Elevate - Exploring the intersection of innovation and technology

A podcast series by the HCL Microsoft Ecosystem Unit

Introduction: Welcome to elevate a podcast series by the HCL Microsoft ecosystem unit exploring the intersection of innovation and technology

Andy Speaks: Hello, and welcome to another podcast on the intersection of innovation. I'm Andy pad country architect for the Microsoft ecosystem at HCl. And today we're joined by Mandana Javaheri for Microsoft. Mandana. Thank you for joining. I know you're very busy and really do appreciate your time. Would you like to take a second and introduce yourself in your role?

Mandana Speaks: Thanks, Andy. Thanks for having me. Thanks for HCL for inclusion and happy to be here. And Mandana Javaheri, I run business development globally for Microsoft security, compliance, and identity and happy to be part of this conversation.

Andy Speaks: Thank you. And we're also joined by Shan from HCL. I know with everything that's happening the moment insanely busy, but really appreciate your time out. Again, just quick her introduction.

Syam Speaks: I'm sham I look after head sales, cybersecurity, global alliances, and product management work very closely and all cloud security aspects for all our customers.

Andy Speaks: Thank you. Focus today. discussion today is really about security. It's on, you just have to turn the news on and you you see it, it's in the headlines, it's everywhere. And I think from a from an IT from a CISO perspective, the question has moved well beyond the kind of if to you know, when there's going to be attack when there's going to be a compromise, and to when and to how far within the infrastructure within the with the organization has that happened. So things have changed. Cloud has really helped accelerate everything that we've kind of focused on. And we've been challenged with over the last two years now with COVID. Having that cloud agility that cloud infrastructure has helped that movement. But there's a there's a challenge between making everything available, and ensuring that it's also very, very secure. So it's not really surprising that it's the top of everybody, every business leader as every as well as every IT leaders priority list. So Mandana, we're seeing customers going through this, this journey to the cloud, some, some are very early in it, some are pretty mature. And they're thinking and and some of the challenges change and mature as they go through that process. What are you seeing in terms of where customers are and how they're thinking about that migration?

Mandana Speaks: Thanks, Andy, we are seeing very similar trends. So first of all, what you mentioned, we are seeing all organization are old type going through some type of transformation, and modernization of their environment. And they really need to do that to stay competitive stay relative to

empower their employees, and also to really transform their business and increase their customer satisfaction. And then, of course, when you think about the fact that data and information is really the lifeblood of all these transformations, and at the same time, they attract the bad actors. And that's why security is really on top of mind. For the leaders these days, as they're going through their digital transformation. Microsoft did a C so attacker survey in April of 2021. And actually, cloud security is the number one priority for investment for our customers, for the security professionals out there. And then the other trend that we are seeing, and also this report showed that was really ensuring the cloud resources, workloads and applications are security configured is a big concern. The biggest concern actually of these leaders, and 52%. They, those people they really feel data security concerns as even a barrier to cloud expansion. So, seems like a data security application security, configuring things right in the cloud is the concern for our or our customers. And then also the right strategy. We see customers having multi cloud strategy, obviously, they still have a lot of their assets on premises. So they're really looking for someone for a vendor to secure everything, not just part of their environment and not just part of their transformation.

Andy Speaks: One question that multi cloud more or less secure. I kind of hear lots of different things. What's What's your perspective on that? Is it more complicated and harder or is it something that We just, we just have to learn to manage properly?

Mandana Speaks: I believe usually that decision is made based on the business requirements and business objectives of our customers. And we need to adopt to it to the point that if you're designing something from a vendor perspective, or from an expertise in security, like yourself perspective, it needs to really meet the customer, where they are and what their business objectives and needs are. So, for example, for us, when we designed security controls for securing cloud, it's not just for securing Azure or office 365. But we're thinking about how we can leverage the same security controls to secure other cloud environments for our customers. And obviously, it's something that we are going to keep enhancing. But that decision of going multiple multi cloud might happen for many different reasons. And most of those is really from the business perspective and the customer needs. And we as security professionals and security providers need to find best way to address that data requirements for our customers,

