



# Changing Endpoint Security, For Good!

## ASSOCIATION LE BUSINESS CLUB -10 Avril 2018

Isaac Beerli  
Director of Sales – EMEA  
[isaac@morphisec.com](mailto:isaac@morphisec.com)  
+972/52-6272820



# About MORPHISEC

- > Founded in July 2014
  - Technology out of Ben Gurion University Cyber research labs
  - Winner of JVP's 2014 RSA Cybertition contests
- > Product launched in May 2016
- > 45 employees (Israel, The Netherlands, India and Boston)
- > Fundraising:
  - \$1.5M Seed in July 2014 (JVP)
  - \$7M Series A in August 2015 (GE, DT)
  - \$3M SVB venture debt in February 2017
  - \$12M B-round in December 2017

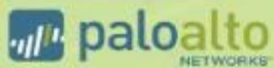


# Client References - Worldwide



# The Problem

Which of the following attack vectors do you consider the biggest vulnerability at your company?



Source: Palo Alto Networks

“Wannacry”, “Petya”, “Bad Rabbit” May - October 2017

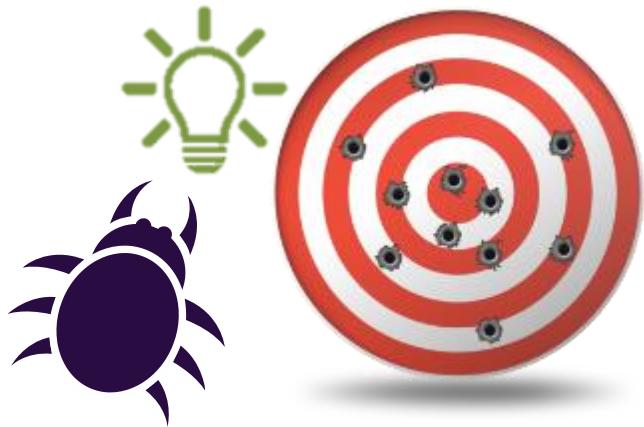
Company	Industry	Consequences
Merck	Pharma	<ul style="list-style-type: none"> <li>• Destruction of data</li> <li>• R&amp;D work halted</li> </ul>
Maersk	Shipping	<ul style="list-style-type: none"> <li>• Shipping halted</li> </ul>
Nuance	Software services	<ul style="list-style-type: none"> <li>• Ops at healthcare users of Nuance halted</li> </ul>
DLA Piper	Law	<ul style="list-style-type: none"> <li>• Halted operations</li> <li>• Loss of client confidence</li> </ul>
Reckitt	Manufacturing	<ul style="list-style-type: none"> <li>• Forecast \$130M revenue loss</li> </ul>
Cadbury	Manufacturing	<ul style="list-style-type: none"> <li>• Production frozen</li> <li>• Forecast 3% revenue loss</li> </ul>
Fed Ex / TNT	Shipping / logistics	<ul style="list-style-type: none"> <li>• Shipping halted</li> </ul>

*Cyence, a firm that helps insurers measure cyber risk, estimated that economic costs from NotPetya would total \$850M.*

# Do we need additional endpoint technology ?

## Attacker's Advantage:

*Predictable  
static targets*



**Existing Solutions:**  
Reactive Detection

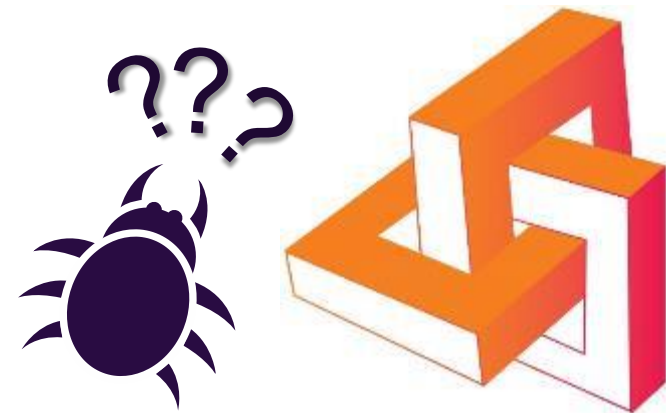
- Operational
  - (opex, labour, resources, operational risks)
- Business continuity
  - (Patching, systematic risks, remediation efforts)
- Brand recognition / marketing
  - (brand value, public opinion, social media)
- Regulatory & legal
  - (GDPR, audit, regulation, liability risks)

# What if ?

- Operational
  - (opex, labour, resources, operational risks)
- Business continuity
  - (Patching, systematic risks, remediation efforts)
- Brand recognition / marketing
  - (brand value, public opinion, social media)
- Regulatory & legal
  - (GDPR, audit, regulation, liability risks)

