

SYMANTEC.



Neils Johnson
Sales Development Mgr.
US/Canada

SYMANTEC.

The issue of Currency

An AntiVirus product is only as good as ...

... the viruses it can detect. (Definitions)

... the technology it contains. (Engines)

... the degree to which it is current in its application. (Distribution)

... its geographic scope. (International)

... its capacity to support a multilevel strategy (Tiered Solution)

SYMANTEC.

History

"The past is prologue"

SYMANTEC.

Symantec AntiVirus Research Center (SARC)

- Nearly 30 “dedicated” virus researchers working worldwide
- Bloodhound heuristics, Seeker, SARA, NAVEX
- Collaborating with IBM for DIS



SYMANTEC.

SARC Innovations

- NAVEX (Extensible Engine)
- SeekerTM (JAVA Web Spider)
- StrikerTM (Next generation polymorphic engine)
- Macro Virus Variant Technology
- BloodhoundTM

*Next Generation Technology
Brought To You Today*

SYMANTEC.

SARC Worldwide



The Sun Never Sets On SARC

NAVEX

SYMANTEC.

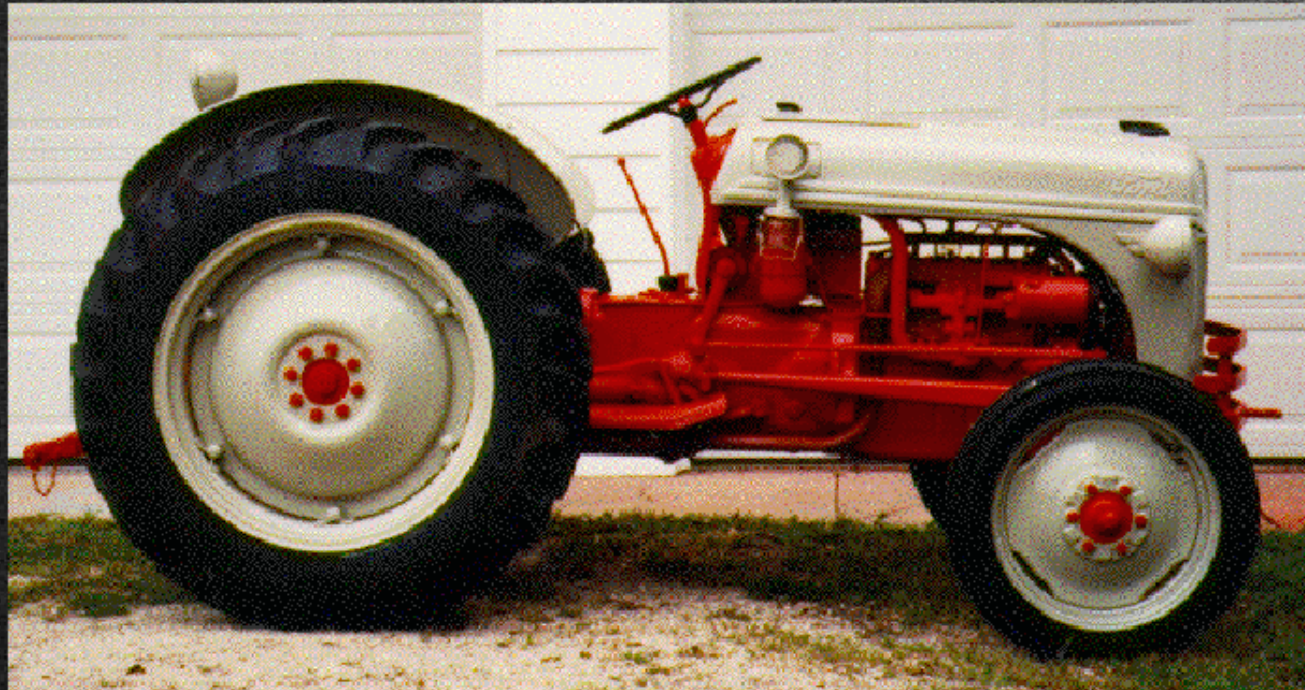
Norton AntiVirus Extension

It allows us to quickly and efficiently provide the most advanced, up to date solutions to our customers.

It is *platform independent*, so when we ship a virus solution, it works for **ALL** NAV products, including: NAV NLM, NAV 95, NAV NT, NAV for Win3.1, NAVBOOT, NAVIEG, NAV for Firewalls, etc.

SYMANTEC.

What does a tractor do?



NAVEX is just like a tractor!

SYMANTEC.

Striker

The virtual computer

SYMANTEC.

Today

Carpe Diem

SYMANTEC.

Bloodhound™ Heuristics

- Protection from 90%+ of new macro viruses, 80%+ of new file viruses
- Only product on market with real-time new macro virus protection!
- Bloodhound sets up a “virtual computer”; a new virus “reveals” itself by its behavior

*Next Generation Technology
Brought To You Today*

Remote Desktop

SYMANTEC.

- Issue: How do I keep my end-users up-to-date since they are not connected to a server regularly?
- NAV Solution: *LiveUpdate™ E-mail & Bloodhound™*
 - Does not force an update, but notifies users when new definitions are available
 - Provides one-click solution when user is ready



Administration

SYMANTEC.