Syam Speaks: I would like to add couple of points to Mangala one, definitely cloud migration, application migration. And as well as adopting applications to cloud is actually bringing a lot of common security challenges that needs re architecting of the entire cybersecurity controls within the cloud. And as well as the applications that are interacting the customer hybrid cloud areas. So typically, we see that okay, Cloud is meant for agility. So similarly, the speed of execution, keeping the innovation that is happening across the customers in last 18 months, 24 months, definitely has bring a rapid adoption. But however, the context of security has changed the way the adoption is happening. That is either in the workload shift or application migration, it brings its own challenges, whether it is bring your own device or how the data is outside of your perimeter now, right? And as well as lack of activity visibility, beyond traditional parameter, which is not there now. Right? So, all these things are very typical challenges that we see. And very common in across all the customers, as well as whoever is adopted cloud exponentially rapidly adoption in last eight months. So

Andy Speaks: Shan thanks, brilliant points there. Mandana. One other thing that I'd kind of like to then talk about is this isn't just cloud isn't just about technology. It's not just a technical solution. There's a

there's a, there's a culture and set of skills, what are you seeing in terms of the change of the changing culture, as you move from you move away from traditional into this, this new, agile, adaptive environment?

Mandana Speaks: It definitely security is not just about technology in that's why when we work with partners like HCl, you are a very important part of that integration, simplification, and culture shift for the customers. And to me, it all starts from having the right strategy that meets the business objectives of that specific organizations. And really help them get to where they need to be whether it's from the transformation perspective and figuring out which assets need to say which assets needs to move to the cloud, and really thinking about the people and processes. And so, to me, it's a combination of a lot of different components that they need to come together. And technology is just a piece of it. What we see are part partners bring to the table like HCl, is to really be that trusted adviser for our customers, helping them defining that strategy, and helping them build their roadmap on how to get to where they need to be from the transformation perspective, but also from the security and compliance posture perspective. And then of course, technology is a piece of it. But it's really the mind shift in the people you need to have in place. And the fact that security is not something that you do once and you're done. It needs to be maintained. It's something that it has to happen constantly. And there are mind shifts have the priorities and processes that they need to put in place in their organizations. And of course, we all know there's also a shortage of talent in both security and cloud. And that's why I really feel our customers need us more than ever, in order to help them throughout this entire journey of transformation and becoming secure and compliant.

Andy Speaks: Thanks. Yeah. The environment for customer has got incredibly complex. And you look at that now branched out onto a global perspective, especially across the supply chain. It's not the one organization can do everything, the raw materials maybe produced in one part of the world assembled into stuff in another warehouse other with all of this data moving across, I'm kind of really interested in the ecosystems and how the ecosystems work, and how do we make those secure? Sham? Could you talk a little bit about how we in HCl, are able to secure across that ecosystem? That broad breadth of challenges?

Syam Speaks: Sure, Randy, I think I'll take I long I put it across in two ways. One, the very important point that outlaid by Monday now, the biggest challenge out today is how we work across as to help the customer right. So what we have come up with a solution framework called Cloud security as a service, in short, is called C SAS, which is part of its Sales Cloud spot that helps customers easily migrate applications as well as app cloud without tampering or hampering the security in any ways. Thereby, definitely we try to keep the compliance requirements intact. So so the customer doesn't need to change or rethink as much as possible, they can, they can have a similar kind of reference framework of what they used to maintain in a data center can be easily maintained the same security controls, including across public cloud. While definitely see SAS provides a comprehensive security across all types of applications, be it a SAS B, it is Be it a hybrid cloud, that can be hosted anywhere or in a public cloud environment. Definitely it can be accessed from anywhere, any device that kind of flexibility sees as provides KCup there are four parameters that we try to give with CSaaS framework as part of cloud Sparta is to ensure and enhance cybersecurity risk management for the enterprise's right across complete monitoring service to vulnerability to protection devsecops compliance and governance part of it. And thereby including the zero trust coming in. So that this involves a complete architecture for customers. One of the one of the vertical that we see industry vertical is supply chain. Definitely they are

