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Security Shelfware: Which Products Are Gathering Dust In the Shed and Why?

SESSION ID: MASH-T07A

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Following

"Enterprise software was not built to be used, it was built to be bought " Redmonk @
[#gluecon](#)



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4:14 PM - 23 May 13



Img Source: <http://www.purpleclover.com/entertainment/750-life-lessons-learned-watching-columbo/>



The Scope Creep

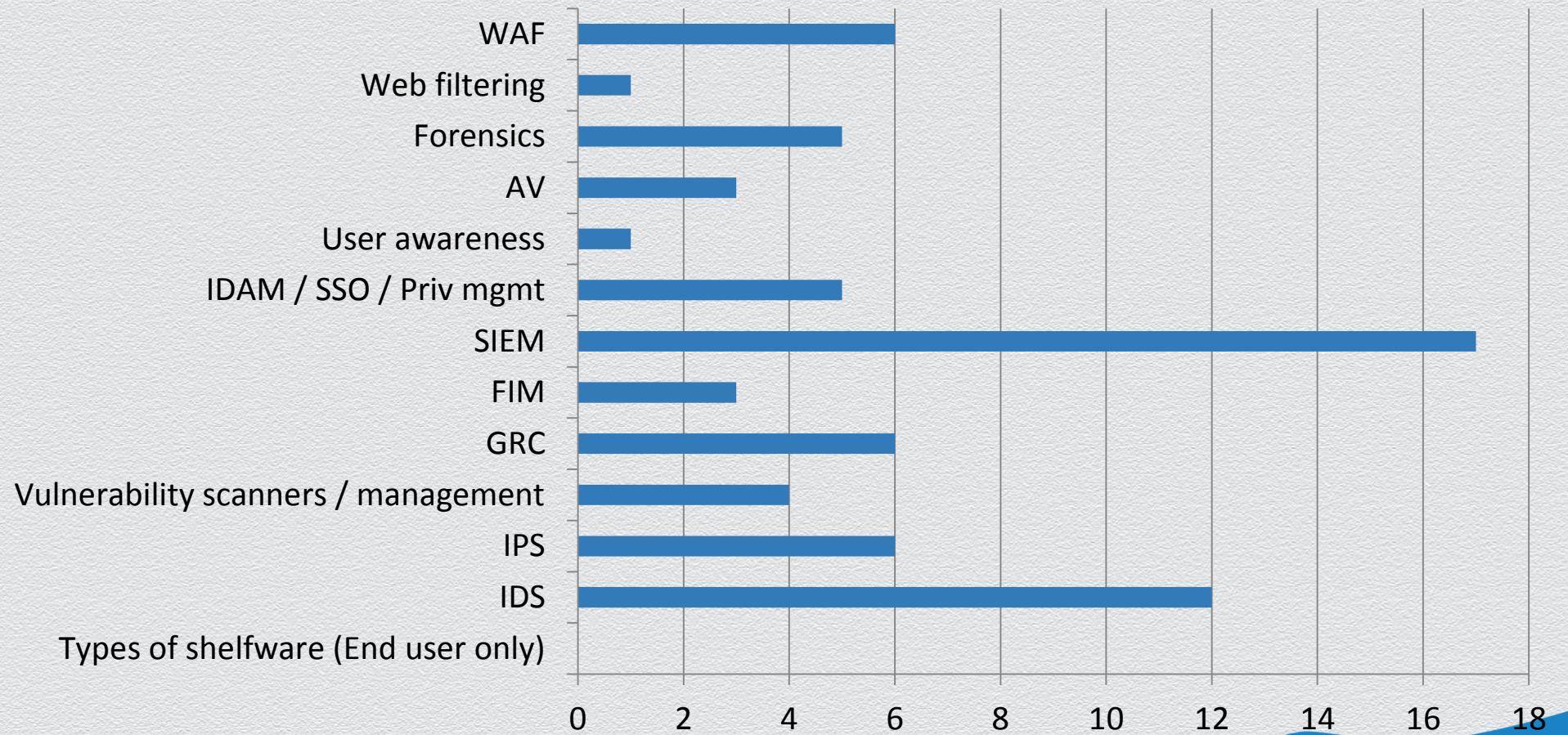
Img Source: <http://m.odul.us>

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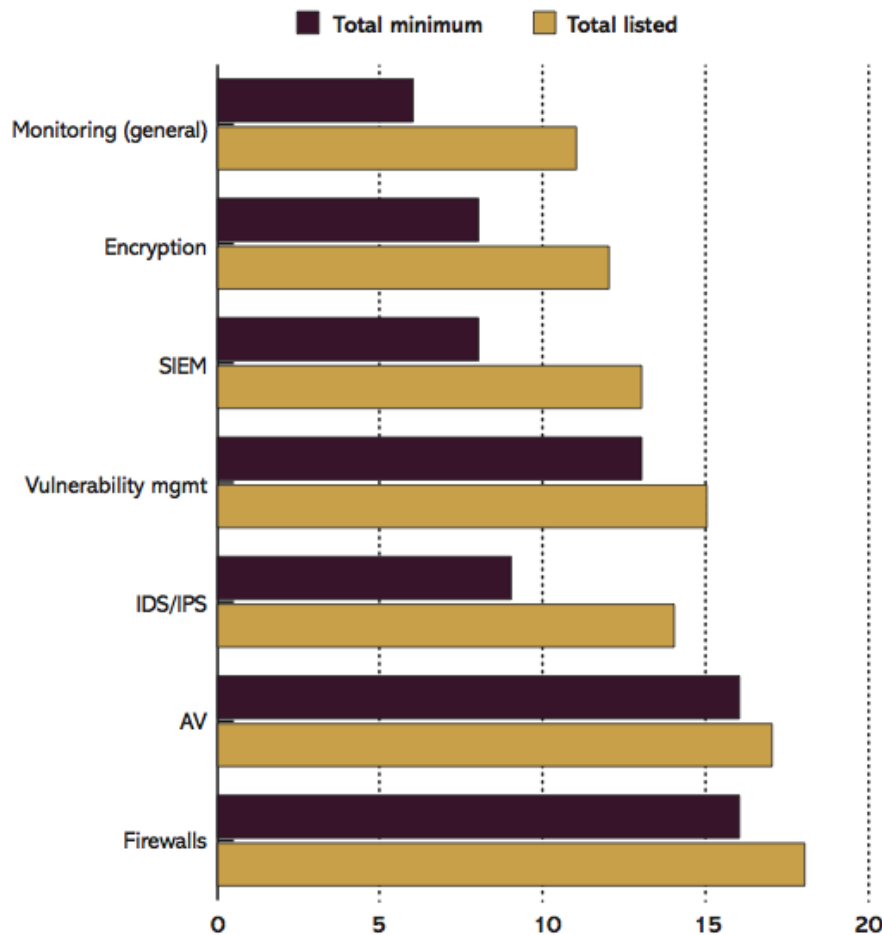


What ends up on the shelf?





