Simple and effective Security for the digital hotel with Fortinet Security Fabric

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What's Going On With The Hospitality Industry?

Change, Change and Some More Change

Three Out of Many Concerns for Hospitality
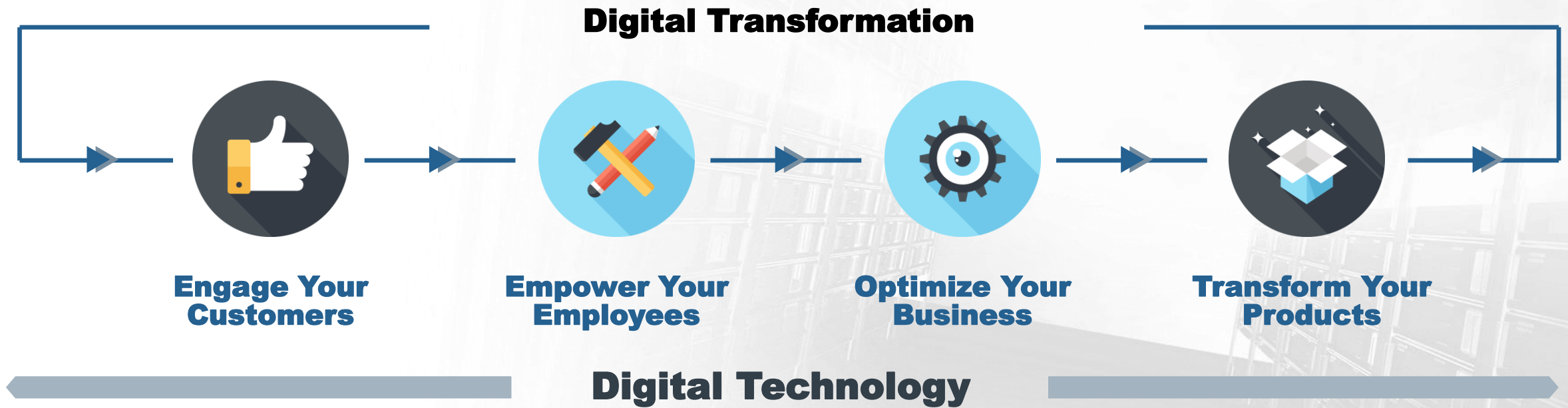
DIGITAL TRANSFORMATION

CYBER THREATS

COMPLIANCE

Digital Transformation

Digital Transformation

Engage Your Customers

Empower Your Employees

Optimize Your Business

Transform Your Products

Digital Technology

Digital Transformation – Three main Trends

Hospitality industry

Virtualization
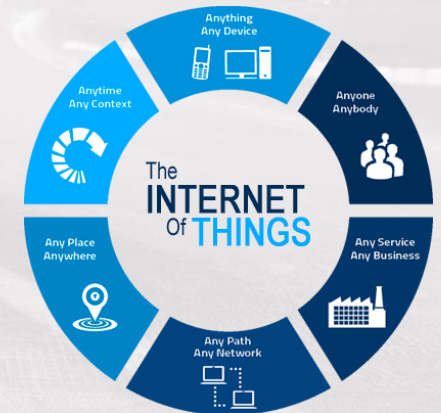Public or Private Cloud

Value Added Services
Attract customers

IoT
Harness that data

Three Out of Many Concerns

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CYBER THREAT LANDSCAPE

Q3 2017 BY THE NUMBERS* (some of the numbers)

