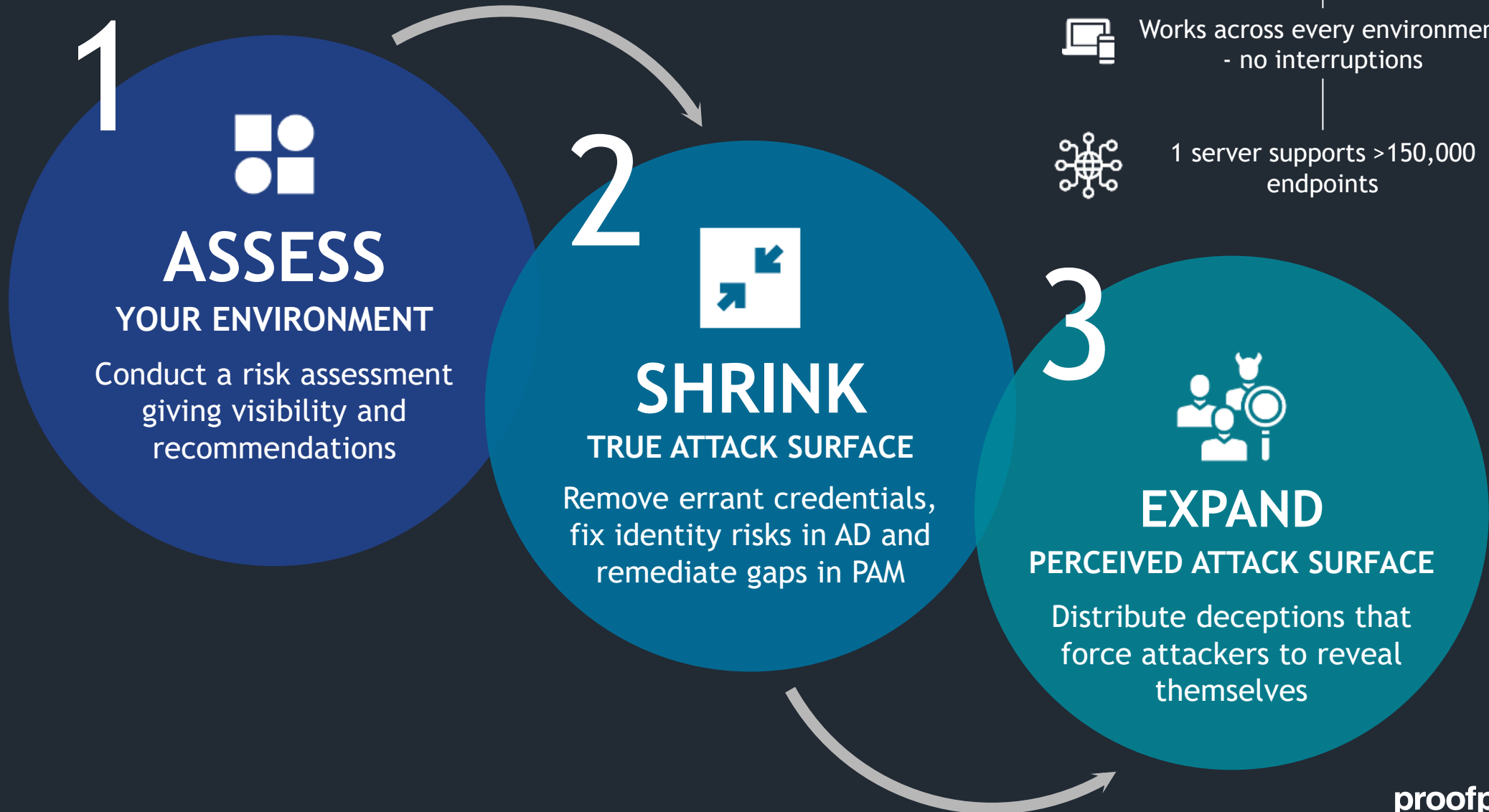
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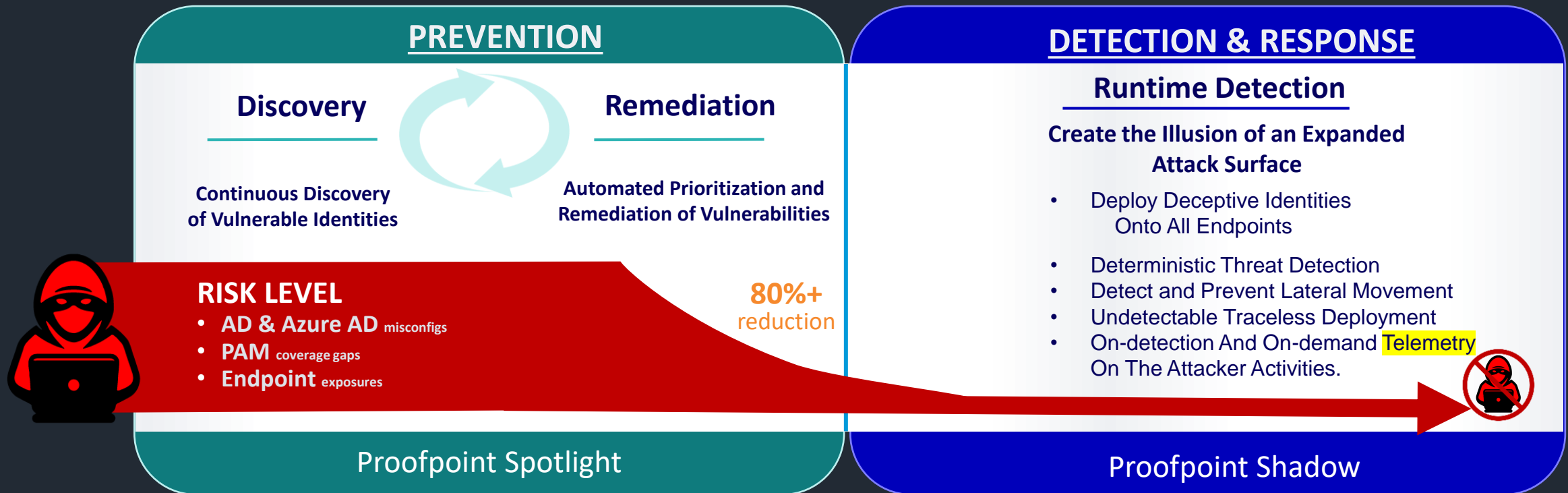
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# Threat Defense Plan