Top Seven Recommended Technologies



Source: 451 LFR, The real cost of security

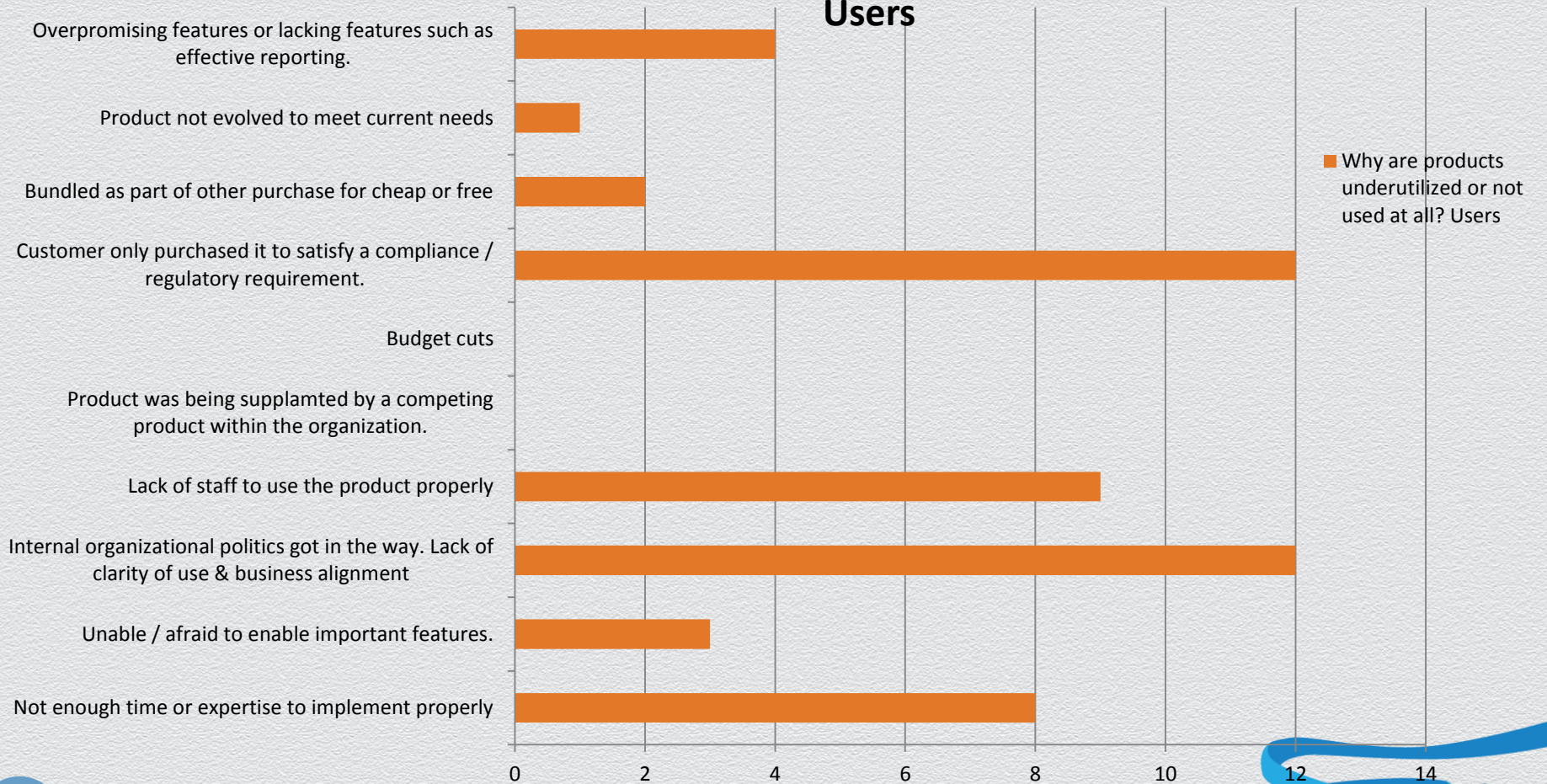