EXPLOITS

5,973 unique exploit detections
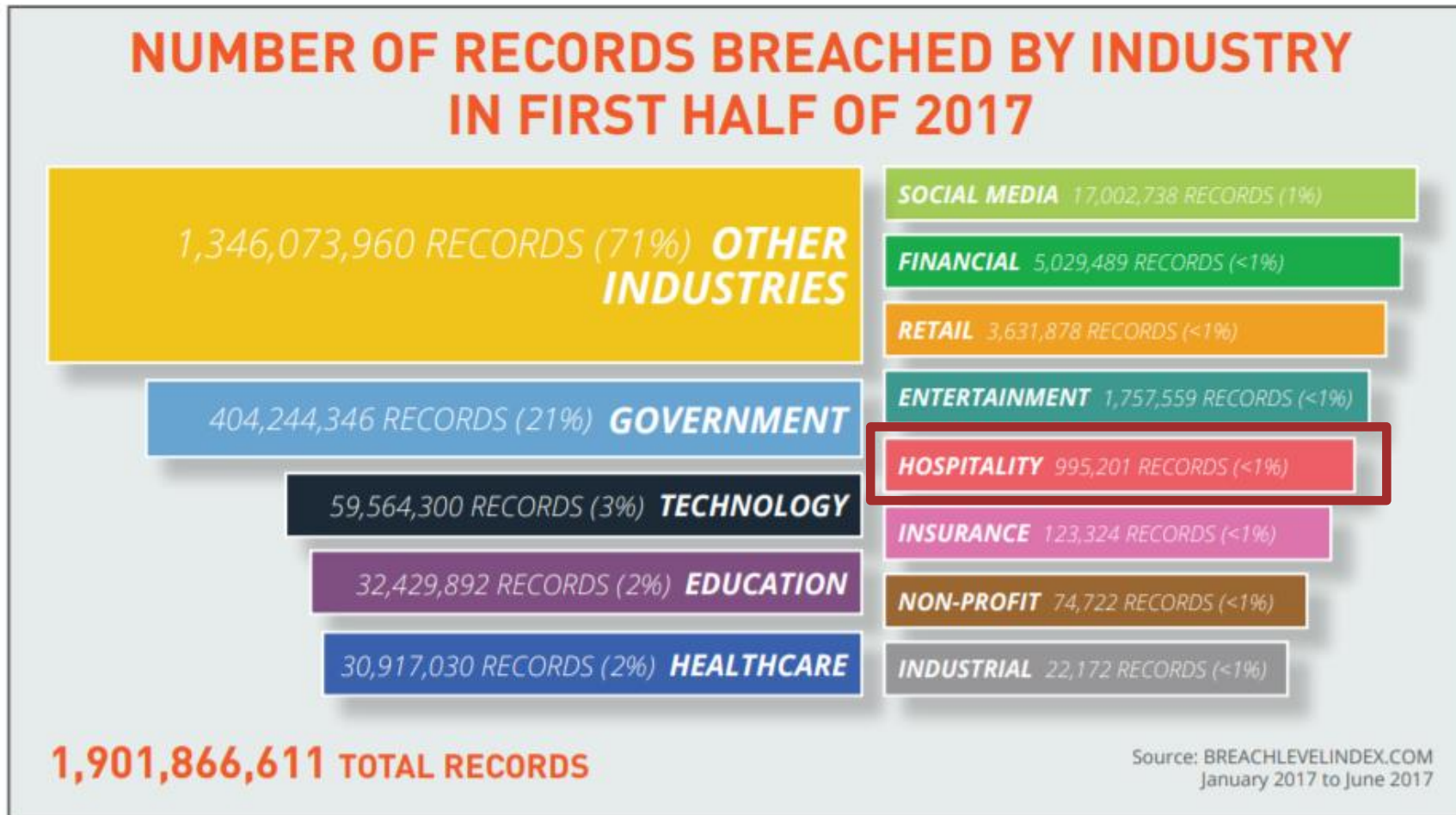
79% of firms saw severe exploits