Virus Definitions



New Technology



Solutions

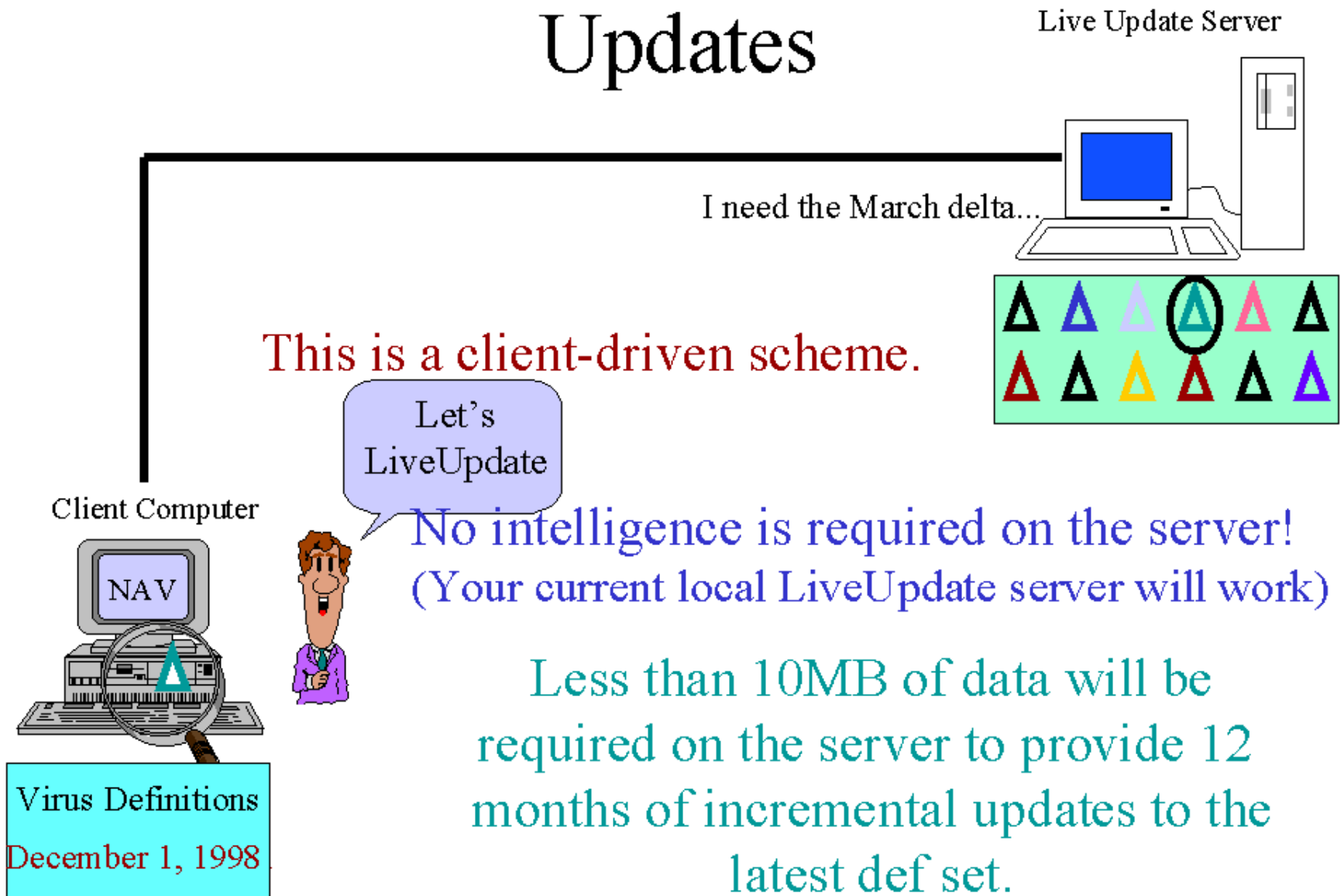
Alerts

Reports

Administration Issues **SYMANTEC.**

- Issue: I don't want to have to walk around to set up and maintain my AV solution.
- NAV Solution: *NAV Administration Tools*
 - NAV Network Managers (login)
 - Norton System Center (MMC)
 - SAM Administrator
 - LiveUpdate Administrator
 - Central LiveUpdate
 - Tivoli IT Director
 - SARC emergency repair

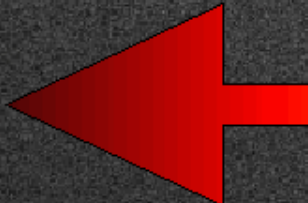
Incremental Virus Definition Updates



SYMANTEC.

Anti-Virus Customer Needs

- High Detection Rates
- Response time (48 hours or less)
- Reliability of Virus Definitions
- Ability to easily deploy Definitions Frequently



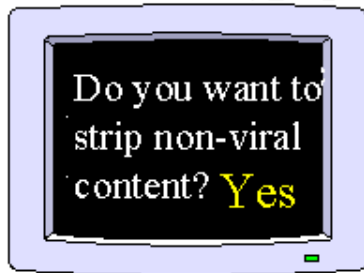
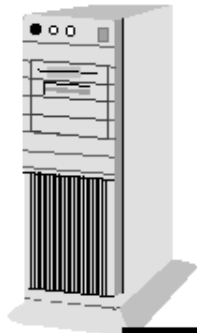
Reliability of definitions is currently most valued by customers. Currently customers spend 1-2 weeks testing each definitions set to ensure it doesn't bring down their PC's

NT
Quarantine Server

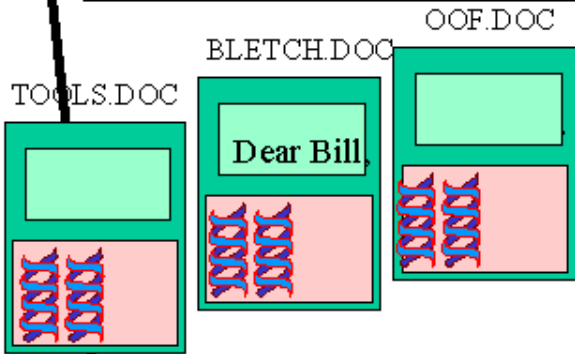
Scan And Del

Egads, a VIRUS!

SARC



CURE
CURE



Virus definitions can be rolled out using any of the existing schemes, or using our new incremental scheme!