## Defender's Advantage:

*Unpredictable  
moving targets*

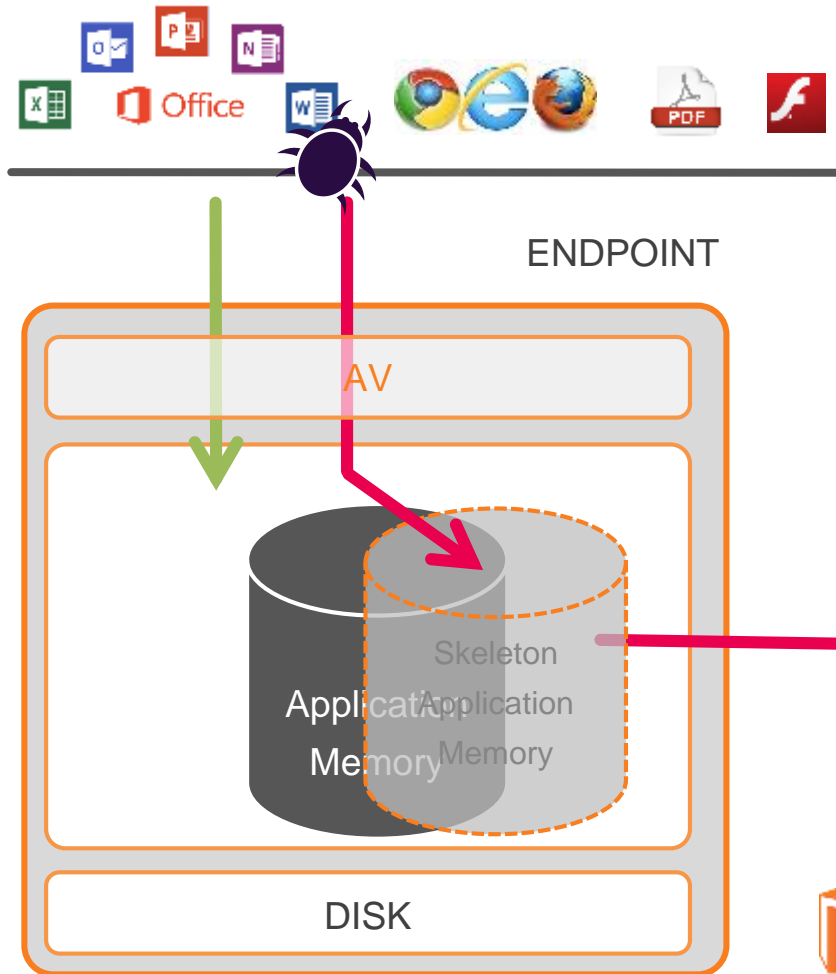


**Proactive  
Prevention  
Pre-Breach !**

# The Solution – Moving Target Defense

- **Prevention:**
  - Prevents zero-days, targeted and **unknown** attacks, with no prior knowledge
  - **Pre-Breach prevention** as opposed to Post-Breach Detection
- **Deterministic**
  - Eliminates false positives
  - Defined area of true positive alerting
  - Ubiquitous effect
- **Resilience**
  - MTD – Morphisec of each process, changes attack economics
- **Camouflaged environment**
  - You can only attack what you know of and can identify / see