MALWARE

14,904 variants in 2,646 families

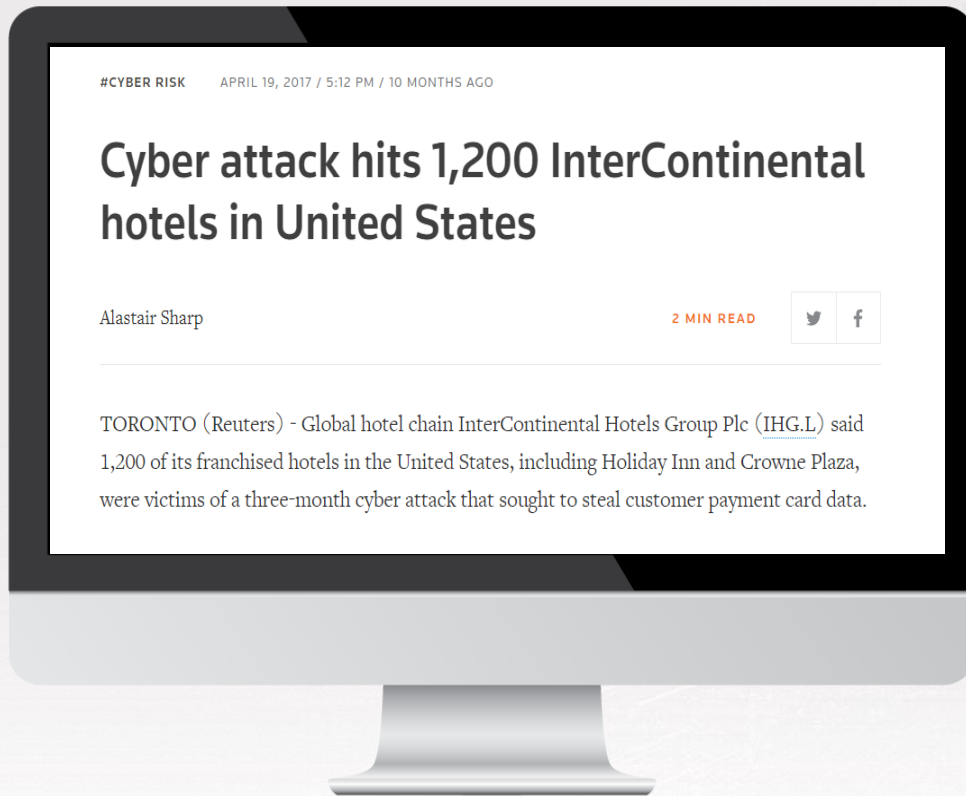**22%** detected ransomware

BOTNETS

245 unique botnets detected

3% of firms saw ≥ 10 botnets

*FortiGuard Q3 2017 Threat Landscape Report

FÜRTINET

Let's Talk Numbers…

NUMBER OF RECORDS BREACHED BY INDUSTRY IN FIRST HALF OF 2017

1,346,073,960 RECORDS (71%) **OTHER INDUSTRIES**

404,244,346 RECORDS (21%) **GOVERNMENT**

59,564,300 RECORDS (3%) **TECHNOLOGY**

32,429,892 RECORDS (2%) **EDUCATION**

30,917,030 RECORDS (2%) **HEALTHCARE**

SOCIAL MEDIA 17,002,738 RECORDS (1%)

FINANCIAL 5,029,489 RECORDS (<1%)

RETAIL 3,631,878 RECORDS (<1%)

ENTERTAINMENT 1,757,559 RECORDS (<1%)

HOSPITALITY 995,201 RECORDS (<1%)

INSURANCE 123,324 RECORDS (<1%)

NON-PROFIT 74,722 RECORDS (<1%)

INDUSTRIAL 22,172 RECORDS (<1%)

1,901,866,611 TOTAL RECORDS

Source: BREACHLEVELINDEX.COM
January 2017 to June 2017

Hospitality is among the top #10 targets

The State of the Threat Landscape

Three Out of Many Concerns

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GDPR

"WE DON'T KNOW WHAT WE DON'T KNOW."

DONALD RUMSFELD
FORMER US SECRETARY OF DEFENSE

FORTINET.

Preparing for GDPR*

12 Steps To Take Now

1 Awareness
You should make sure that decision makers and key people in your organisation are aware that the law is changing to the GDPR. They need to appreciate the impact this is likely to have.

2 Information you hold
You should document what personal data you hold, where it came from and who you share it with. You may need to organise an information audit.

3 Communicating privacy information
You should review your current privacy notices and put a plan in place for making any necessary changes in time for GDPR implementation.

4 Individuals' rights
You should check your procedures to ensure they cover all the rights individuals have, including how you would delete personal data or provide data electronically and in a commonly used format.

5 Subject access requests
You should update your procedures and plan how you will handle requests within the new timescales and provide any additional information.

6 Lawful basis for processing personal data
You should identify the lawful basis for your processing activity in the GDPR, document it and update your privacy notice to explain it.

7 Consent
You should update your procedures and plan how you will handle requests within the new timescales and provide any additional information.

8 Children
You should update your procedures and plan how you will handle requests within the new timescales and provide any additional information.

9 Data Breaches
You should make sure you have the right procedures in place to detect, report and investigate a personal data breach.

10 Data Protection by Design and Data Protection Impact Assessments
You should update your procedures and plan how you will handle requests within the new timescales and provide any additional information.