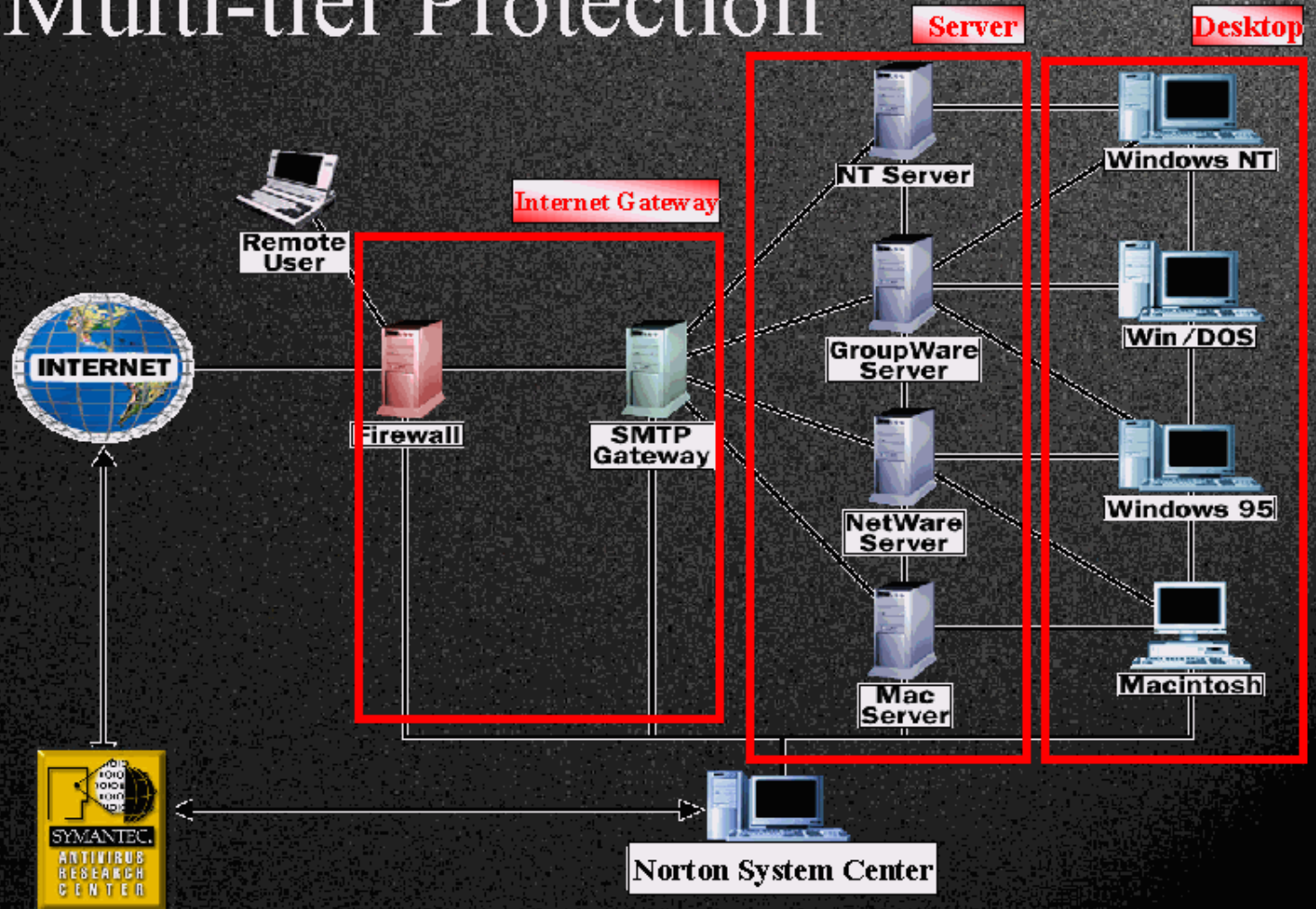
DEFS



Linda

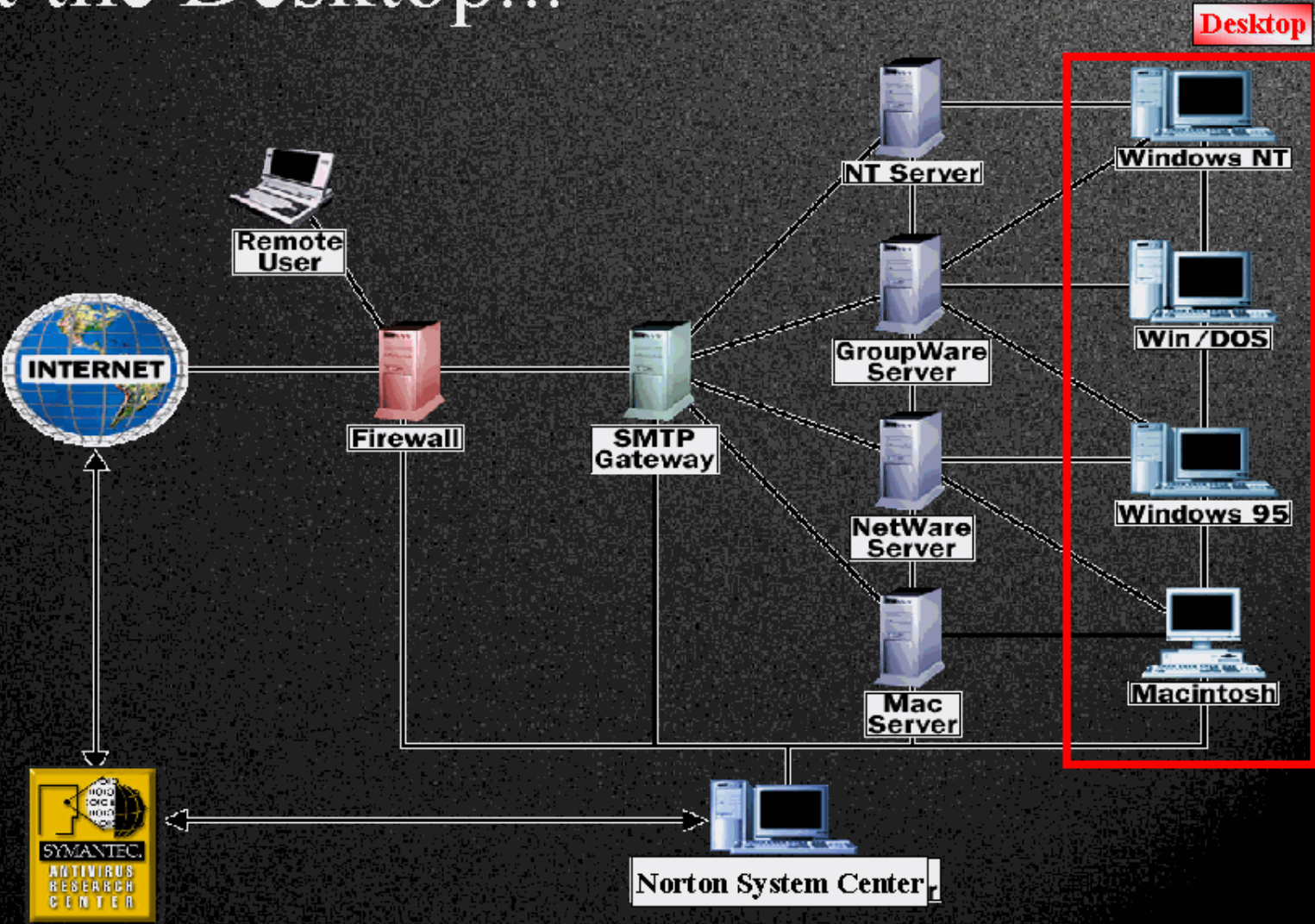
SYMANTEC.

