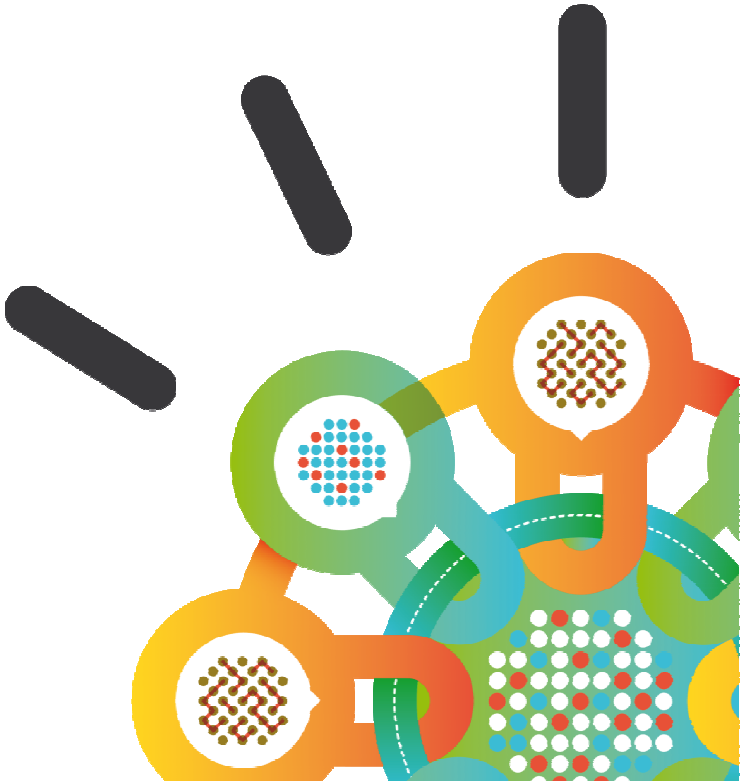
Security Intelligence.
Think Integrated.

CrossIdeas

Company and Product Overview

Andrea Rossi
VP Sales @ CrossIdeas - an IBM Company

Andrea.rossi@crossideas.com



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Senior executives drive Identity Governance adoption

- **Financial Reporting**
  SOX, CA 52-313, Turnbull, LSF, Transparency Directive, JSOX, MAR, L.262
- **Industry Mandated Initiatives**
  Basel II, Solvency II, GLBA, FERC/NERC, FFIEC, FISMA, HIPAA/HITECH, ITAR, Smart Grid
- **Privacy Mandates**
  PCI, State Based (CA 1386, MA Privacy 201), Country Based, EU Data Protection

- **CxO/Senior Executives**
  take individual responsibility for the accuracy and completeness
- **Auditors**
  require certified information to approve Accounts / Risk Mgt reports

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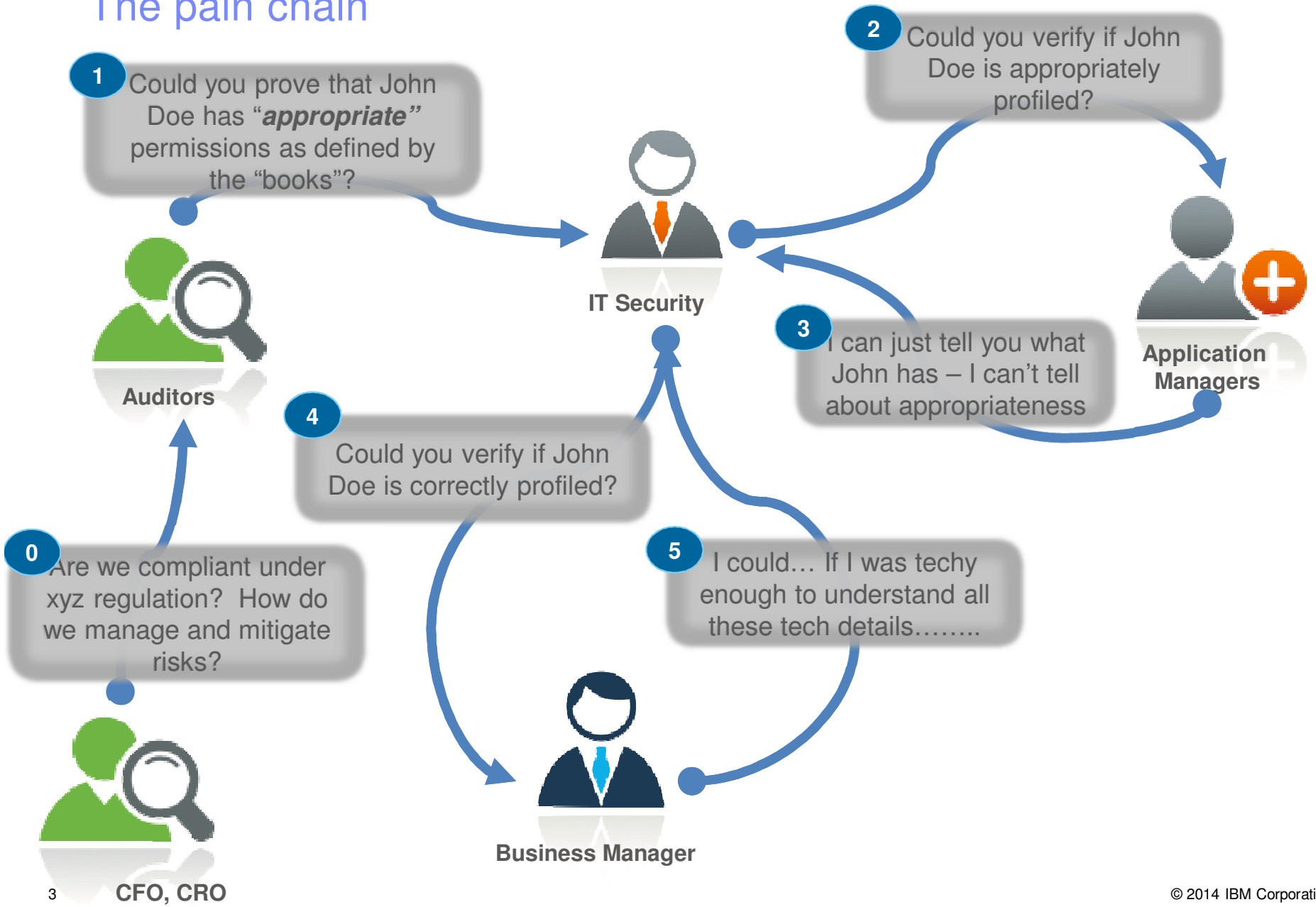
The pain chain



