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Adonias Filho,  
Senior Sales Manager, Italtel

#### PARTNER

- ◆ Italtel MSSP



#### INDUSTRY

- ◆ Telecommunications



#### ITALTEL'S OFFERINGS

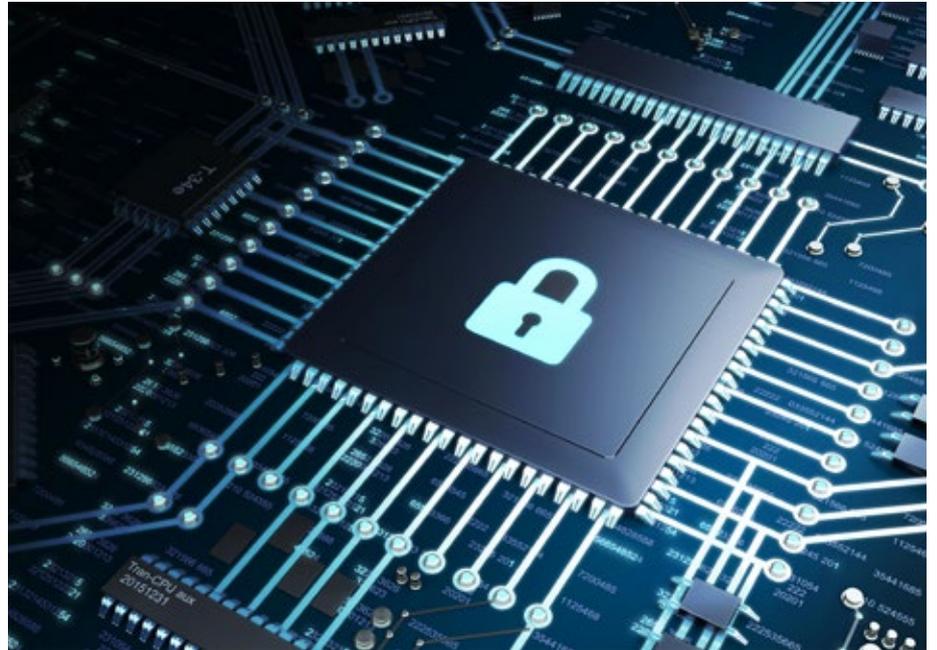
- ◆ Advisory Services
- ◆ Competence Center
- ◆ Managed Detection and Response (MDR) Platform



#### GUARDICORE FEATURES OFFERED

- ◆ Network Visibility
- ◆ Segmentation
- ◆ Monitoring

# Italtel Takes a New Approach to Managed Security Services with Guardicore Micro-segmentation



## The Partner

### 100 Years of Telecommunications Services

Originally from Italy and now operating in the B2B market in Brazil, Italtel will celebrate its 100th anniversary in 2021. In 2018, the telecommunications organization set up a business unit in Brazil specifically aimed at managing enterprise information security demands. The company has grown to have a strong presence throughout Latin America, and is now also operating in Colombia, Argentina, Chile, and Peru.

The shortage of cybersecurity professionals and the fact that only 10% of the companies in Brazil assign a specific budget for security – very often below their real needs – translates into a demand Italtel MSSP intends to fulfill by providing high quality differentiated services.

Adonias Filho is the Senior Sales Manager at Italtel and the person responsible for developing the information security market in Brazil and Latin America. He notes that among the differentiators of Italtel MSSP is the fact that it offers its services to companies not only in all markets, but also of all sizes. In addition, Italtel MSSP is proud to be the first Managed Security Services Provider in Brazil to integrate the Guardicore segmentation technology into its offerings in order to improve its services and provide even more unique value to its customers.

## The Value of Partnering With Guardicore Micro-Segmentation Today and Tomorrow

Before it forms partnerships, Italtel MSSP takes into account the challenges highlighted by forward-looking studies performed by the most reputed global market analysis companies. Adonias points out that cybercrime is at least three to four years ahead of most of the technologies existing today. Italtel saw in Guardicore Centra the features required to successfully face these challenges and shrink the distance between defense tools and criminal attacks.

“We were looking precisely for disruptive technologies capable of presenting advanced protection metrics,” he says.

Today, the perimeter of the corporate network has disappeared, and this trend will continue to grow. The “remote workforce” push instigated by the Covid-19 pandemic has underscored this issue, making it evident that it is not effective to build defenses based on traditional tools such as firewalls. In face of this reality, Italtel MSSP selected Guardicore as a strategic partner.