Multi-tier Protection



SYMANTEC.

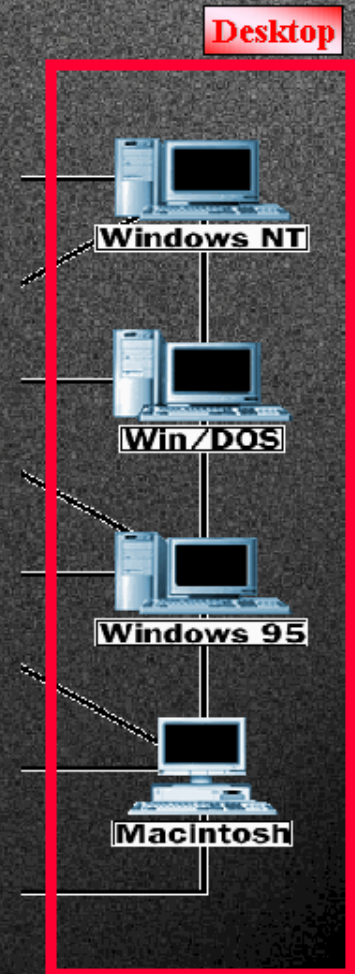
At the Desktop...



SYMANTEC.

Networked Desktop Issues

- Issue: How do I keep my end-users protected and up to date?
- NAV Solution: *Transparency*
 - Auto-Protect
 - Bloodhound™ Macro with Repair
 - Easy technology and definition distribution



SYMANTEC.