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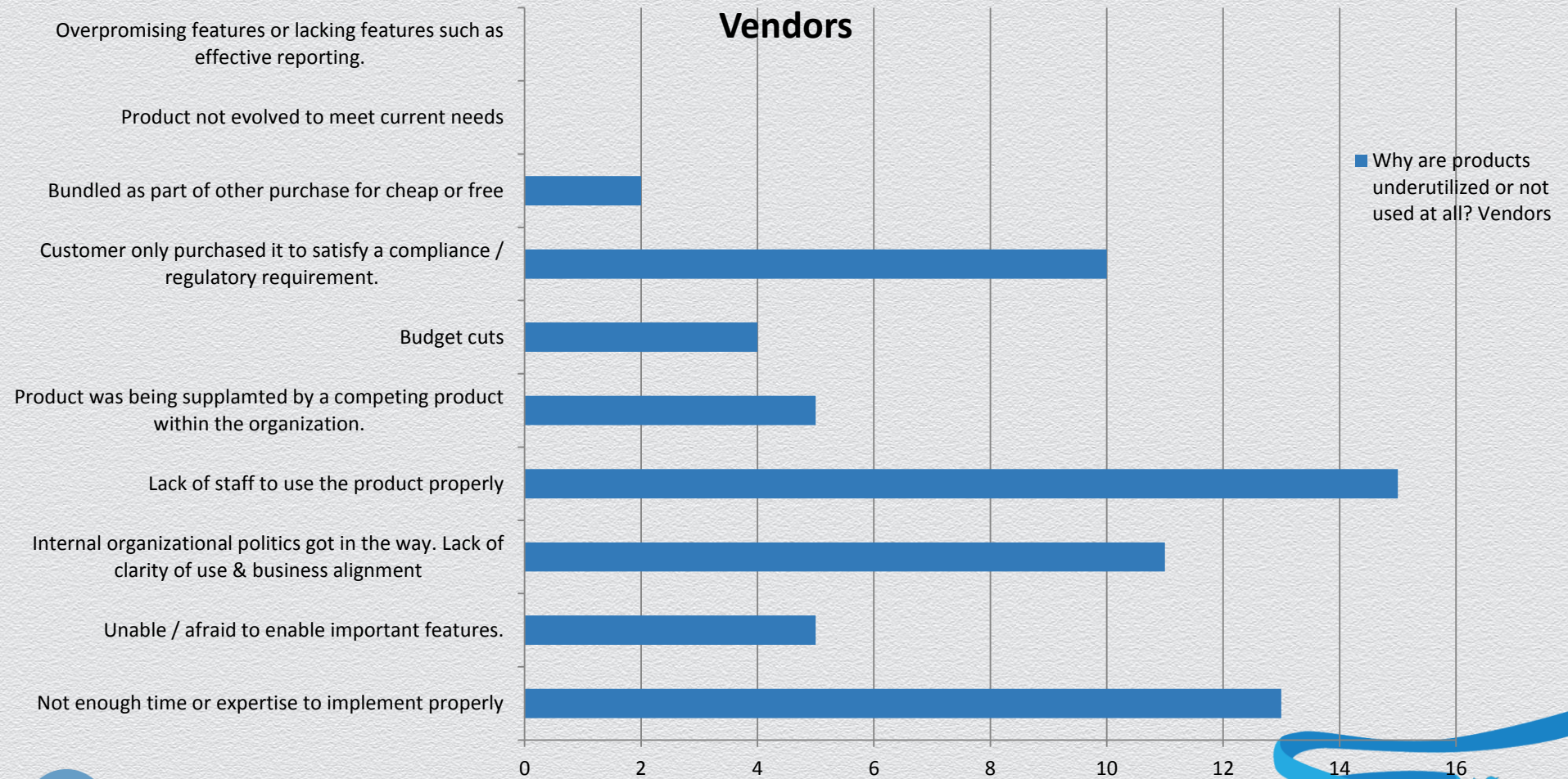
**Why Do Products End
Up on the Shelf?**