11 Data Protection Officers
You should designate someone to take responsibility for data protection compliance and assess where this role will sit within your organisation's structure and governance arrangements. You should consider whether you are required to formally designate a Data Protection Officer.

12 International
If your organisation operates in more than one EU member state (ie you carry out cross-border processing), you should determine your lead data protection supervisory authority. Article 29 Working Party guidelines will help you do this.

*ico.org.uk

Two Key Aspects of GDPR

1. Consequences for GDPR violations

- Empowers supervisory authorities to assess fines that are "effective, proportionate and dissuasive."

- Two tiers of maximum fines depending upon severity of violation
  » **2% or €10M, whichever is higher**
  » **4% or €20M, whichever is higher**

- Allows data subjects to seek monetary damages in court from controllers who violate their rights and from processors as well.

2. Data Breach notifications

- A personal data breach" is "a breach of security leading to the accidental or unlawful destruction, loss, alteration, unauthorized disclosure of, or access to, personal data transmitted, stored or otherwise processed."

- Data controllers must notify the supervisory authority "competent under Article 55"

- Notice must be provided "without undue delay and, where feasible, **not later than 72 hours** after having become aware of it."

- Notification to the authority must consist of at least:
  » Describe the nature of the personal data breach, including the number and categories of data subjects and personal data records affected;
  » Provide the data protection officer's contact information
  » Describe the likely consequences of the personal data breach
  » Describe how the controller proposes to address the breach, including any mitigation efforts
  » If data processor experiences a personal data breach, it must notify the controller

- Notice **is not** required if "the personal data breach is unlikely to result in a risk for the rights and freedoms of natural persons,"

Three Out of Many Concerns

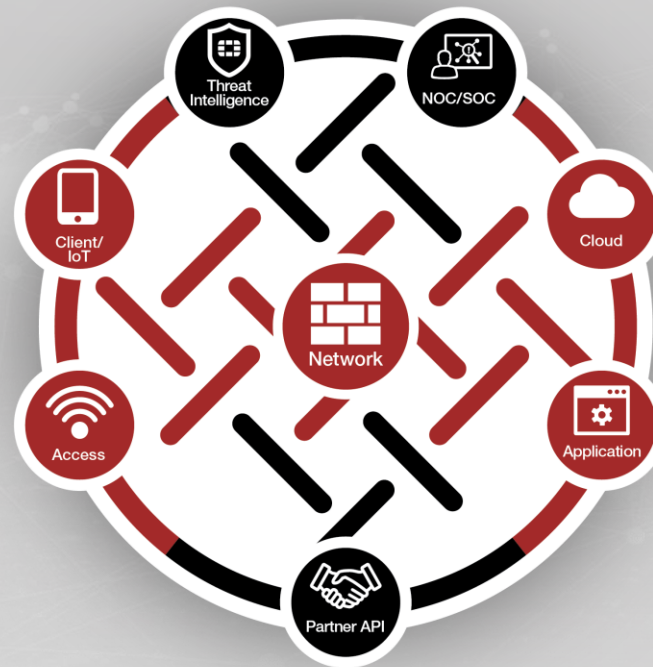## DIGITAL TRANSFORMATION

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Introducing the Fortinet Security Fabric

Multiple Issues, One Vision

EVOLVING AS THE MARKET, AND YOUR NEEDS, EVOLVE

Provides A Single Security Posture Across the Whole of the Network - Physical, Virtual and Cloud

Protects Against the "Things"

Integrates Security with Connectivity

Supports Your Compliance Requirements

FORTINET SECURITY FABRIC

BROAD
POWERFUL
AUTOMATED

Advanced Threat Intelligence

NOC/SOC

Client

Cloud

Network

Access

Application

Partner API

Broad – The Fabric Gives You Complete Visibility, Coverage and Flexibility Across The Entire Dynamic Attack Surface