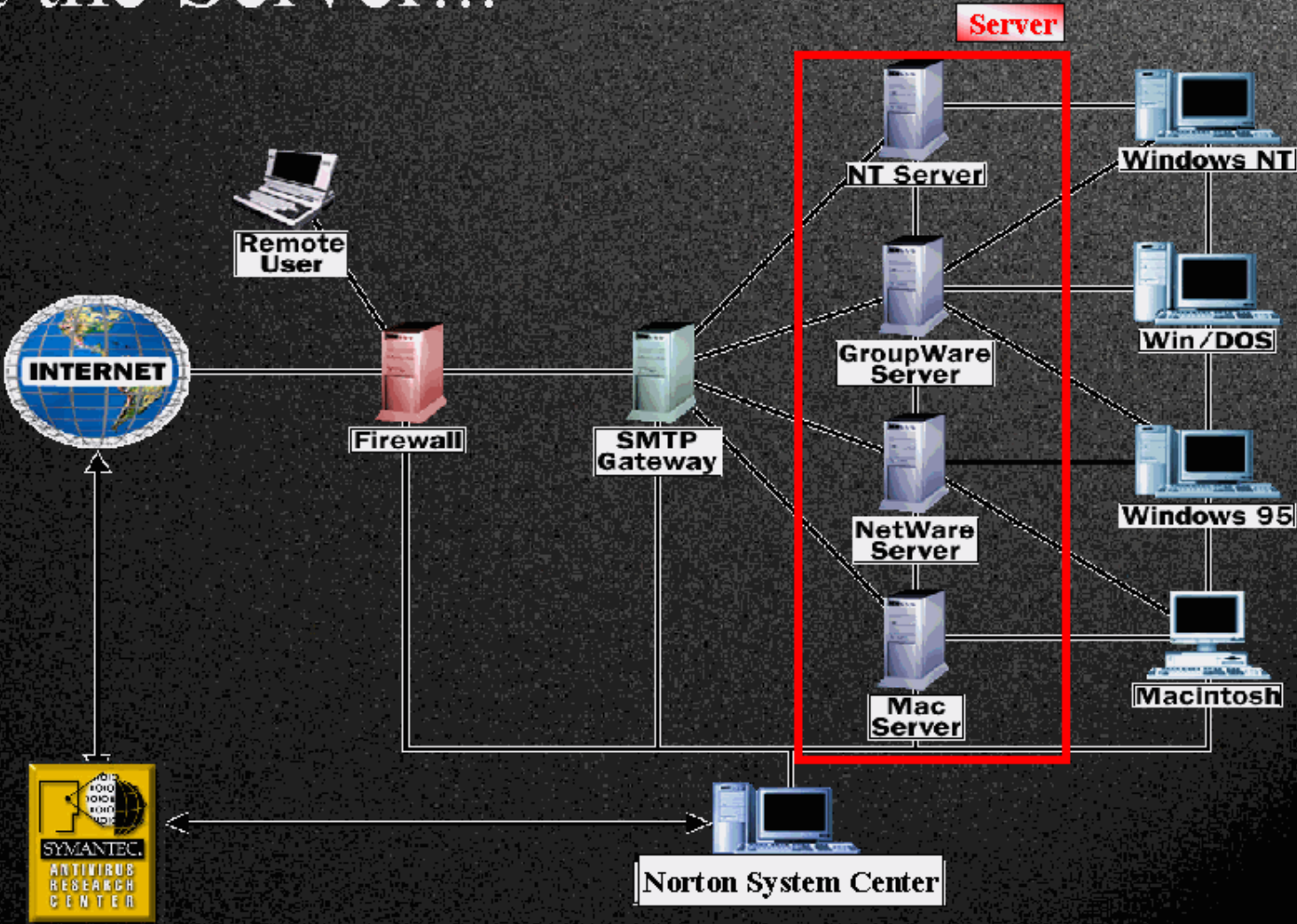
Remote Desktop

- Issue: How do I keep my end-users up-to-date since they are not connected to a server regularly?
- NAV Solution: *LiveUpdate™ E-mail, Microdefs & Bloodhound™*
 - Does not force an update, but notifies users when new definitions are available
 - Provides one-click solution when user is ready
 - Bloodhound™ can find new viruses



SYMANTEC.

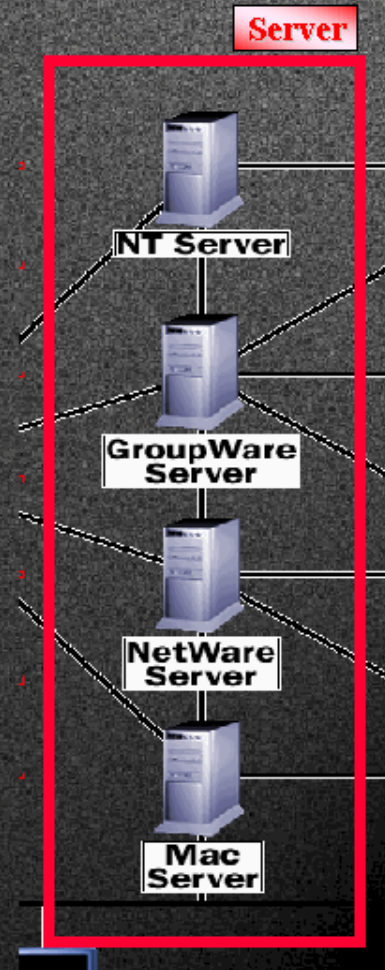
At the Server...



SYMANTEC.

Server Issues

- Issue: How do I keep my AV protection from affecting server performance/stability?
- NAV Solution:
Superior Norton Engineering
 - Performance via Scan Caching
 - Norton System Center
 - TCO
 - Automatic Repair



SYMANTEC.