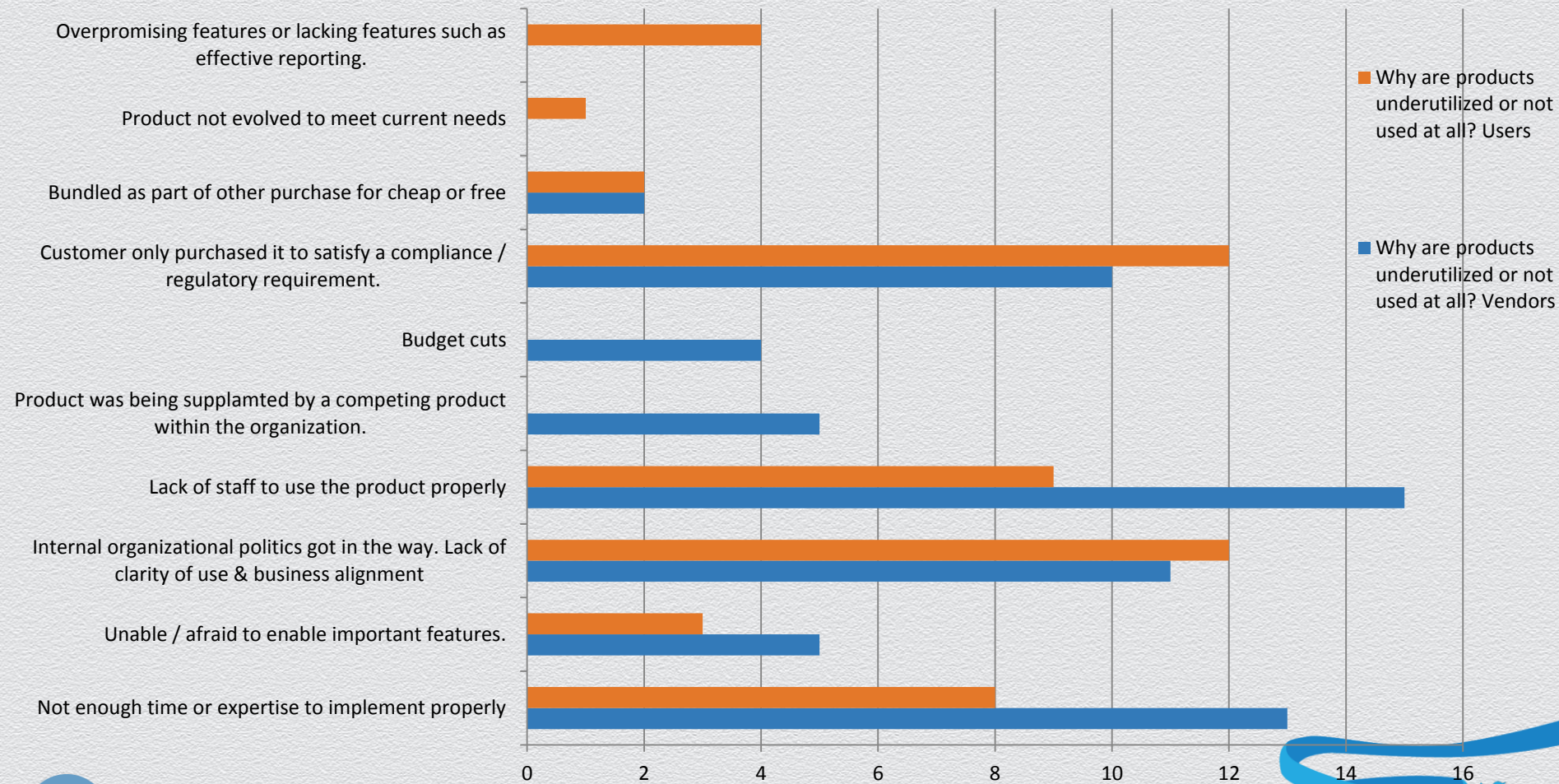
Users



Vendors

■ Why are products underutilized or not used at all? Vendors





Placebo

*"you have to believe it
to see it"*





Img source:
<http://sunpoursdownlikehoney.blogspot.co.uk/2010/08/help-wanted.html>

(C)ISO?