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Typical Audit findings

✗ **Manual efforts to retrieve data**: weeks, meetings, 3rd party consulting fees.

✗ **Inability to detect existing 'toxic combinations'**: privileged application accounts assigned to 'standard' employees, conflicting permissions creating SoD violations.

✗ **Inability to determine 'who approved what when':** many approval processes, 'like Mike' habits, etc.

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About CrossIdeas

CrossIdeas is a leading player of Identity Governance Solutions, enabling organizations to achieve their Compliance, Audit and Access Risk Management objectives

- Founded in 2011, product originates in 2005
- HQ in Italy (Rome)
- Rated as “visionaire” in the Gartner IAG MQ 2011/2012 and IGA 2013
- Fortune 500 companies run CrossIdeas
- Acquired by IBM on July 31st 2014

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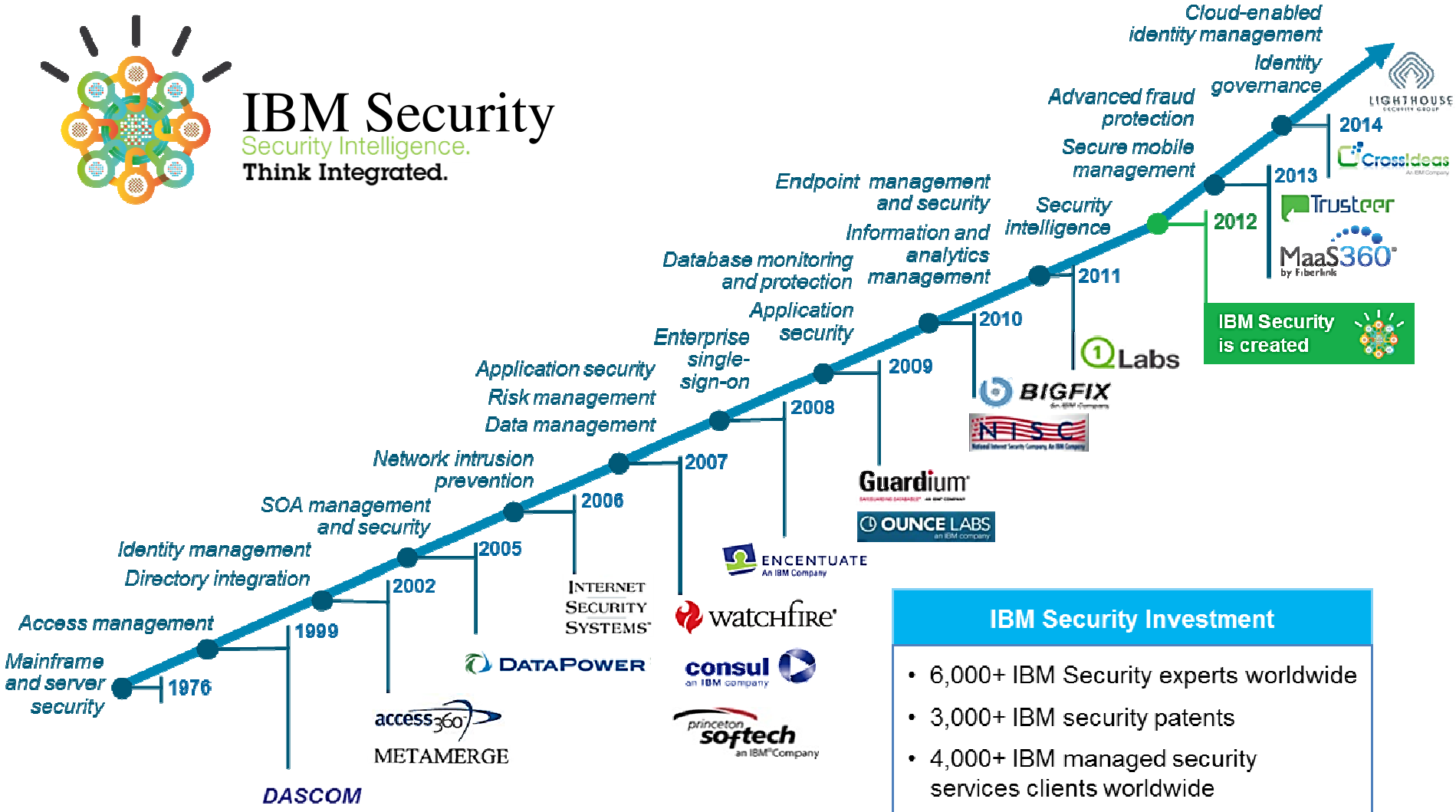
Now part of IBM Security Division…