Visibility

Coverage
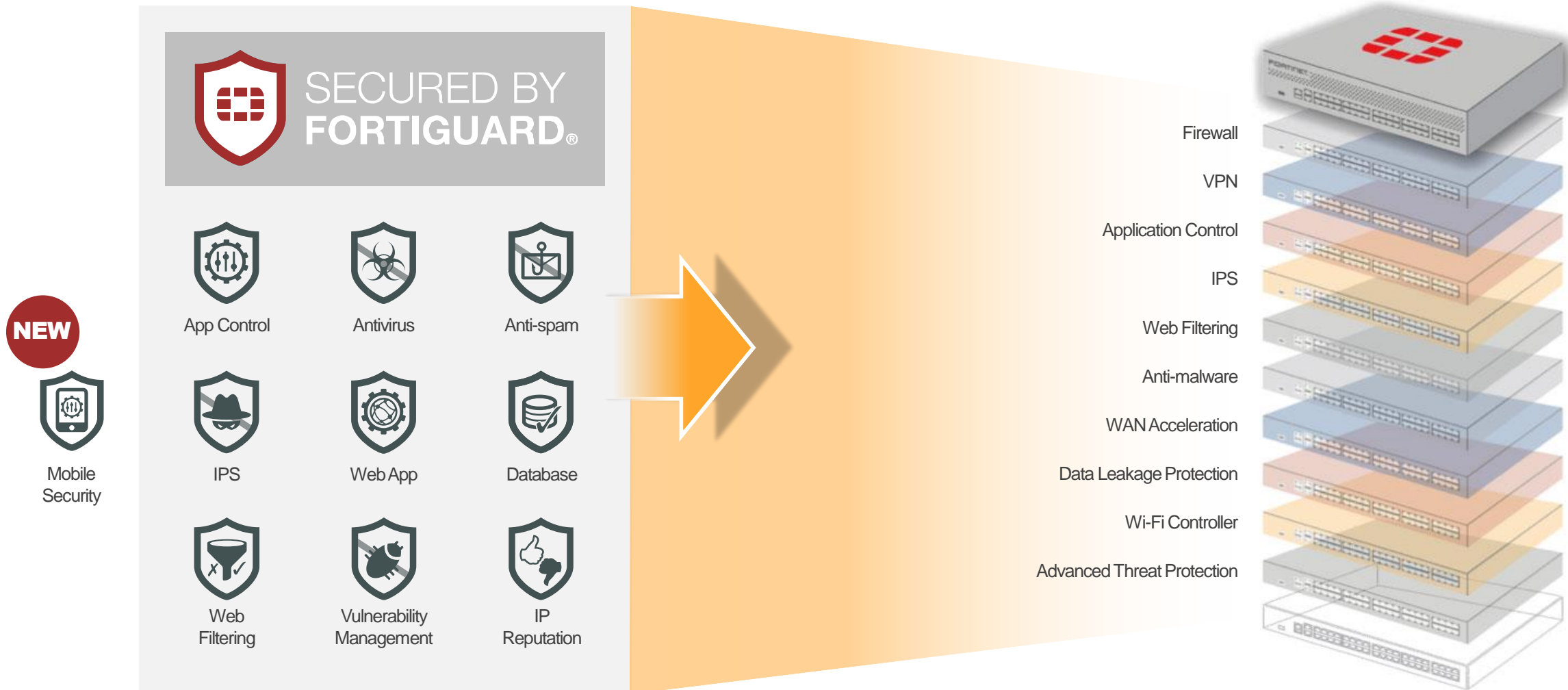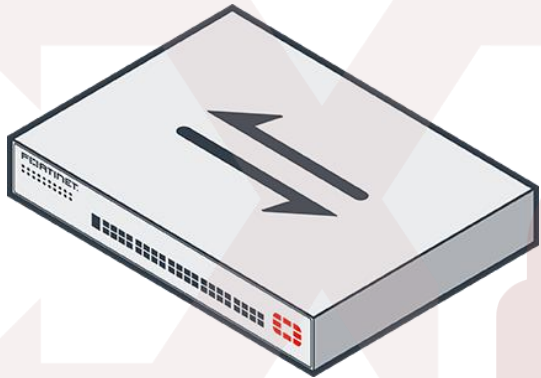
- Cloud Security
- Application Security
- Network Security
- Access Security
- Client/IoT Security
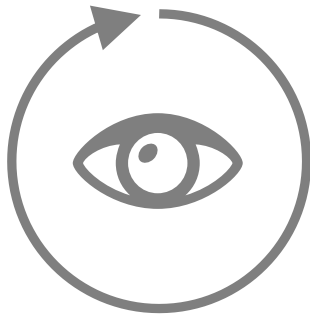
Flexible/Open