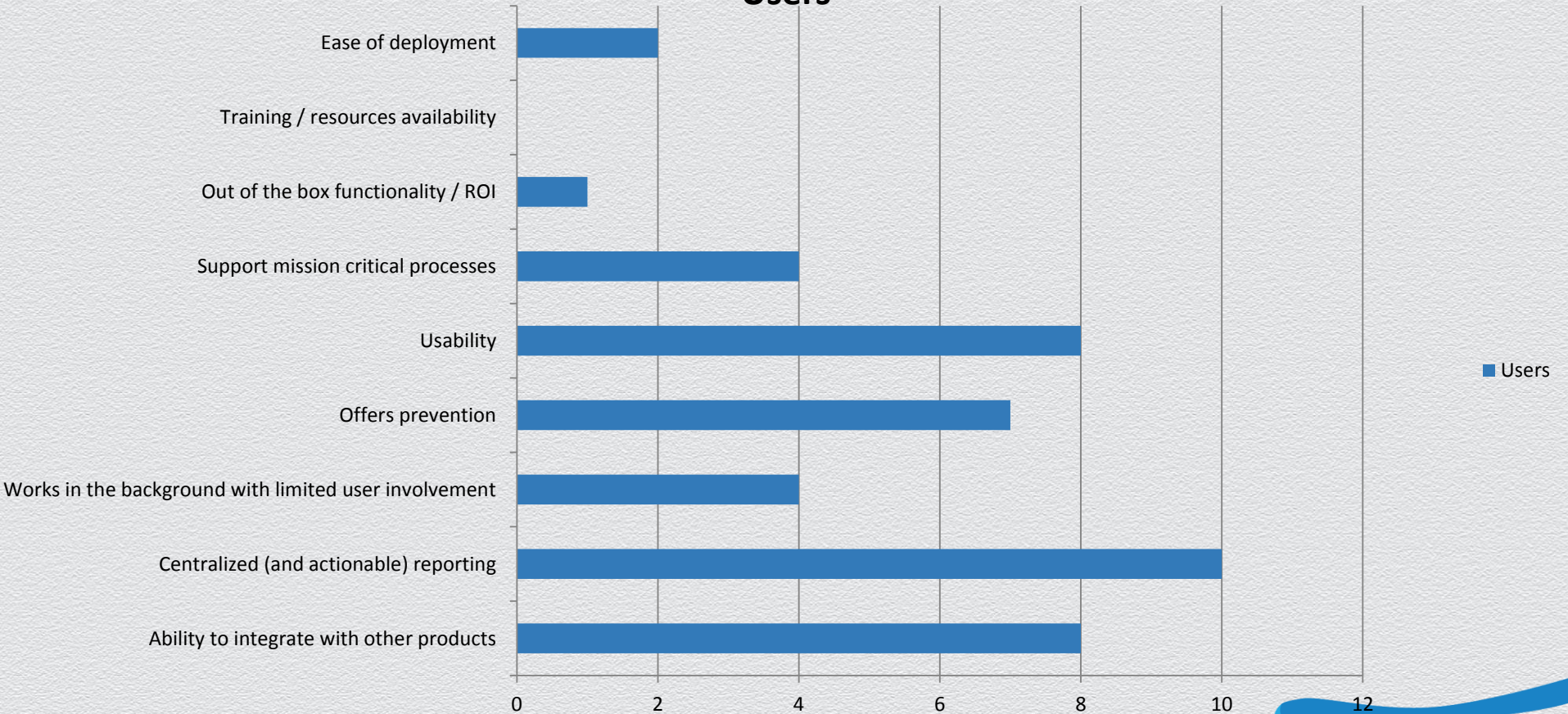
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