Thank You - Joint Technology Committee Members

- Chair - Senator Nancy Todd
- Senator Jeff Bridges
- Senator Jack Tate
- Vice Chair - Representative Jonathan Singer
- Representative Brianna Titone
- Representative Mark Baisley
Who Am I?

- **Chief Revenue Officer**
  - 25 years of sales and management in Data Architecture and Security
  - Helped start company in 2014 and lead our initial go-to-market.
  - “Chief” of sales, customer service, margarita making, visiting the State Capital!

- **Jeffco resident - Golden, Colorado**
  - 24 years
  - Wife works for Jeffco Schools
  - 13 year old Son & 8 year old Daughter in Jeffco Schools
Who Are We?

- **Cloud Access Security Broker (CASB)**
  - Built using APIs vs. agents/proxies/extensions
  - Visibility, Security and Control
  - The ONLY Colorado-based CASB focused security vendor.
- **Headquartered in Boulder, CO**
  - 35+ employees
  - 400% growth in 2018 - growing like a weed!
  - Recruit from local universities for FTE & Interns
- **Started in 2014, first product release in Spring 2017**
  - Invested heavily in developing an excellent product!
- **25 + Colorado customers in education, government and commercial**
- **Colorado Funded - all local dollars!**
Challenges for State

- **Cloud Use Expanding**
  - Google G Suite & Microsoft Office365, OneDrive and SharePoint are essential communication and collaboration tools for State. Existing tools are blind.

- **Limited Visibility**
  - Usage, Compliance, Threat Protection, Data Security and Data Loss Prevention

- **Data and Access Governance**
  - Control data in files, folders, how it is shared and put control in business units.

- **Onboard & Offboard with Cloud**
  - Control file shares and access once a user is no longer with State.

- **Budget**
  - Implement and maintain with affordable solution.
How It Works - Visibility, Security & Control

**Account Monitoring**
Gain real time visibility into account access, and what users are doing in cloud apps

**Data Loss Prevention**
Quickly see where data leaks exist in your cloud environment and plug them in minutes

**Threat Protection**
ManagedMethods works around the clock to protect you from malicious attacks

**Content Awareness**
Identify and quarantine explicit and inappropriate images, documents, and more
How It Works

● Threat Prevention
  ○ Scan all email attachments and files in cloud storage for potentially harmful malware and DLP violations including phishing attempts
  ○ Discover user-enabled 3rd party cloud apps connected to the environment and analyze the scope of permissions granted

● Data Security (DLP)
  ○ Analyze all data stored in email and drives for sensitive information
    ■ Personally identifiable information (PII) or payment card industry (PCI)
    ■ Objectionable content and language (nudity, violence, etc)
  ○ Advanced OCR and machine learning

● Account Monitoring
  ○ Provide insight into file sharing behavior and highlight risk potential
  ○ Analyze user login access and provide geographic information
How It Works (cont’d)

● Detection and Prevention
  ○ Confidential information in documents sent to the cloud
  ○ Files containing malware
  ○ Unauthorized 3rd party applications (OAuth permissions)
  ○ Unsafe file sharing links
  ○ Unusual file downloads & log-in attempts

● Take Action and Control
  When risky actions or policy violations occur, automatically:
  ○ Quarantine files / email
  ○ Unshare documents
  ○ Revoke OAuth permissions
  ○ Suspend users
  ○ Send alerts to admin for review
Innovation in Cybersecurity

- 100% cloud native architecture for CASB - Google & Microsoft Certified Partner
- Pioneer in use of machine learning to detect self harm risk for K12 education.
- Artificial intelligence and machine learning to analyze for risk in images.
- Analyze user behavior to detect risk that may originate outside of perimeter and on personal devices.
- Make complex cloud security accessible to resource constrained IT departments in Education, Government and Small Businesses.
Awards

Partners

Certifications
Questions?

ManagedMethods
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Thank You!