FortiGate – Next Generation Firewall

SECURED BY **FORTIGUARD**®

App Control

Antivirus

Anti-spam

NEW

Mobile Security

IPS

Web App

Database

Web Filtering

Vulnerability Management

IP Reputation

Firewall

VPN

Application Control

IPS

Web Filtering

Anti-malware

WAN Acceleration

Data Leakage Protection

Wi-Fi Controller

Advanced Threat Protection

Secure Unified Access Ethernet

FortiSwitch

Integrated Security
Pervasive Security through Fortinet Security Fabric Integration addressing the broadest threat surface.

Simplified Management
FortiGate integration creates one interface to manage security and access.

Scalable
Able to scale from desktop to datacenter across platforms allowing flexibility to grow as devices and traffic increase.

FortiSwitch becomes a logical extension of the FortiGate when connected via FortiLink

Secure Wireless Access

FAP-400 Series

FAP-300 Series

FAP-200 Series

4x4:4
Wave-II
Performance+

3x3:3
Performance

2x2:2
802.11ac
Standard

1x1:1
802.11n Basic

FortiPresence
3 products in one for actionable Presence Analytics Solution for Hospitality

Presence Analytics	Social Wi-Fi	Campaign
Presence Analytics	Social Wi-Fi login	Campaigns
• Visitor count,	• Facebook, Email login	• Integrated coupon platform
• New vs. repeat	• Customizable pages	• Win-back reporting
• Visit frequency & duration	• Customer contact download	
• Marketing campaign success tracking		Showrooming insights
• Daily & Weekly reports	Redirect	• websites visited,
	• app download,	• URL page views,
Location Tracking	• integrated survey platform	• top product searches
• Real-time location tracking and historical heatmaps	• social-like pages,	API
• Path of customer	• coupons / offers	• Digital Signage integration
• easy calibration		• Real-time trigger of 3rd party APs
		• CRM integration
		• Associate platform integration

FortiVoice – Complete VoIP Solution for Hotels

- Self contained PMS module or integrate 3rd party PMS
- Check in / check out
- Customize phone display with guest name
- Room location description
- Wake up calls
- Room condition / Housekeeping codes
- Room status
- Do not disturb
- Phone privilege profiles
- Voicemail management
- SMDR interface for 3rd party billing
- Web-based tool for front desk

Powerful – Increasing Performance Reduces The Burden on Infrastructure

Security Processors (SPU's)

- NP6 — Accelerates Network Traffic
- CP9 — Accelerates Content Inspection
- SoC3 — Optimized Performance for Entry Level

Parallel Path Processing

1 Tbps

Comprehensive Range

High End
Mid Range
Entry Level
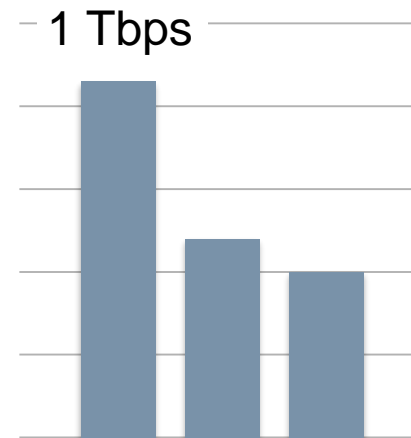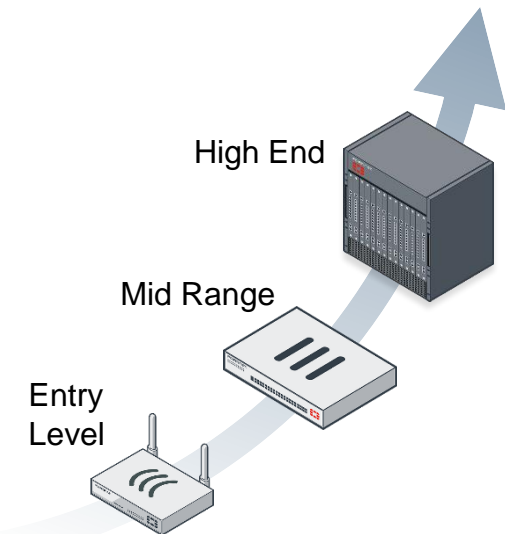
Automated to Provide a Fast, Coordinated Response to Threats