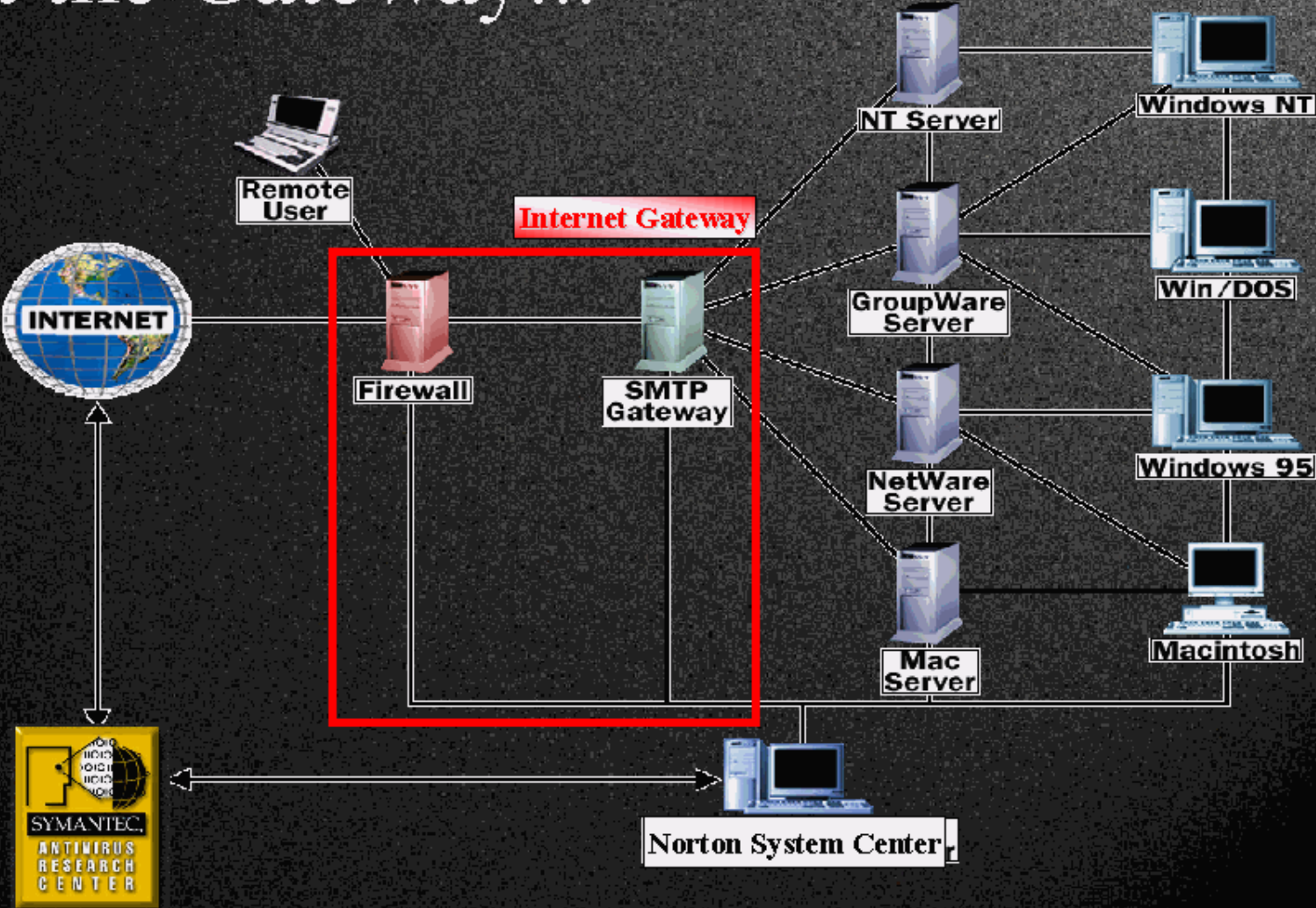
GroupWare Issues

- Issue: E-mails are causing the majority of my virus infections and I don't know how to solve this problem.
- NAV Solution: *NAV for Lotus Notes and MS-Exchange*
 - Gets rid of the embedded viruses currently in their GroupWare proprietary systems and keeps them out.
 - Complements server protection which does not read the proprietary formats.



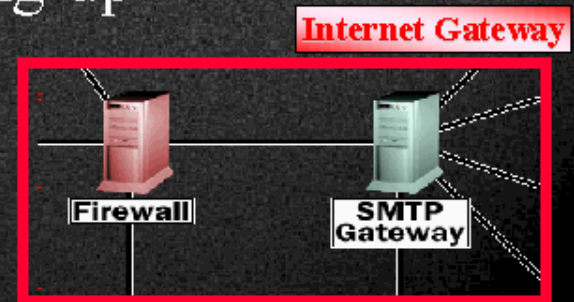
SYMANTEC.

At the Gateway...



Gateway Issues

- Issue: E-mails are causing the majority of my virus infections and I don't know how to solve this problem.
- NAV Solution: *NAV IEG and NAV-FW*
 - NAV offers way to stop “at front door”
 - Start preventing and stop cleaning up
 - Minimal performance hit:
Benefit > Cost



SYMANTEC.

Future

"The times they

are a changin'"

Market Trends

- Malicious content will continue to expand and attack more areas and platforms
- Organizations are concerned with quick solutions for new attacks
- Management needs to be based on standards and available for all tiers

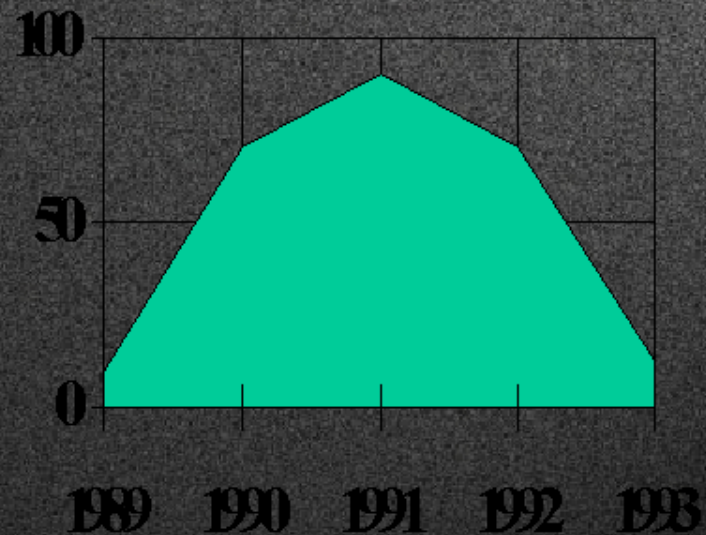
Agents of Change

- Connectivity
- Ease of Use
- Active Content
 - Java
 - ActiveX
 - VBA
- Virus birthrates will increase dramatically

SYMANTEC.

History - The First Phase

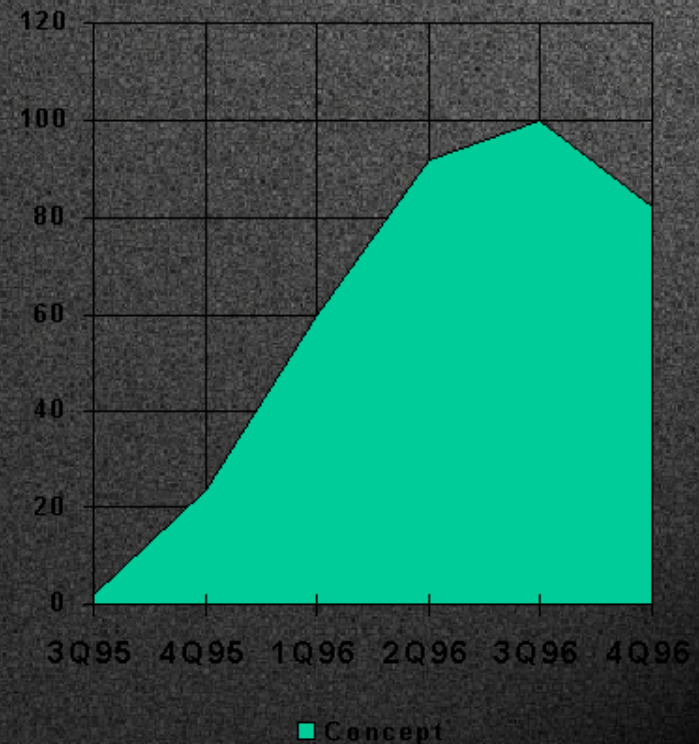
- File infectors
- Boot Infectors
- Slow Spreading
- Years
- Anti-virus programs updated biannually