IBM Security
Security Intelligence.
Think Integrated.



IBM Security Investment

- 6,000+ IBM Security experts worldwide
- 3,000+ IBM security patents
- 4,000+ IBM managed security services clients worldwide
- 25 IBM Security labs worldwide

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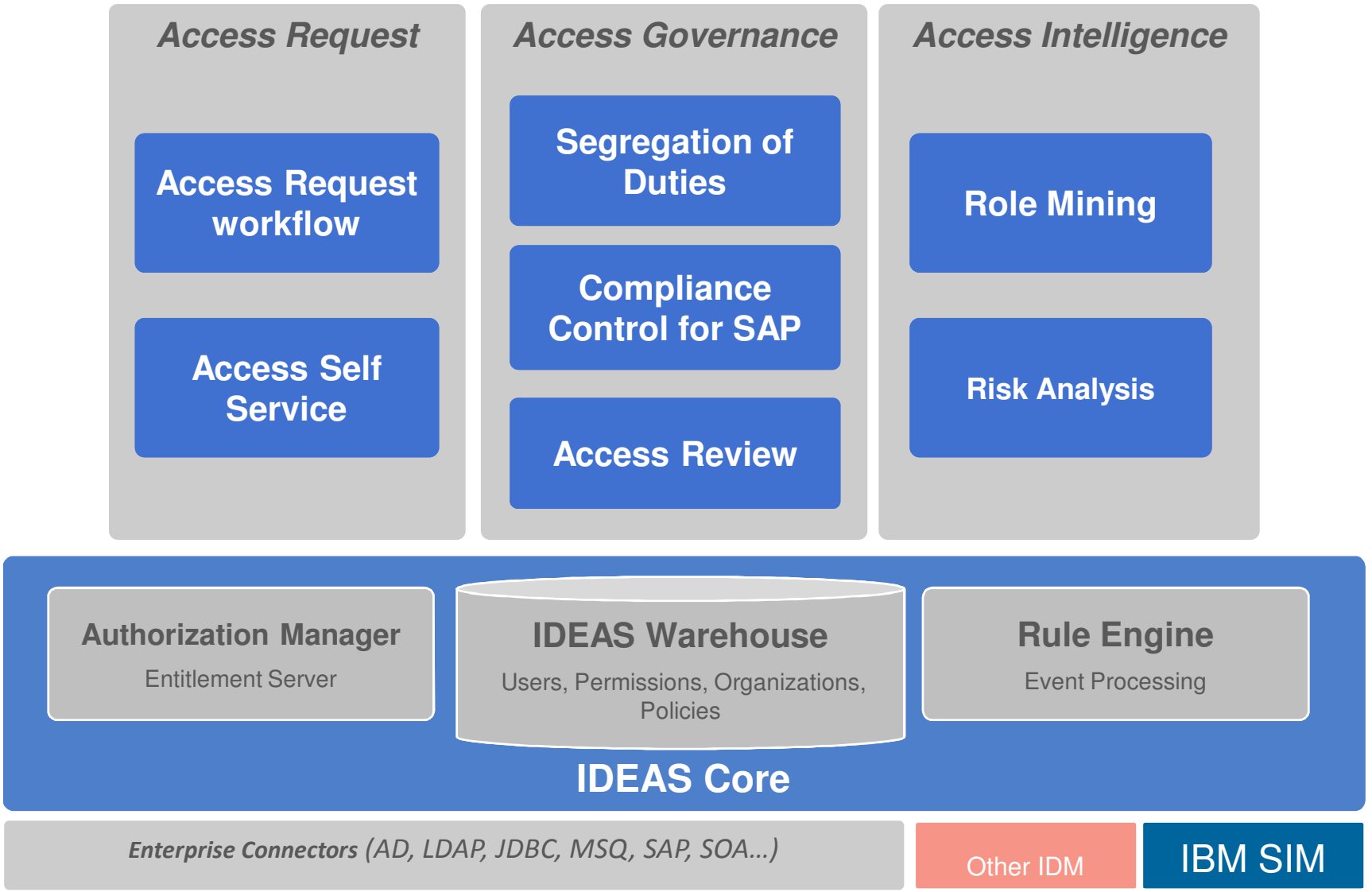
IDEAS Solution Modules