# The Morphisec Solution – Moving Target Defense



## Protector – a Slim Service

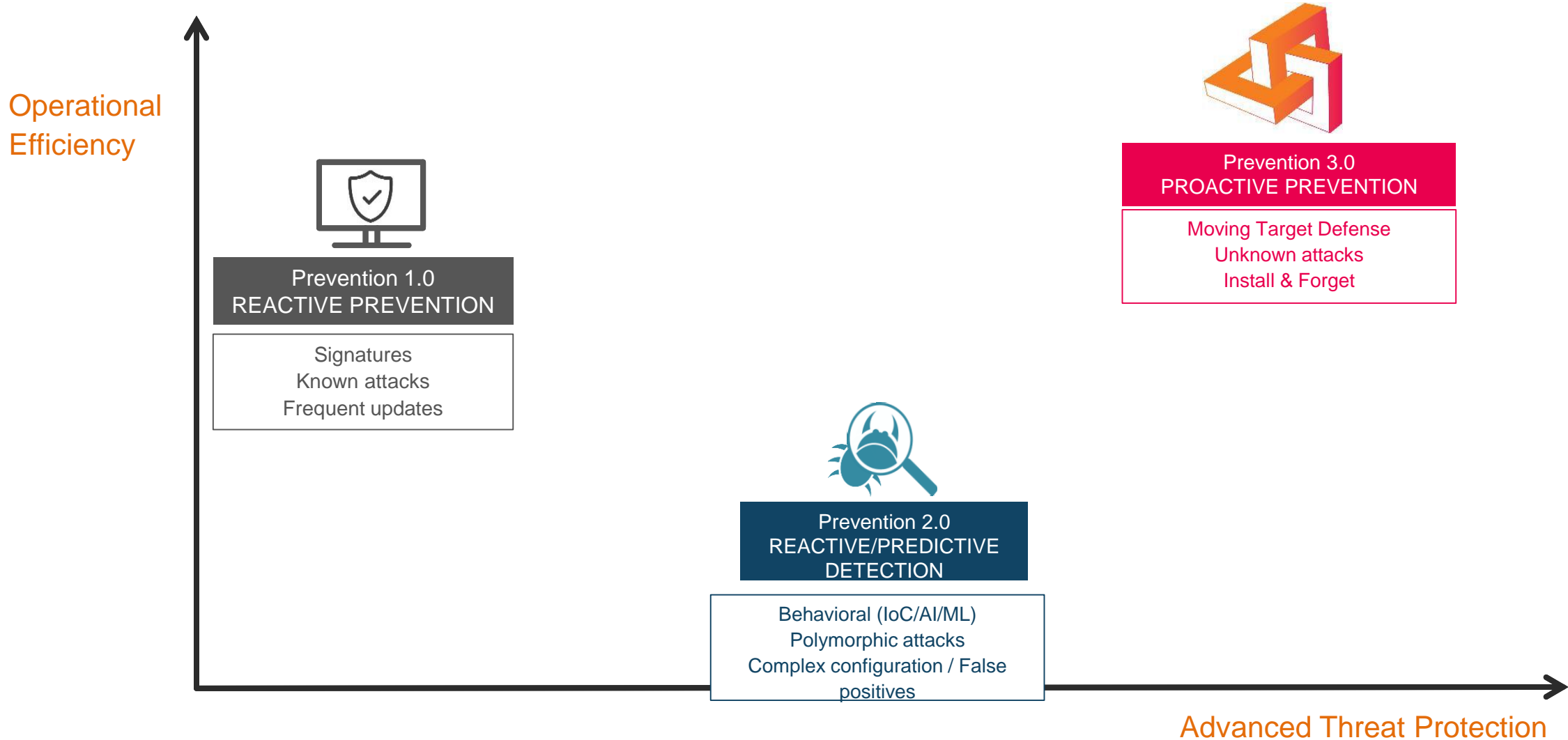
- 2Mb DLL, User Mode, MSI
- Windows 7,8,10, 2008, 2012, 2016

## Install & Forget!

- No reboot
- No configurations
- No database, signature-less
- No false positives
- No Network load
- No performance penalty
- Application agnostic
- Autonomous
- Compatible