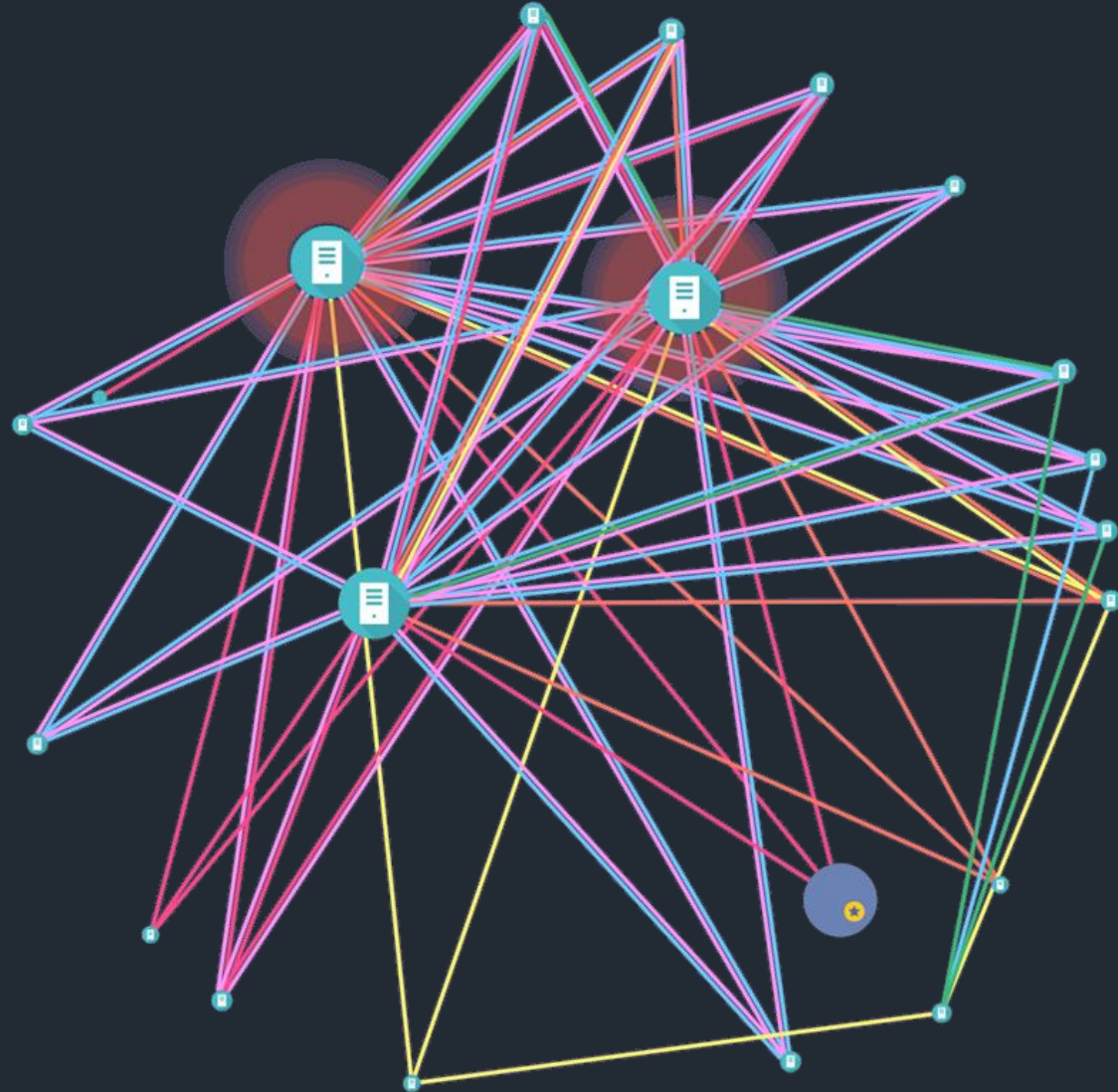
# Proofpoint - The Complete Identity Threat Defense