FORTINET SECURITY FABRIC

Global & Local

Known Threats
FortiGuard

Unknown Threats
FortiSandbox

Audit & Recommend

Demo_ISFW-Sales

ISFW-PRI   Demo_ISFW-Finance   FP320C3X15002440
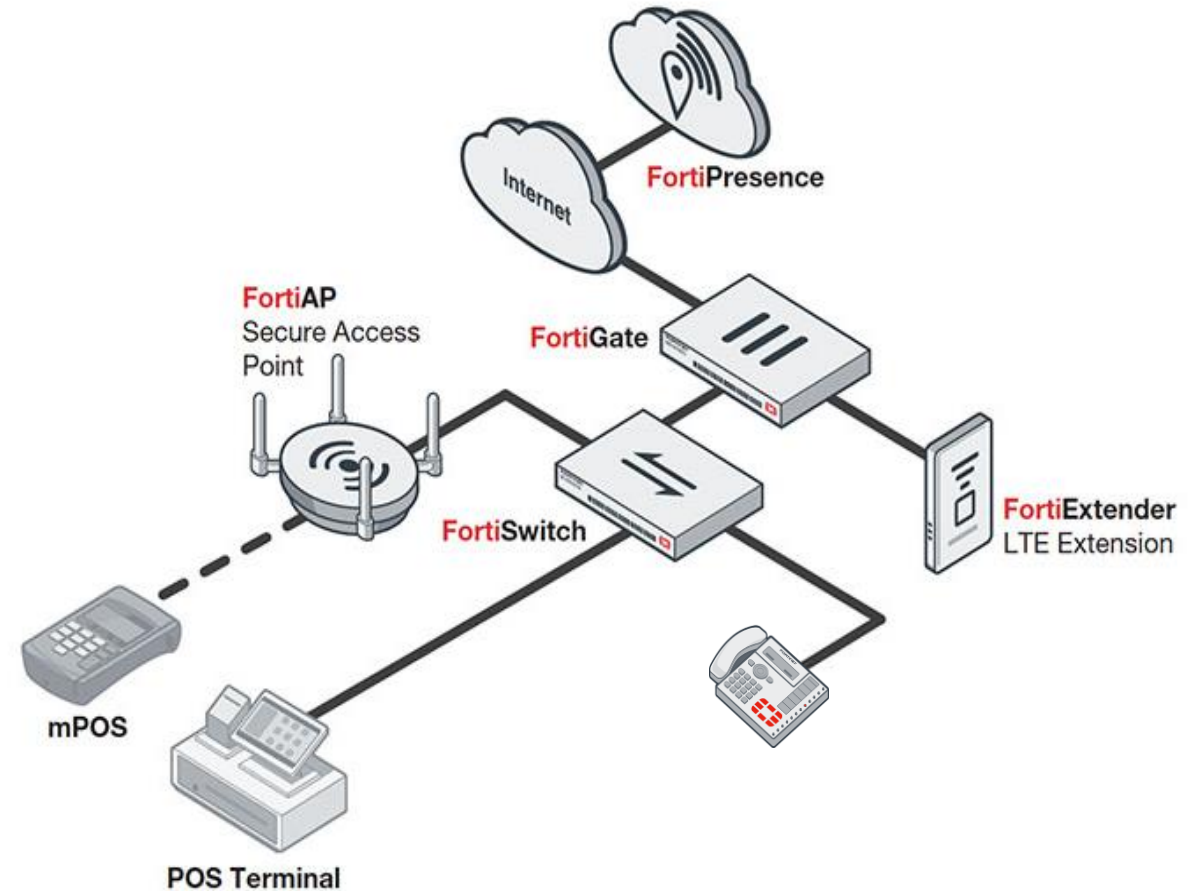2.62 GB