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Italtel’s Managed Detection and Response (MDR) platform is composed of a series of products combined to offer their clients the best possible protection in each particular case. As such, micro-segmentation technology could not be missing.

“We know that micro-segmentation is a fact that will only become a reality in the market during the coming years. It is a need that has been long felt – but unfortunately never [previously] been achieved in an effective way. The micro-segmentation projects have been catastrophic because it was not possible to segregate something if you don’t know exactly what it is,” says Adonias.

*“The main point Guardicore brings to this context is visibility. Starting out from visibility, one can propose rules for separation, segmentation, micro-segmentation, and nano-segmentation.”*

“With Guardicore, I was able to implement micro-segmentation rapidly and with stability - that is to say, without any problems.”

The client can choose to contract Italtel MSSP for only Guardicore monitoring and provide integration with its own Security Operations Center (SOC) or contract the full service, including all the areas that Italtel’s MDR covers.

## Security: Better Together Preventing Data Exfiltration at Origin

“Brazil is one of the countries where cybercrime is most active, and where the investment in security is very often treated as a luxury accessory. Even where there is information security, the security departments are on the lean side. Noting this characteristic of the market, we are offering a solution which is going to enhance both the perception of the environment and the control over this environment. What I want at the end of the day is that the company continues to focus on its business, while I manage security with Guardicore, granting a new level of cybersecurity maturity to our client,” says Adonias.

The visibility that the Guardicore Centra platform offers is the starting point for Italtel MSSP to put forward scenarios - which it designs based on the expertise of its intelligence and governance teams - and present risk metrics. The combination of technology and consultative knowledge provides clients with a high maturity level at a low investment.

Data exfiltration, in particular, requires the kind of protection that Guardicore provides. It is one of the items that most threatens information security, considering the ease and variety of IT consumption (combining data centers, as well as private and public clouds), in addition to shadow IT activities and the very dynamism of businesses.

Adonias comments, “Protection in data centers and clouds defends, at the origin, the companies that subcontract provider services. Why try to invade directly a large company, with its defenses up to speed, if there is an open door to it through a provider from whom it outsourced - for example, its financial department?”

“Why attack companies one by one, if it is possible, in one go, to infiltrate many of them?”

## Why Choose Italtel's Managed Security Services

### Innovative Options to Meet Business Security Needs

The new Italtel MSSP unit is organized in three divisions to serve the market in an innovative way.

#### Advisory Services

Italtel's Advisory Services division is responsible for the consultancy area. This division handles governance requirements, bringing intelligence to the services Italtel MSSP provides. It allows for the inclusion of the business perspective into technology projects, bringing more value to clients.

For example, clients can utilize the knowledge of the team specialized in auditing PCI environments combined with the Guardicore platform. This allows them to optimize, speed, and segment these environments, from the construction of maps at the start of the project through monitoring and threat blocking. The Advisory Services team also maps the profile of the client to understand the norms and legislation that it must comply with, adding them to the security project.

#### Competence Center

The Italtel Competence Center defines the services to be performed. It forms part of the Italtel Threat Intelligence Center, with advanced and unique characteristics, particularly when considering the Brazilian and Latin American markets. This intelligence center carries out deep and minute monitoring to locate, for example, the origin of fraud and every type of cybernetic crime. Furthermore, it connects to the intelligence centers of other companies to complement the intelligence efforts of Italtel itself.

#### Managed Detection and Response Platform

The MDR Platform is entrusted with identifying real threats to clients and mitigating them with multiple operational tools. Adonias stresses that:

*The Italtel platform "is different, because first we seek to understand each of our client's business through the governance team; then we determine exactly the monitoring rules."*

"It is within this structure that we will aggregate all the value that being a MSSP with Guardicore brings to the market," says Adonias.

**Want to learn more about Guardicore Centra?**  
Visit [www.guardicore.com](http://www.guardicore.com) today.

## About Guardicore

Guardicore is an innovator in data center and cloud security that protects your organization's core assets using flexible, quickly deployed, and easy to understand micro-segmentation controls. Our solutions provide a simpler, faster way to guarantee persistent and consistent security for any application, in any IT environment. [www.guardicore.com](http://www.guardicore.com)