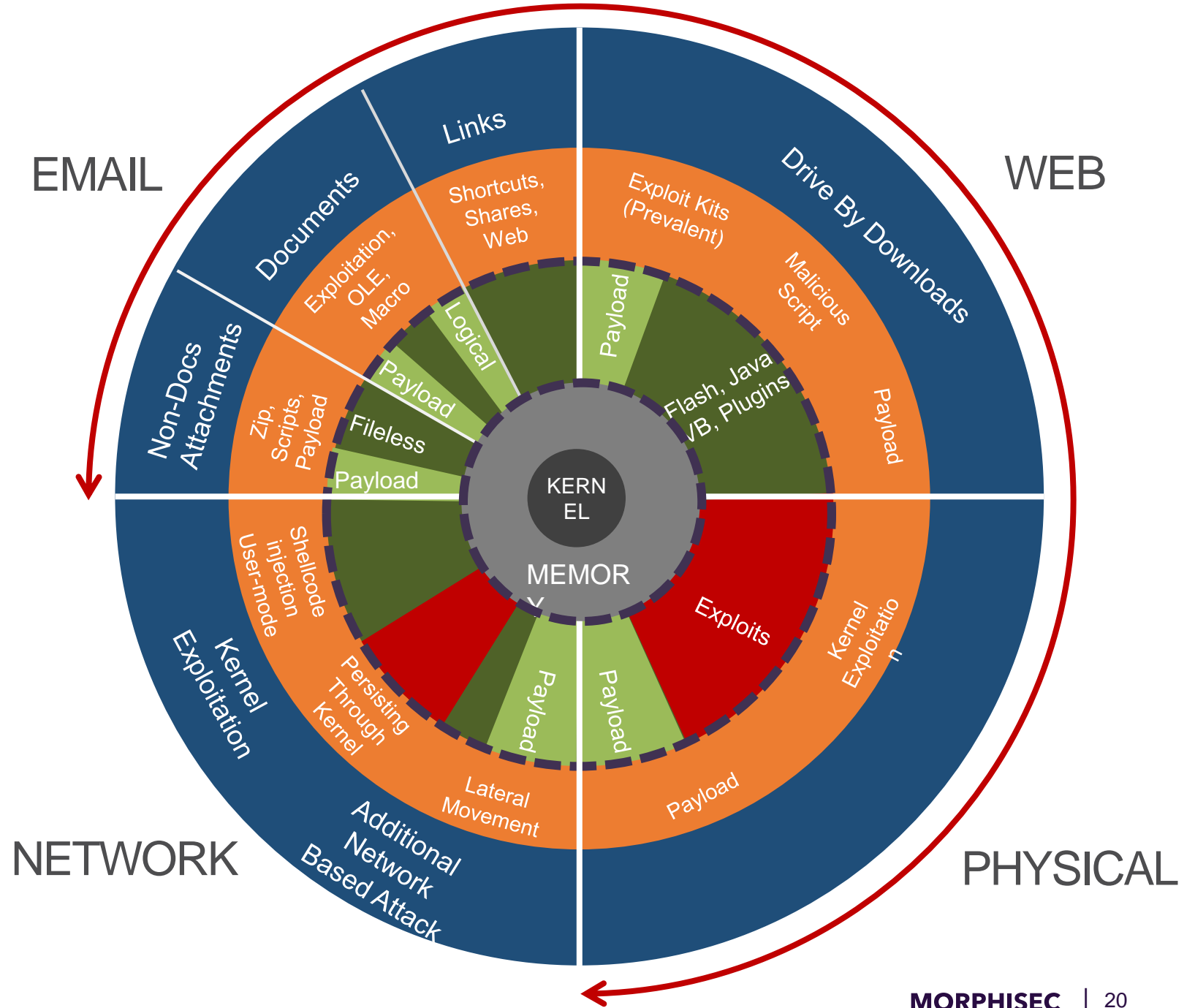
# Endpoint Security Evolution



# Morphisec Attack Coverage

- Full Coverage
- Partial Coverage
- No Coverage

- Infiltration
- Pre-execution
- Execution
- User Vectors: Social Engineering / Phishing





**MORPHISEC**

Moving Target Defense

Your Business !

# A Powerful and Simple Security Stack

Endpoint



Moving Target  
Defense



In-Memory  
Attack  
Techniques



AntiVirus



Known  
Executables

## The Ideal Stack Has...

- High prevention efficacy
- Operational efficiency
- Low impact on the endpoint
- Less patching and re-imaging
- Resilience to attack trends
- Low on-going cost and maintenance
- Compatibility with security agents

# Client Benefits!

## Security

- Safeguard endpoints from advanced in-memory attacks
- Enhance defense for production / unpatched system: advanced attacks originate on endpoints
- Disrupt attackers' business model – they will go elsewhere

## Simplicity

- Less time and effort to deal with advanced attacks
- No impact on IT or production operations
- Install & Forget, built for global scale at minimum operating expense and risks

## Business

- Resistance to destructive disruption of business or production operations
- Leapfrog over restrictive security tools and practices
- For customers, differentiated and superior security posture

# Use Cases

## Main reasons:

- Reduce significantly the risk of unpatched vulnerabilities
- Extremely low operational overhead – practically zero management intervention
- Quick and simple roll-out – had immediate roll-out to 1700 endpoints.

Leading Security solution vendor (US based)  
Some of you might have their product installed.

## Main reasons:

- Require simple and low management solution for End Points.
- Being a research engineering institution, users require Admin rights on the endpoints and regularly install / remove proprietary applications. Morphisec Moving target Defense, being application agnostic, fits this business requirement.
- 4000 End points, immediate and simple roll-out achieved.
- Several APTs stopped since roll-out.

Leading Research institution (US based)

# Use Cases (cont.)

## Main reasons:

- Limited security resources were unable to manage NextGen AV – too many false positives and heavy management overhead.
- Morphisec provided a simple solution, completely deterministic (reduced false positives to minimum) and quick to roll-out.
- Completed world-wide installation, >20,000 endpoints in less than a month.

Leading Manufacture Automotive Industry  
Fortune 500 Company (worldwide)

## Main reasons:

- Multiple proprietary financial applications running on VDI environment (service center, analysts, partner network)
- Morphisec was able to reduce massively false positive rate and provide critical zero performance penalty operation which was impossible to achieve with AV solutions on the VDI servers.

Financial Institution  
(Israel)

## Main Reasons:

- Running multiple proprietary apps (and local packages) on a locally developed VDI infrastructure.
- Required a slim, no hassle solution.
- Required protection on both host and VDI environment

Hotel Chain  
(Israel)



**MORPHISEC**

Moving Target Defense

Our Company !





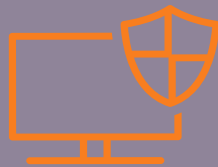
# MORPHISEC

Moving Target Defense

## THANK YOU!



PROACTIVE  
PREVENTION



POWERFUL  
PROTECTION



AFFORDABLE  
SECURITY



SECURITY  
THAT LASTS