■ Jerusalem

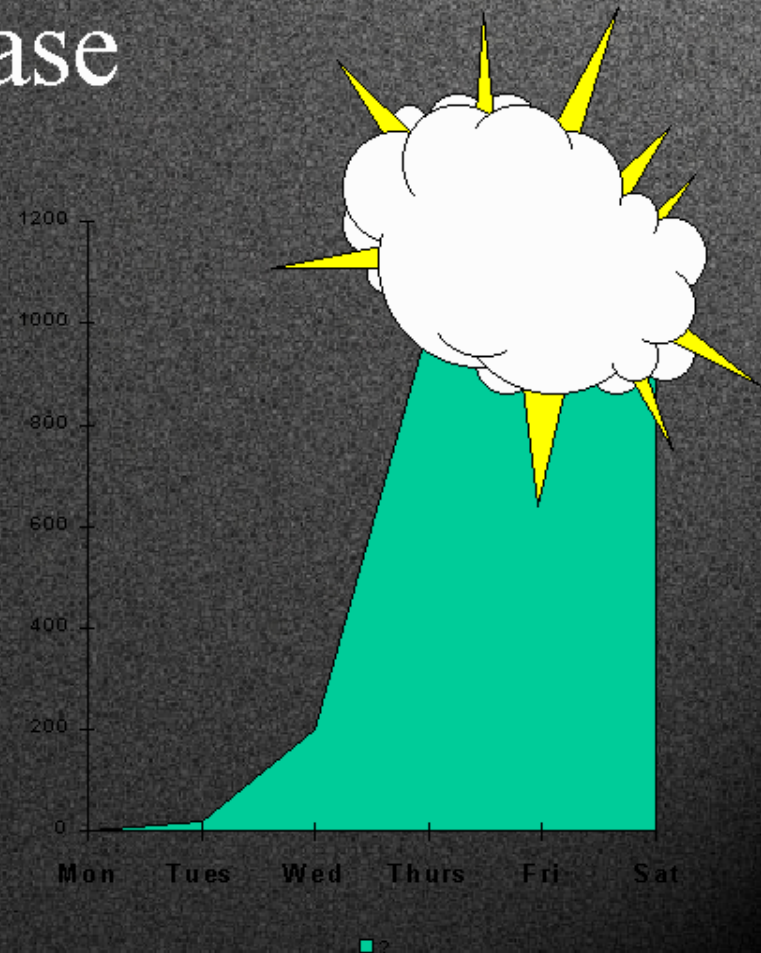
Macro Viruses

- Macro Viruses
- Much faster spreading
- Months
- Anti-virus programs updated monthly



The Next Phase

- Active content
- High birthrate
- Very fast spread
- Anti-virus programs updated every ???



The Future Problem

- Current mostly-manual containment procedures will not be fast enough.
- Mobile code security features will not eliminate the problem.
- Trends in computing will enable viruses to spread quickly, worldwide.
- *The solution must spread faster than the virus.*

SYMANTEC.

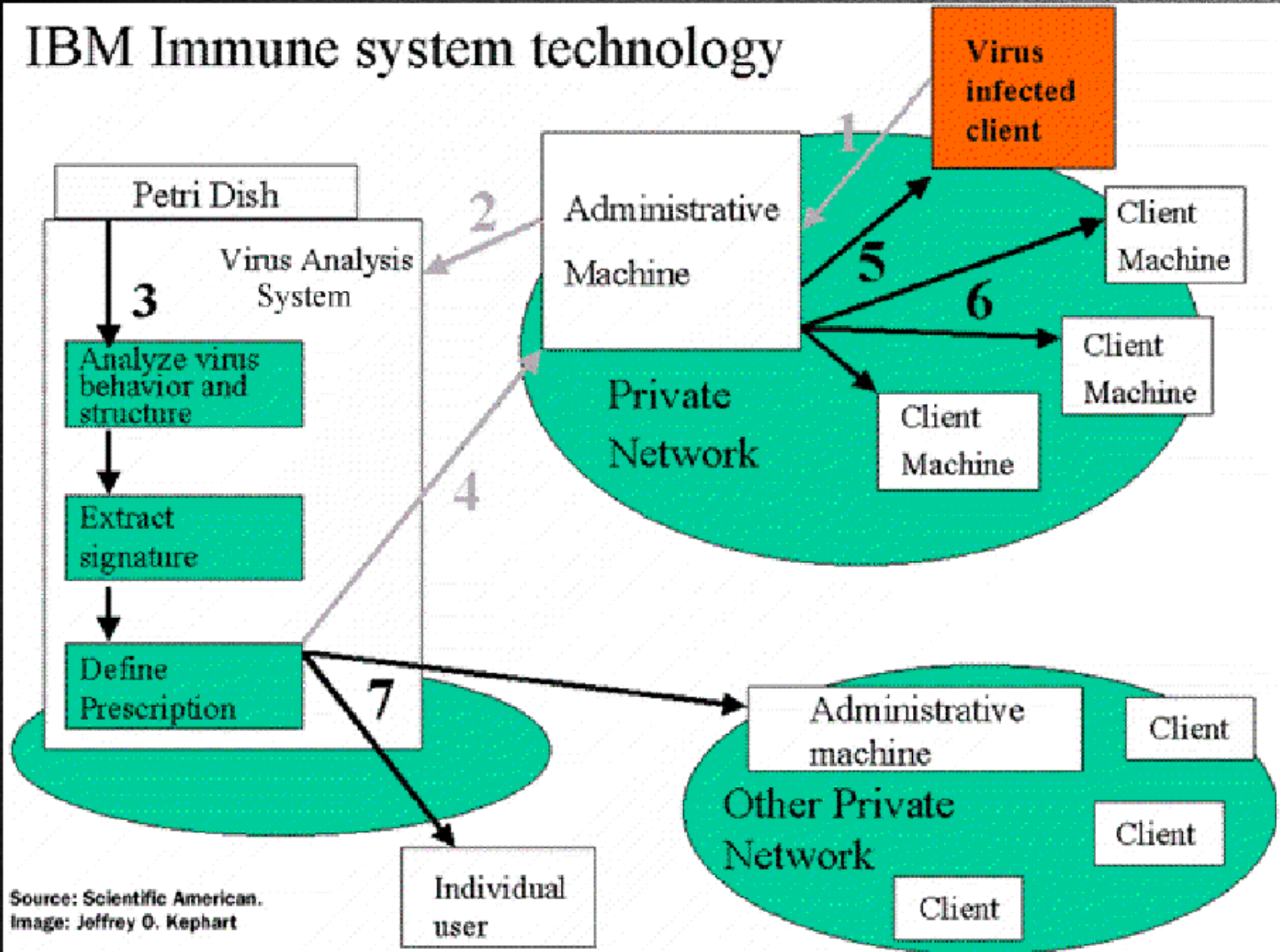
A solution to the Future Problem: The Symantec and IBM partnership

- Symantec purchased IBM's AntiVirus Business in May, 1998
- Commercialize the Digital Immune System
- SARC & T. J. Watson Research Center will collaborate to commercialize the Digital Immune System™

SYMANTEC.