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IBM/CrossIdeas @ a glance

The 'ISIM-CrossIdeas' integration:

- Provides bidirectional integration between IBM SIM and CrossIdeas' IDEAS
- Adds strong Identity Governance capabilities, SAP specific controls, innovative Access/Role Intelligence to SIM

- ISIM customers can rapidly introduce Access Governance capabilities with no changes in their existing ISIM environment
- Non-ISIM customers can introduce Governance capabilities and then either a) expand into Provisioning, or b) replace their existing Identity management system (Sun, NetIQ, …)

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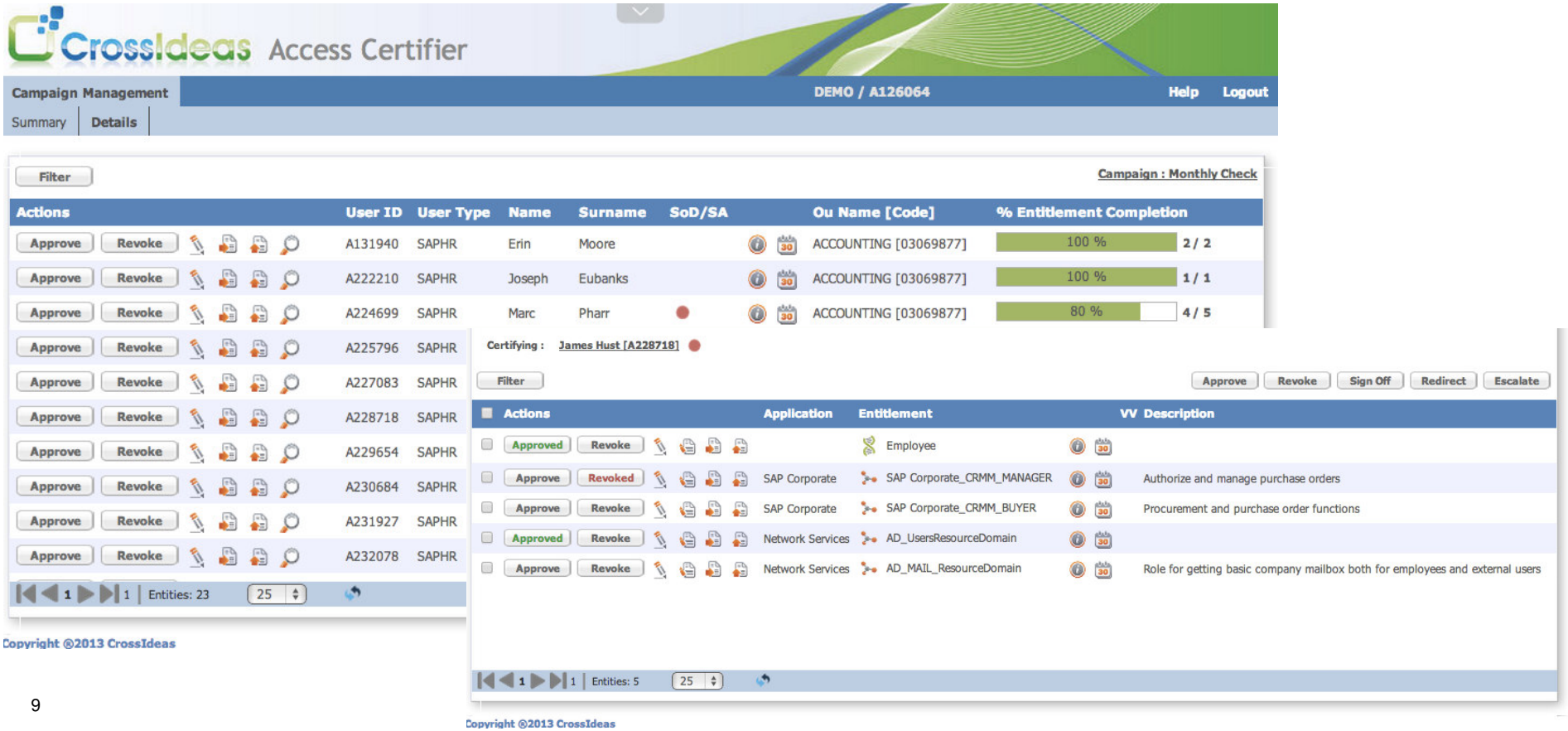
Use Case #2: Access Certification