frequent target attack by the most of the attackers, and you see every day, there is one, there is a new attack that is happening in the supply chain. I think one of the one of the key points for supply chain attack is how it could be standard and validated reference architecture across the clouds. And basically from the hybrid cloud hybrid cloud point of view. There are three or four recent big attacks that happened in the supply chain. And we all know Kasei attack we all know and Emilian we all know no but they are some some few quarters ago and as well as as well as currently what what we are talking about what we are seeing lock for j which has high potential risk for entire supply chain attack. So most of these attackers have used sophisticated malware silently injecting the code into the files. But of course it doesn't come at one shot, it comes bits and bytes bits and bytes and then they get aggregated on place and immediately they start attacking and gets attacked. And in fact these Microsoft has warned as well as giving a heads up to most of the people and organizations said okay, these threat actors are compromising your software package that is being used, as well as software developers. I think this is one of the biggest challenge that supply chain is facing today. And and one of the last thing that I would like to add there is supply chain in Iran meant is like an expanding digital estate You have a lot of sophistication threats are happening. And to many disconnected products are there, which is having lack of automation. But at the same time, rising infrastructure costs and an upfront investment in terms of new sensors, new marketplace, new mobile devices, a lot of vendors who are connecting to supply chains, this actually putting across a key concern for the cybersecurity in the cloud. And as well as to the, to the supply chain. So that is where the entire digital estate or I would call in, in a in a better way, it should have a zero trust security, which promised by CSaaS,

Mandana Speaks: yeah, definitely, I agree with all the points you made. She um, so from our perspective, and we think about the supply chain and supply chain and what we can do to help there like really three principles that we can apply. And, and some of it is really the hygiene that we've been talking about from the security and compliance perspective. And the first one is really try to leverage the cloud to connect, automate and visualize the end to end view of the business. So I talked about it earlier, to be able to have that visibility across your environment, doesn't matter if it's on premises doesn't matter if it's the cloud or hybrid cloud, you need that visibility to start with, then you need to be able to use the big data, the machine learning, artificial intelligence, and everything you're gathering in order to really detect as quickly as possible and being able to respond to those threats. And that really happens with gathering the intelligence from different telemetry and information that you're getting in order to be able to, to automate as much as possible. So really, that automation, as much as we can, can also help our customers. So, if I want to summarize it, it's visibility. It's quick detection and response. And it's automation. And in order to be able to really secure the data, which is the critical assets of our of our organizations, and help our customers have more peace of mind and really be able to focus on the growth of their business, the innovation they need to make. And instead of just being worried about security and compliance the whole time,

Andy Speaks: I think you're right, if we could, if we working together could actually take security of the priority list because we've we've solved whether or not we'll ever get there. But if we could take it off the priority list, that would be a great thing to have to have achieved. For all of our customers. Brilliant conversation today really enjoyed it, I think some very, very useful, very insightful points. So just quickly, then before we close out any any final closing comments from yourself,

Mandana Speaks: from my perspective, is really what I just wanted to say to close is, I believe our partnership, and what we do together is really gonna help our customers to meet them where they are,

and help them become secure, become compliant, help them with their transformation journey, and all the other security, compliance transformation, challenges that they have to handle and deal with on a daily basis. So I appreciate the partnership looking forward to even closer collaboration with all of you. And again, thank you so much for having me,

Andy Speaks: Mandana, Syam. Thank you again. Wonderful conversation. Thank you. Thanks.

Syam Speaks: Thanks, Andy. I would like to add to mandana. Our she talked about the partnership. I think our partnership is a use case driven innovation, which is built into CSS and cloud smart, that has a pre-built integration that helps customer to shorten time to value. I think that makes rich experience across all our joint customers across industry sectors, to focus on regulation, standards and threats with the visibility and compliance and management that will bring in the customer across multi platforms. Thank you. Thanks for this call. And thanks for this conversation. I really enjoyed it. Thank you.

Closing: Thank you for listening to elevate a podcast series on the intersection of innovation and technology by the HCL Microsoft ecosystem unit. We will be back with our next episode soon.