F5® Herculon™ Security Portfolio

PRESENTED BY:
Olaf Dupont, Distribution Manager DACH
F5 Herculon Product Portfolio

**SSL Orchestrator**
- All-in-one solution designed to deliver increased visibility into encrypted traffic
- Converts customer to the “new security stack”
- Leverages and augments existing security investments
- Provides context-aware dynamic service chaining
- Enables easy service insertion

**DDoS Hybrid Defender**
- Comprehensive DDoS protection, tightly-integrated on-premises and cloud
- Simplified user experience
- Multi-technique DDoS protection
- Designed specifically for high performance
- Intelligently integrates cloud scrubbing
Herculan DDoS Hybrid Defender
News on DDoS threats isn’t going away
Protecting Against DDoS is Challenging

Good vs. Bad Traffic
All connections look the same – hard to distinguish the good from the bad

Sophisticated and Targeted
Multi vector attacks leveraging TLS connections, with malware embedded in the application traffic

Multiple Vulnerable Points
Attacks target weakest link network, WAN bandwidth, and applications
Today’s Solutions Fall Short

**Good vs. Bad Traffic**
Rate limiting or black holing techniques impact legitimate traffic (and the business)

**Sophisticated and Targeted**
Too little too late due to out-of-band deployment against short bursty traffic

**Multiple Vulnerable Points**
Partially effective depending on type of solution and placement in the network

Blind to SSL and easily overwhelmed, contributing to the DDoS
Introducing DDoS Hybrid Defender

**Accurate Detection**
Behavioral-based attack detection with ability to sustain DDoS due to the high performance proxy solution

**Ultra-Fast Mitigation**
Sub-second attack detection with hardware assist inline or in out-of-band mode
SSL visibility with real-time traffic decryption and inspection of malicious data

**Full Protection on All Fronts**
Holistic DDoS protection for network, application and bandwidth with hybrid DDoS approach
DDoS Hybrid Defender

Comprehensive DDoS protection, tightly-integrated on-premises and cloud

Simplified user experience

Multi-technique DDoS protection

Designed specifically for high performance

Intelligently integrates cloud scrubbing
Simplified User Experience

Out of the box experience
- Quick configuration
- Deploy in minutes
- Simplified UI/UX

Streamlined Configuration
- Easy setup to work flow
- Quickly activate cloud scrubbing & security settings
- Streamlined approach to device protection and application

Reporting
- Insightful dashboard for real-time visibility
- Detailed drilldown view
- Reduce time to remediate attacks
Being able to create a dynamic signature of how a particular attack is being executed against the site – that’s great – I really like that capability. I think that is an edge against quite a few…the majority of your competitors in the space.” – David Monahan, EMA
Ultra-Fast Mitigation: Inline Inspection

Real-Time Decryption
Hybrid Defender provides high performance scalable SSL decryptions services to provide visibility into encrypted attacks and absorb SSL/TLS attacks.

Application Inspection
Low and slow, application specific attacks need deep application layer analysis. Slowloris, Slow read, Slow write on http and DNS Nxdomain attacks, for example.

Proactive Bot Detection
Bots generate 50% of the traffic to a typical website. Proactive bot detection ensures that only valid request are sent to the application server.
1. Volumetric DDoS attack detected by Hybrid Defender.

2. Automated signal sent to Silverline portal indicating a volumetric attack.

3. Automated signal alerts Silverline SOC. Redirection plan is executed.*

4. Attack scrubbed and clean traffic sent to customer.

5. Response traffic sent directly back to legitimate user.

*If no all-clear signal is received within 5 minutes; ensures attack is sustained and appropriate for redirection.
4 Parts to Build a Quote

Herculon Appliance

Herculon i10800
F5-HRC-DHD-i10800 $231,838

Herculon i5800
F5-HRC-DHD-i5800 $133,995

Herculon i2800
F5-HRC-DHD-i2800 $86,995

Herculon VE 10 Gbps
F5-HRC-DHD-VE-10G-V13 $83,194

Herculon VE 3 Gbps
F5-HRC-DHD-VE-3G-V13 $56,594

Herculon VE 1 Gbps
F5-HRC-DHD-VE-1G-V13 $41,594

Silverline Subscription

Always Available 50 Mbps
(1 or 3 year)
F5-FAS-DOS-AA-13-1YR

Always Available 100 Mbps
(1 or 3 year)
F5-FAS-DOS-AA-1-1YR

Threat Intelligence

IP Intelligence i10800
F5-SBS-HRC-IPI-8-1YR $21,500
F5-SBS-HRC-IPI-8-3YR $51,600

IP Intelligence i5800
F5-SBS-HRC-IPI-6-1YR $9,750
F5-SBS-HRC-IPI-6-3YR $23,400

IP Intelligence i2800
F5-SBS-HRC-IPI-5-1YR $6,000
F5-SBS-HRC-IPI-5-3YR $14,400

IP Intelligence VE 10 Gbps
F5-SBS-HRC-VEIPI61YR $9,750
F5-SBS-HRC-VEIPI63YR $23,400