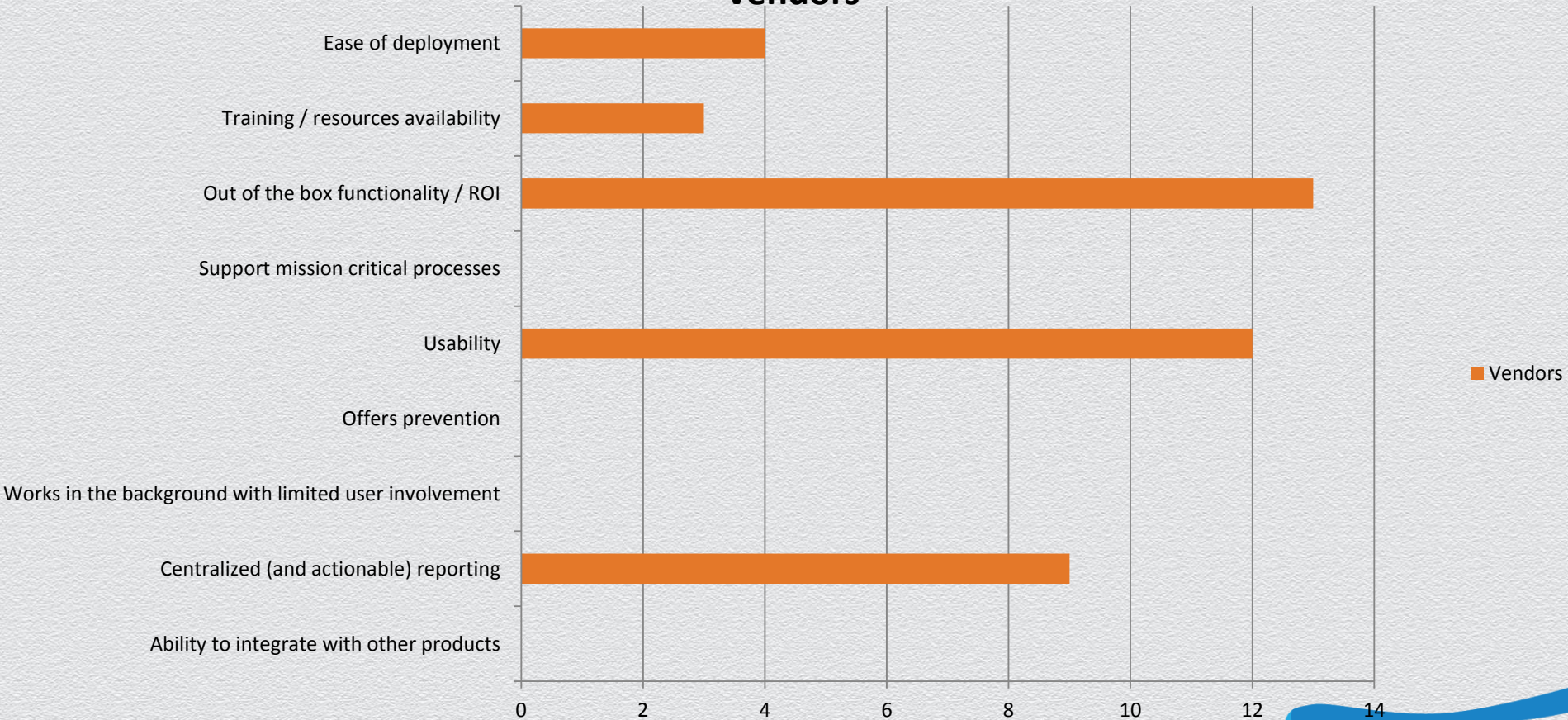