IDEAS key features

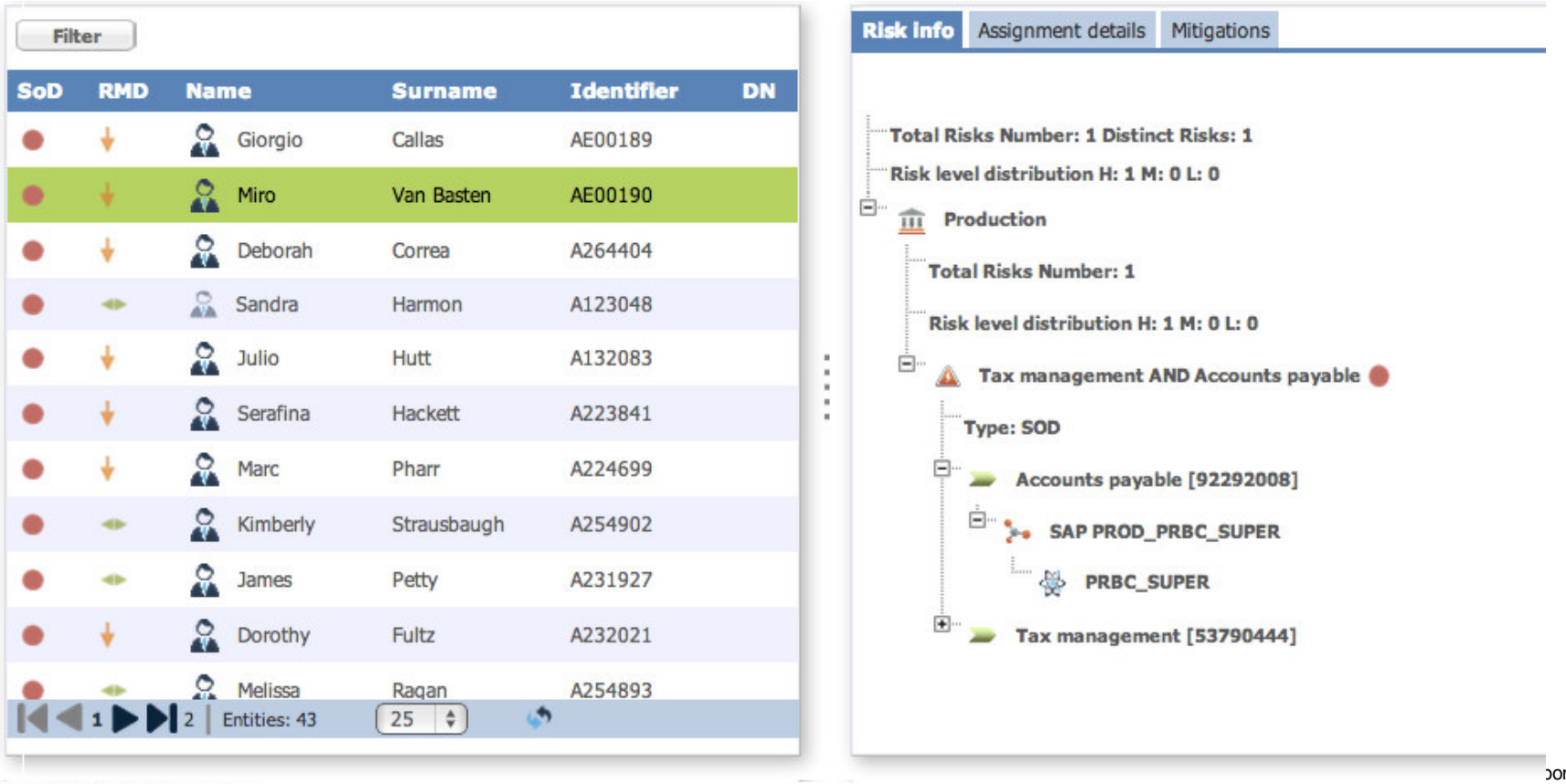
- Business ready, intuitive interface
- Multi-attribute campaign: by Application, by OU, time-limited, etc
- Workflow based, multi-level approvals



Use Case #2: Segregation of Duty

IDEAS key features

- Process-based SoD, does not require Role modeling
- Multi-domain, attribute based SoD maps the complexity of business apps
- Specific SoD controls for SAP