**AGENTLESS – NO BYPASS OPTION**

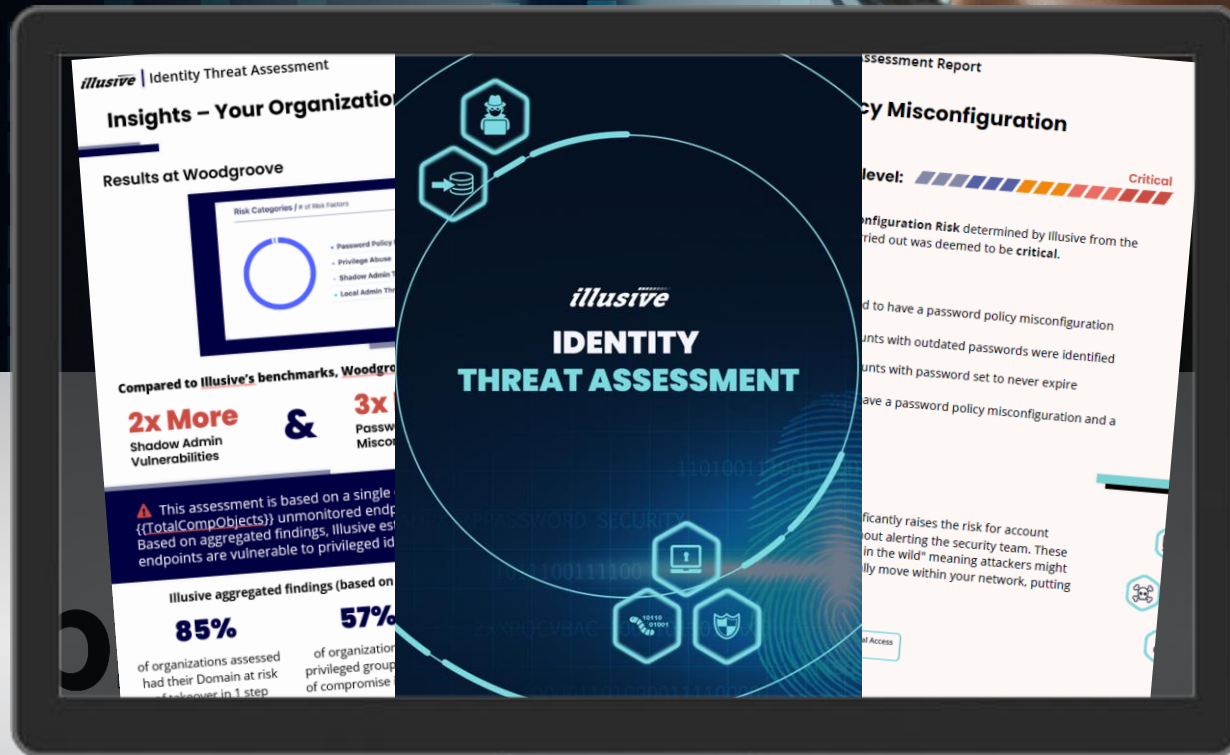
# Proofpoint Identity Threat Defense – Shadow

- High Fidelity Detection
- Detect Attacks that Bypass Security Tools
- Real-time Forensics
- Stop Ransomware Attacks and Data Exfiltration
- Protect Crown Jewels
- Beat the Red Team!
- Proofpoint 150:0 Red Team