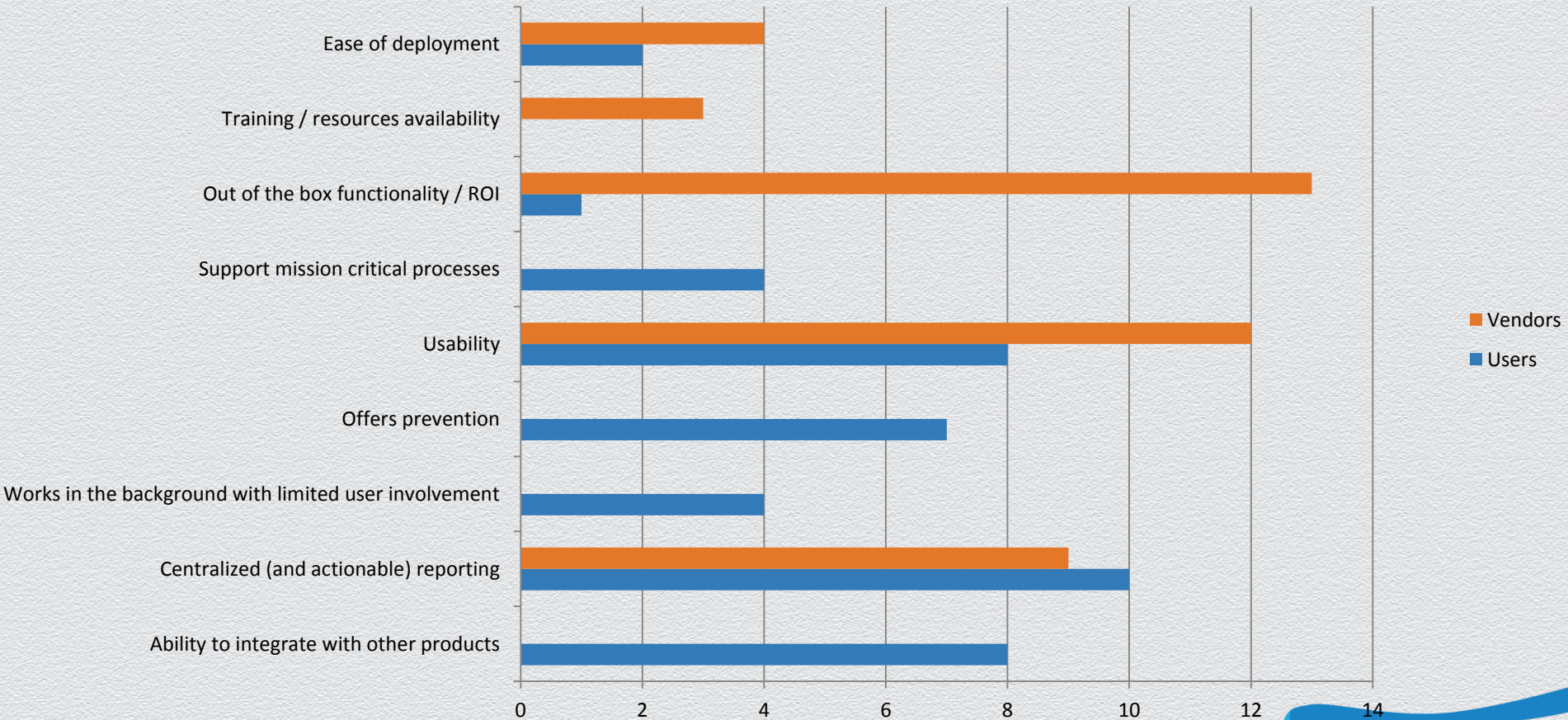
**What Makes a Good
Security Product?**

Users



Vendors





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Recovering Shelfware

Recovery tips

- ◆ Obtain internal stakeholder support

Recovery tips

- ◆ Obtain internal stakeholder support
- ◆ Re-engage the vendor

Recovery tips

- ◆ Obtain internal stakeholder support
- ◆ Re-engage with the vendor
- ◆ Enable features, turn on reporting and see what sticks

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**Stop Shelfware