IP Intelligence 3 Gbps
F5-SBS-HRC-VEIPI51YR $6,000
F5-SBS-HRC-VEIPI53YR $14,400

IP Intelligence VE 1 Gbps
F5-SBS-HRC-VEIPI41YR $4,000
F5-SBS-HRC-VEIPI43YR $9,600

Support & Services

Herculon Premium Service (7x24)
F5-SVC-HRC-PRE-L1-3

Herculon Standard Service (5x10)
F5-SVC-HRC-STD-L1-3

Herculon VE Premium Service (7x24)
F5-SVC-HRC-VE-PREL13

Herculon VE Standard Service (7x24)
F5-SVC-HRC-VE-STDL13

Four-Hour Hardware Replacement Service (RMA)
F5-SVC-HRC-RMA-4
<table>
<thead>
<tr>
<th>Industry and Analyst Community</th>
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<tr>
<td>“Application layer DDoS is a very hard problem to solve. I like the angle of combining DDoS w/ SSL decryption”</td>
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<td>“There’s definitely uniqueness about it and this positioning is spot on!”</td>
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<td>“The interface seems very straightforward and very well thought out.”</td>
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<td>“Auto-threshold – that’s very nice. I can see how it can help tremendously for behavior baselining”</td>
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<td>“[Dynamic signatures is an] edge against the majority of your competitors.”</td>
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Major Move Toward Full Traffic Encryption

70% of all Internet traffic encrypted by 2017

Source: Sandvine

Encryption Drivers

- Data security
- Privacy
- Regulatory – public and private sector mandates
- Browser vendors
- Site defaults
  - Let’s Encrypt free CA
- Emerging standards
  - HTTP/2
  - TLS 1.3
  - Forward Secrecy (DHE, ECDHE)
Has Significant Performance Hit on Security

Not just performance: latest cipher support is often missing

79% Next-Gen Firewall Performance Impact
75% Next-Gen IPS Performance Impact
100% Threat Defense No SSL Support

Enabling SSL on a firewall, SWG, or an IPS will reduce the overall performance of the appliance, often by more than 80%

Source: NSS Labs and vendor data
Administrators forced to choose: let the traffic go uninspected, or suffer extreme application performance losses.
Attackers are Taking Advantage

- **Malware**: uses encrypted channels to evade detection
- **Botnets**: Command and control traffic is encrypted
- **Data Theft**: uses encryption to evade DLP solutions

Without security tools to inspect encrypted traffic, attacker actions go undetected

How much risk are you willing to accept?
F5 SSL Orchestrator
Provides decryption and steering of SSL traffic, enabling traffic inspection

Next-Gen Firewall
Next-Gen IPS
Malware Protection
Secure Web Gateway
Data Loss Prevention
Other...

User -> F5 SSL Orchestrator -> Apps

Eliminates the security blind spot
F5 SSL Orchestrator
Purpose built, all-in-one SSL appliance

- High performance SSL decrypt / encrypt
- Outbound SSL visibility
- Traffic classification policy engine
- Dynamic service chaining, decoupled from topology
- Load balancing of security devices
- Native traffic handoff
- SSL proxy architecture supporting cipher negotiation, DHE/ECDHE and Forward Secrecy
Native Handoff to Security Devices

*Significant advantages over L2 “bump-in-the-wire”*

- **Inline Insertion (L3 Routed)**
- **Inline Insertion (L2 Bridged)**
- **ICAP**
- **Passive**

- **Users / Devices**
  - User
  - Internet
  - Firewall
  - NGFW (Pool)
  - IPS (Pool)
  - Anti-Malware (Pool)
  - DLP (Pool)
  - SIEM

- **Decrypt and Steer** (based on policy, bypass options)
- **Re-encrypt**

**F5 BIG-IP** (Single box or 2-box Air Gap Solution)
Traffic Classification and Dynamic Service Chaining

- Rich set of traffic selectors
- Decrypt and steer to security services based on policy match
- Bypass, block, inspect actions

Traffic Classification
- Source/Dest IP Addr or Subnet
- Source/Dest Data Group
- Protocol
- Port
- Domain
- IP geolocation
- IP intelligence*
- URL category*

* subscription

- Virtual grouping of security devices
- Policy specifies which chain handles selected traffic
- Topology independent
  - Not tied to an interface, port or VLAN
Simplified User Experience

Out of the box experience
- Quick configuration
- Deploy in minutes
- Simplified UI/UX

Streamlined Configuration
- Simplified setup
- Services definition
- Policy configuration

Reporting
- Insightful dashboard for cipher visibility
- Detailed drilldown view
- Reduce time to remediate attacks
- Native on box, Splunk app
Additional Details
Herculon Channel Rebate

**Timeframe:** Jan 25, 2017- June 30, 2017

**Program Summary:** For PIO & FIO deals, that close on or before June 30, 2017, F5 will pay the partner company the following rebate, depending on Herculon SKU* sold:

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There is a cap of $20K payout per opportunity closed. Please refer to the Herculon Rebate Brochure on HIVE starting Jan 25th for terms and conditions and a list of applicable SKUs and their corresponding rebates.

*not all Herculon SKUs are eligible*
SOLUTIONS FOR AN APPLICATION WORLD