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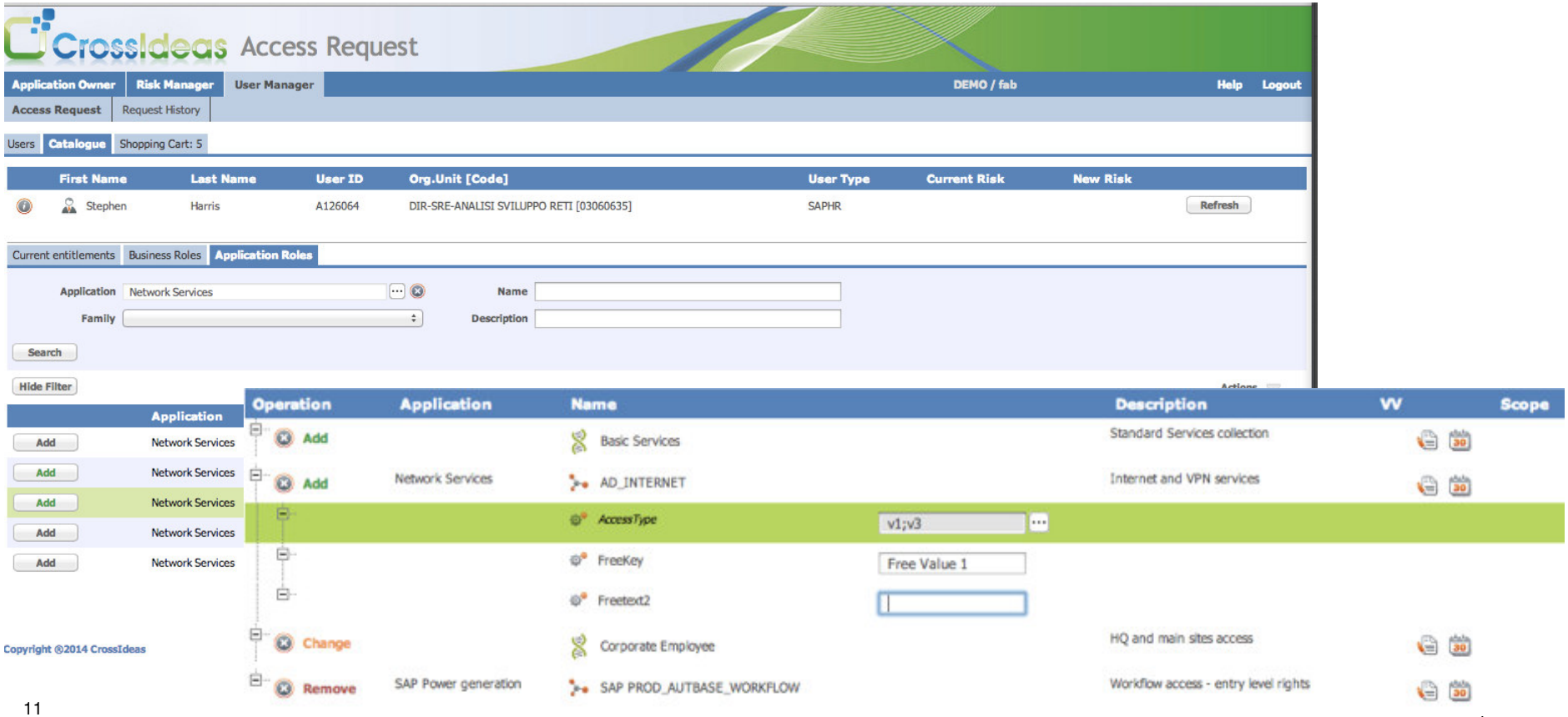
Use Case #3: Access Request Management

IDEAS key features

- Shopping Cart approach eases Business adoption
- Preventive Segregation of Duty takes control of risk
- Fine-grain application rights dramatically reduce complexity



CrossIdeas Capabilities: Highlights

- **An 'Unusually clean data model for IGA'** *(ref. Gartner)*
  - SoD based on 'business processes', allows to implement it without having to go through 'Role design' first.
- **The only IGA player with SAP specific controls**
  - Fine-grain SoD controls on users and roles.
  - One product to manage SAP and non SAP apps.
- **Interoperate with existing Provisioning/IDM platforms**
  - Designed for "Embrace & Extend" approach.
  - Native integration with IBM SIM and NetIQ IDM.
- **Scalable architecture, field proven**
  - J2EE architecture, customers with 100.000+ users.
  - Product originates (2005) as 'Dynamic authorization server'.

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CrossIdeas: Client Snapshot

INSURANCE

GENERALI

helvetia

Posteitaliane

FINANCIAL SERVICES

SOCIETE GENERALE

Banca Popolare di Milano

Banca Marche

ENERGY & UTILITIES

e·on

Alitalia

Informatica Trentina SpA

Enel

ENERGY IN TUNE WITH YOU.