Recurring**

Steps organizations can take

- ◆ Start with why (the organizational why)
- ◆ Do your homework
- ◆ Negotiate
- ◆ Exit plan / decommission

Steps vendors can take

- ◆ Reach out
- ◆ Plan your acquisitions and integrations
- ◆ Evolve with focus

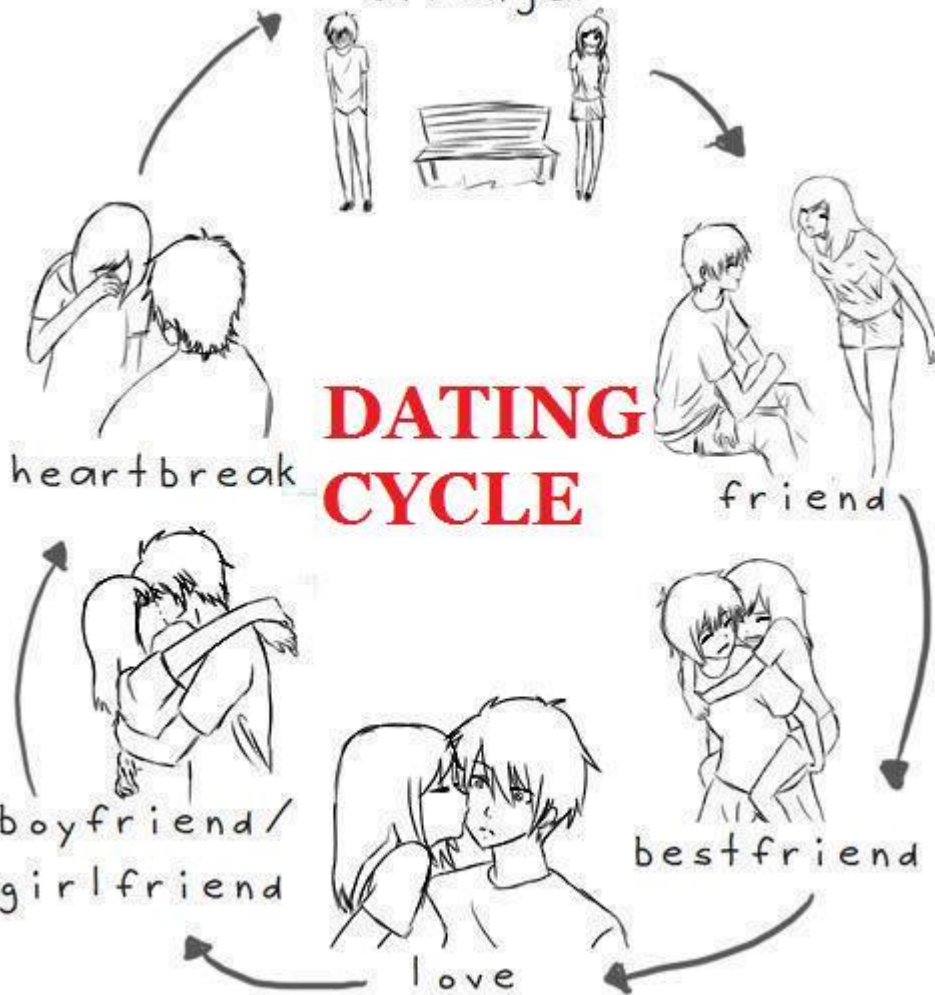
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Conclusions

stranger







FOOLS

I pity them.

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Thank You

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