# Getting Started: Identity Threat Assessment



## Quick & Easy Process

- 1 One endpoint from IT
- 2 up to **Two** hours of your time
- 3 **Three** compelling insights

**100%** of Illusive Audits  
Find Privileged Identity Risk

# Aligning People Risk Controls to the Attack Chain



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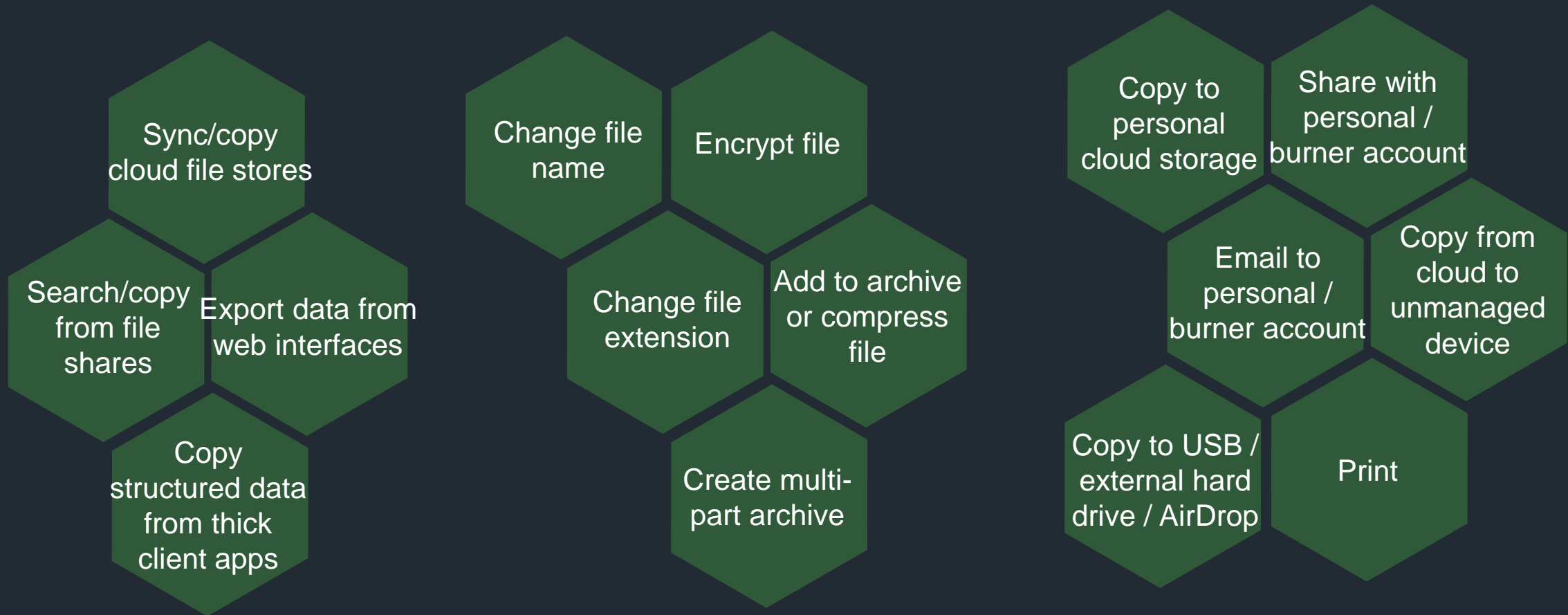
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# 15 Patterns Cover 95%+ of Data Loss Incidents

**Access**

**Manipulation**

**Exfiltration**



# Break The Attack Chain – Value

## EFFICACY

Deploys quickly, covers 100% of your organization wherever they work, and stops threats and data loss **before** they compromise what you care about

“Proofpoint knocks down 85% of my risk—it’s my most critical partner.”

PHARMA CISO

## VISIBILITY

Seeing who is being attacked, who is creating risk, and who is doing the attacking is indispensable in understanding risk

“The data is gold. Without Proofpoint, we’d be blind to what users did with data and clicked on at home.”

LIFE SCIENCES CISO

## OPERATIONAL EFFICIENCY

A people-centric security platform takes the burden off your users, your team, and your downstream controls

“After we deployed Proofpoint, the number of alerts our SOC needed to deal with went down 79%.”

AIRLINE CISO

# Ready to Get Started?

Three simple steps to start mitigating people risk in your organization:

## Rapid Risk Assessment

Quickly identify threats in your environment across email and cloud, including malware, credential compromise, and BEC

## Identity Threat Assessment

Map out attack paths and identity risk in minutes, gaining the same visibility an adversary would have in your environment

## DLP / Insider Risk Workshop

Leverage our experts to map out how to get better visibility into and control over data loss and insider risk in your organization





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