MANUFACTURING

Ferrari

Salvatore Ferragamo

WhiteWave

PIAGGIO

PUBLIC SECTOR

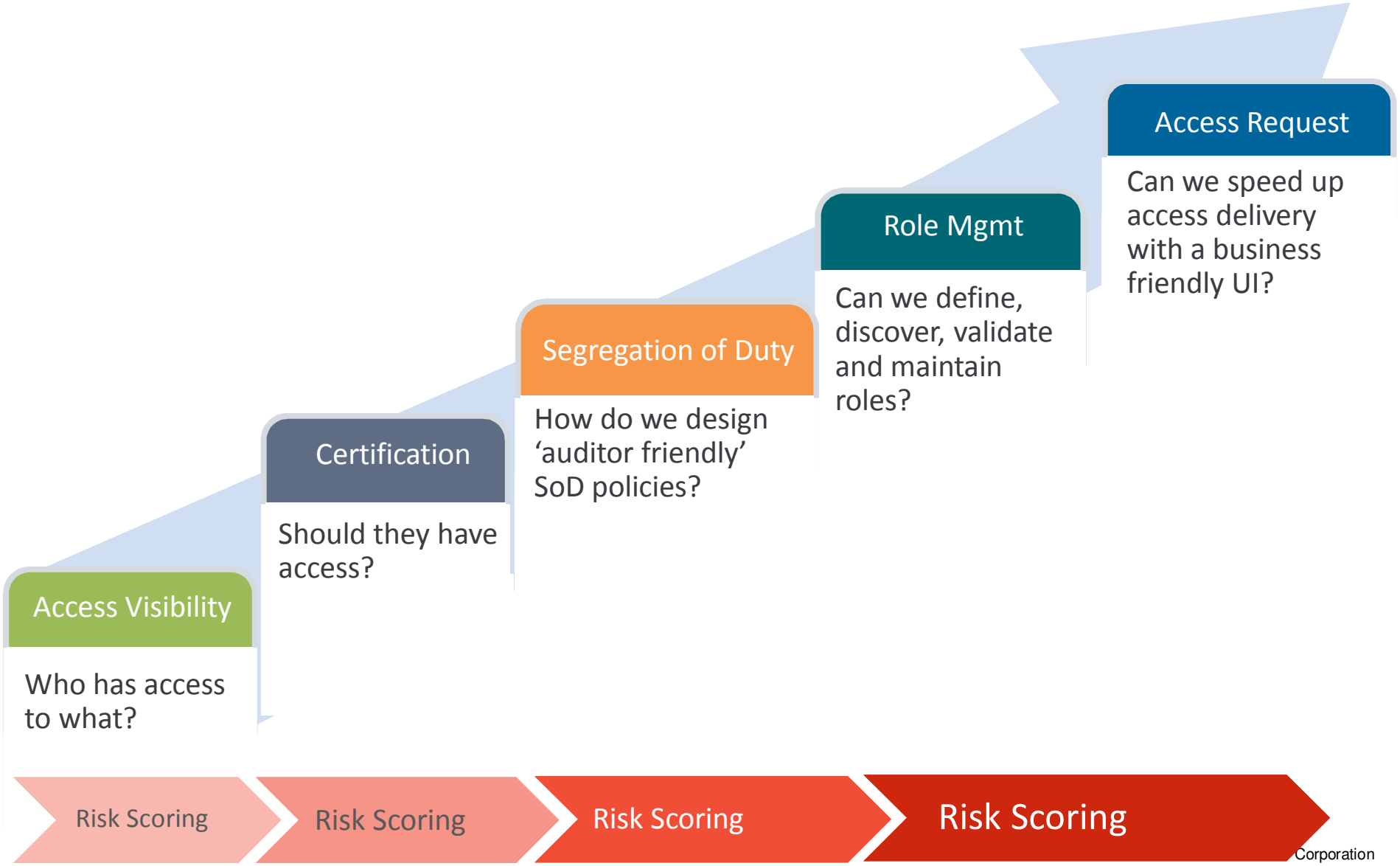
Ministero della Giustizia

Percorsi chiari e precisi: un tuo diritto

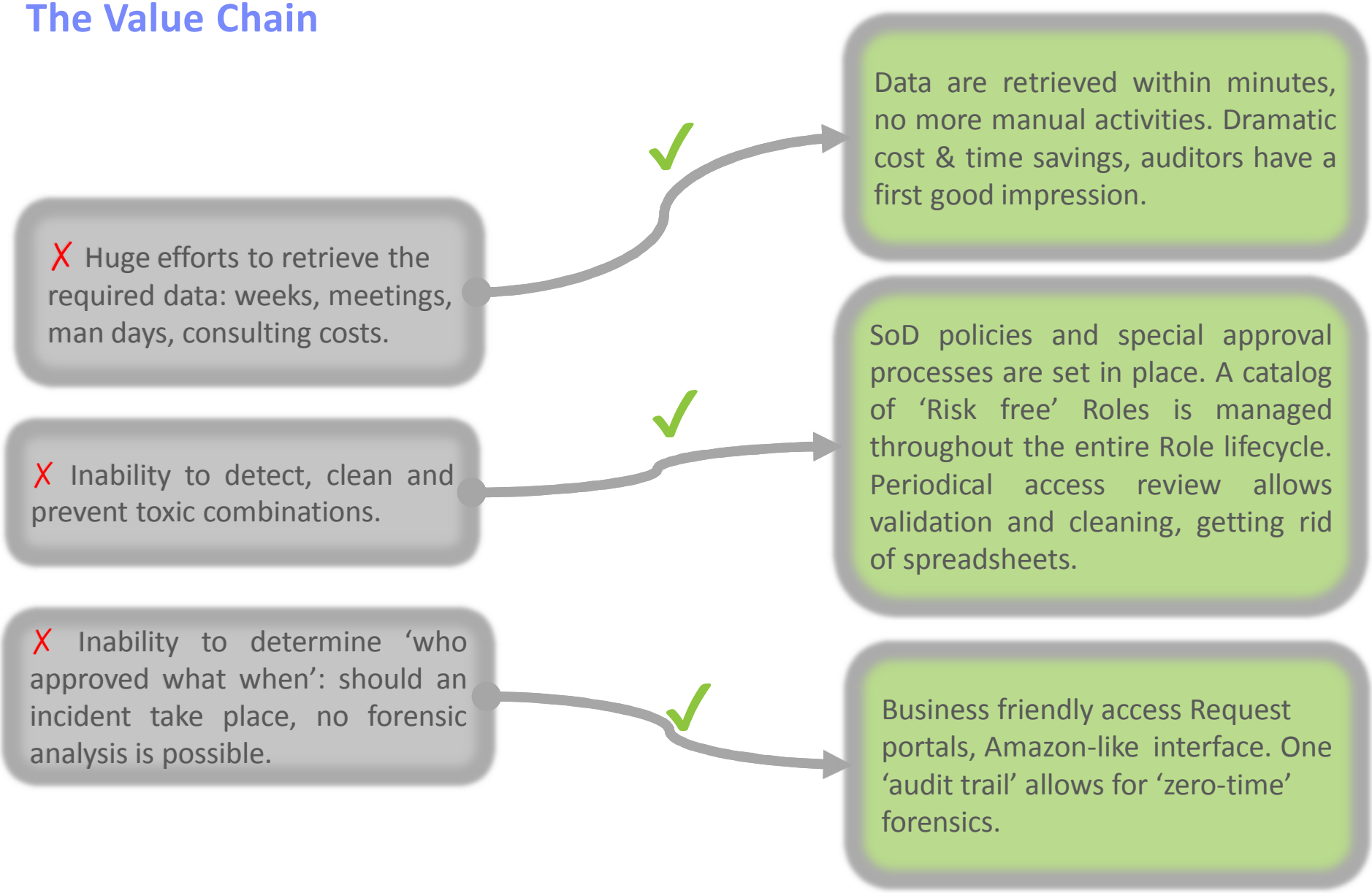
ADR Aeroporti di Roma

MINISTERO DELLA SALUTE

IGA Maturity Model: where are you now?



The Value Chain