Demo_ISFW-ENG
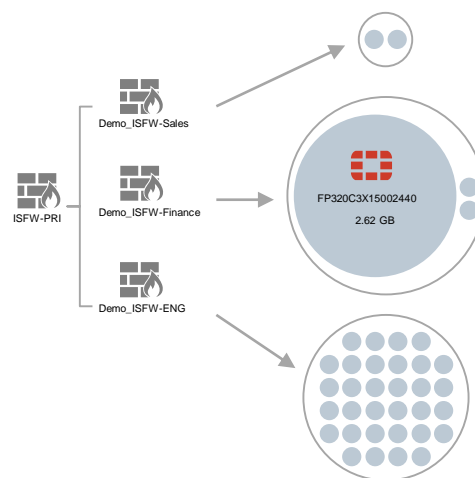
Coordinated

Extending the Fabric to the Edge
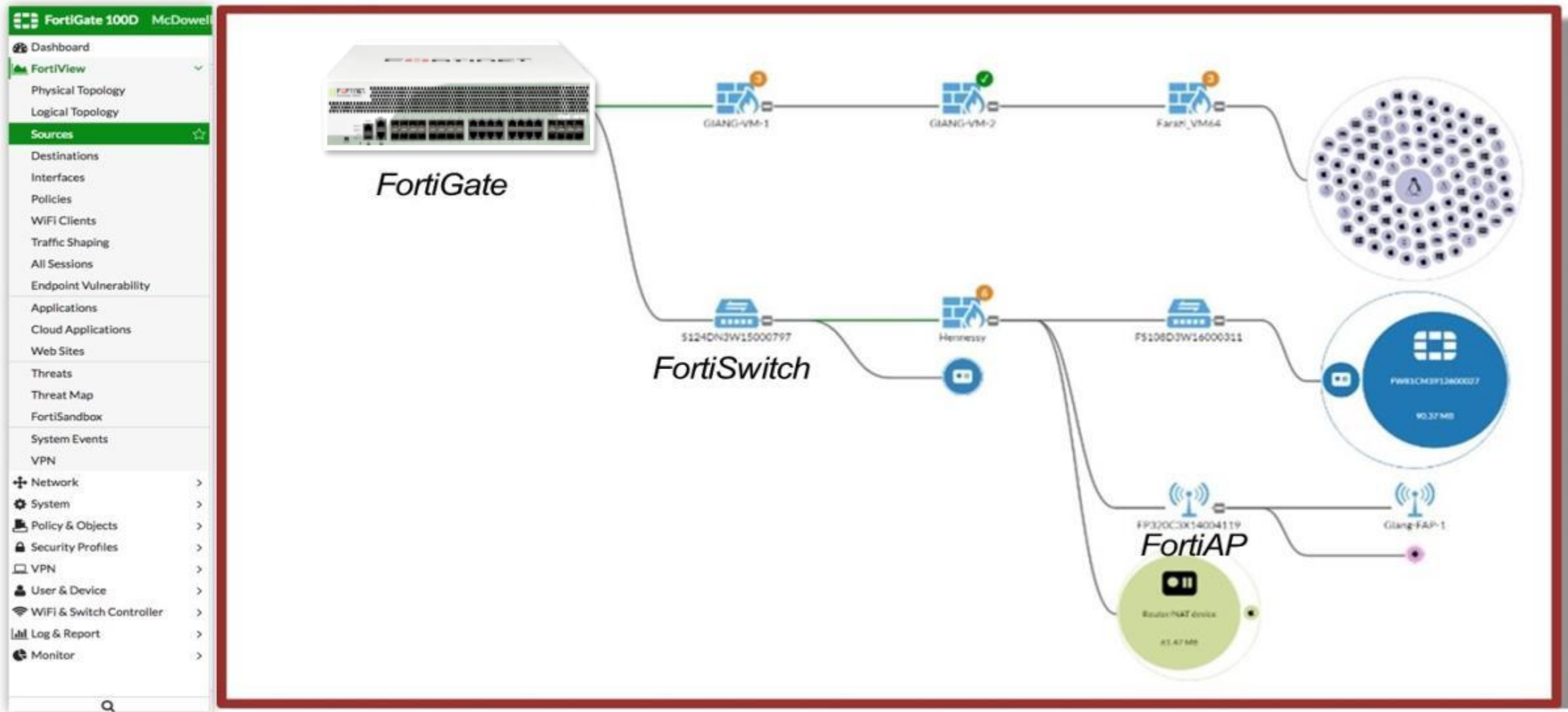
Hospitality – Benefits of Fortinet Security Fabric

- Cost reduction

- Standardization

- Easy deployment in high scale

- Visibility

- Easily adapt to new retail tech

- Compliance