IBM Immune system technology



Source: Scientific American.
Image: Jeffrey O. Kephart

SYMANTEC.

Digital Immune System Benefits

- Addresses users' specific, immediate needs
- Full automation of everything
- Reduced business cost
- Safe, secure, accurate, faster than a spreading virus
- Reduced window of vulnerability

Antibodies

SYMANTEC.

Antibodies on the desktop & Server

AntiVirus

- Automatically and transparently detects and repairs

CrashGuard

- Automates a process without the need to call the helpdesk

Speedisk

Disk Doctor

- Notifies Immune Manager of presence on the desktop

WinDoc

SysDoc

- Communicates status and results to Immune Center

PassMngr

- Provides Immune Manager with information on problems

ModemDoc

- Accepts new information rolled out from the Immune Manager

AWhost

Ghost

- WBEM enabled

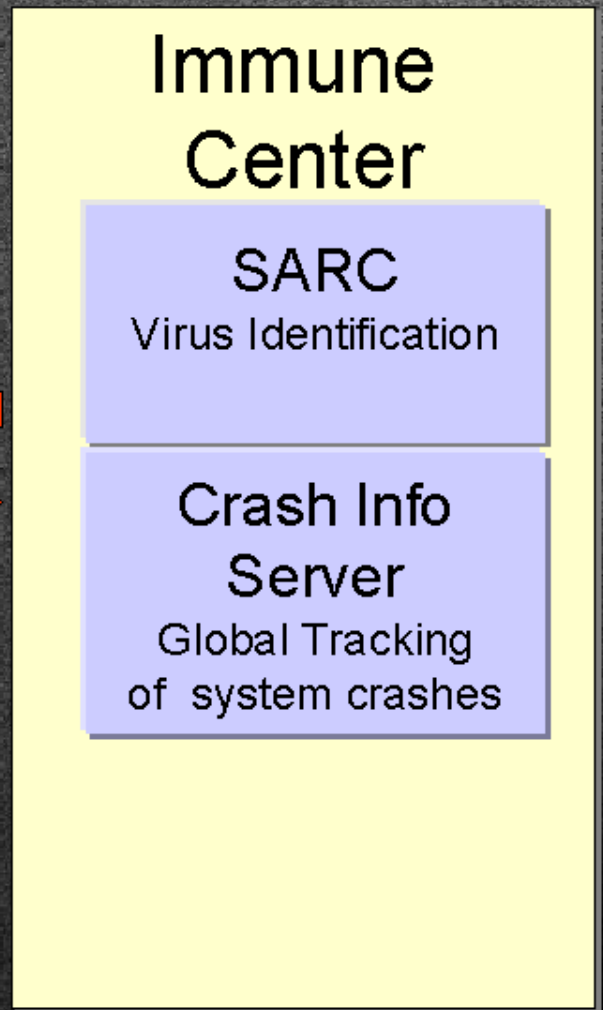
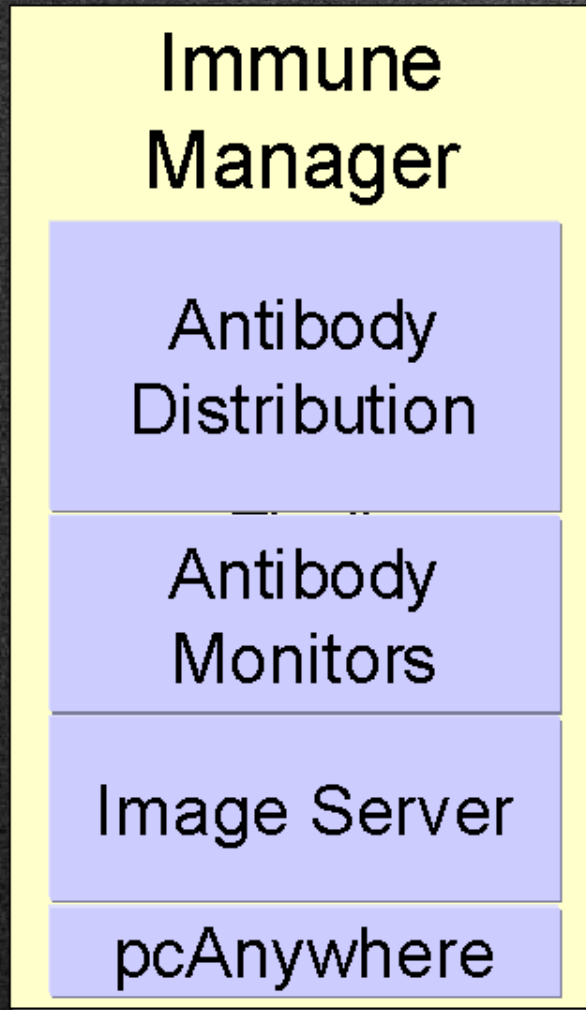
Zip Rescue

Digital Immune System

SYMANTEC.

Antibodies on the desktop & Server

- AntiVirus
- CrashGuard
- Speedisk
- Disk Doctor
- WinDoc
- SysDoc
- PassMngr
- ModemDoc
- AWhost
- Ghost
- Zip Rescue



SYMANTEC.



SYMANTEC.

NORTON

AntiVirus™

Protect Yourself.

Q&A