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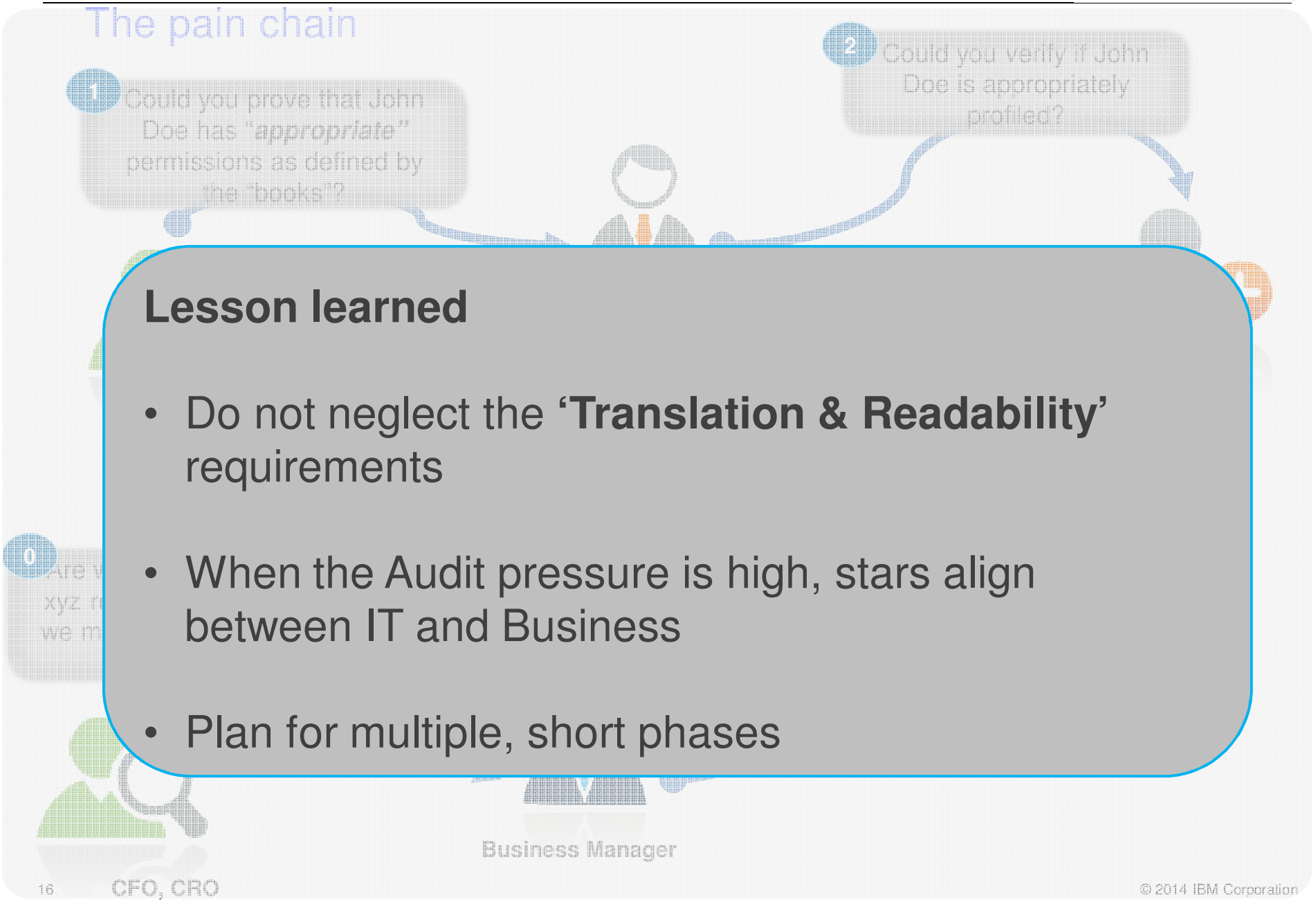

Lesson learned

- Do not neglect the '**Translation & Readability**' requirements
- When the Audit pressure is high, stars align between IT and Business
- Plan for multiple, short phases

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