



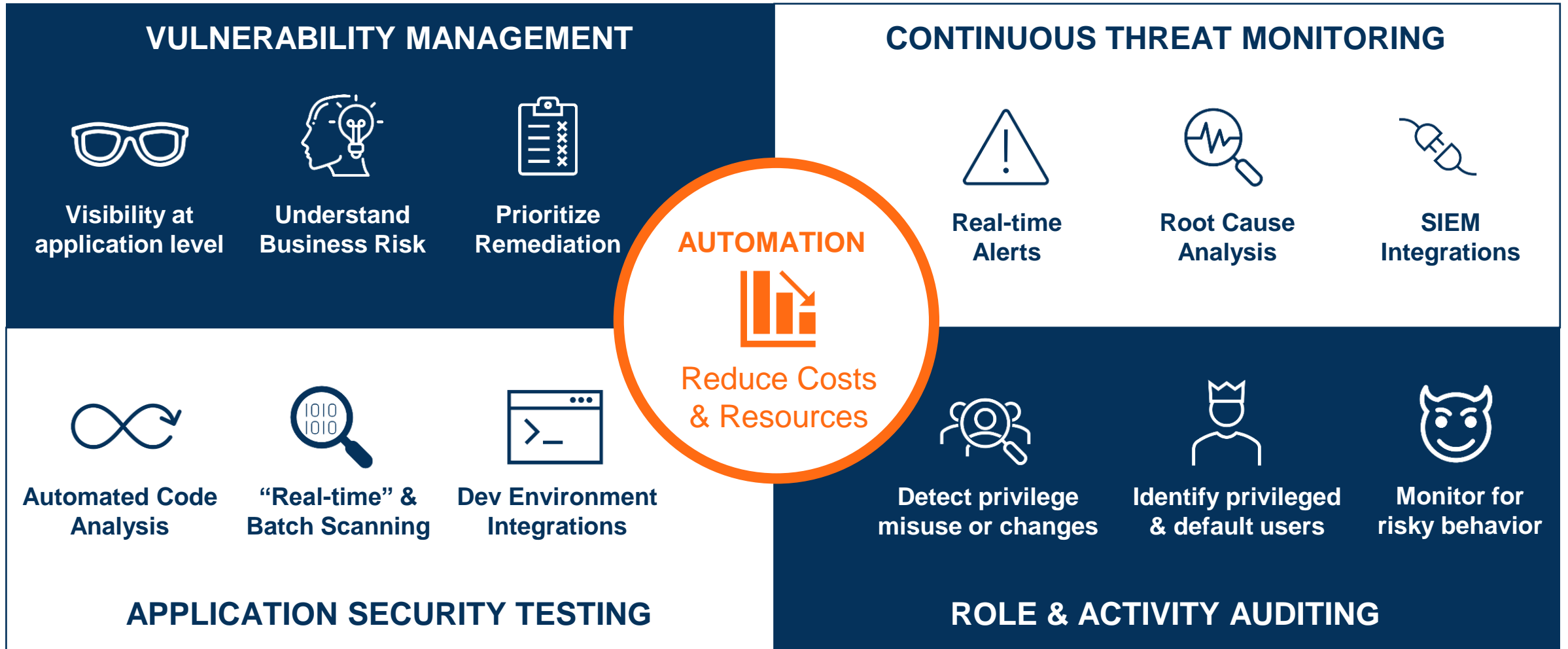
# The Threat Landscape is Transforming: Understand The Importance of Business-Critical Application Protection and Associated Compliance



Roger Egle | Strategic Account Manager

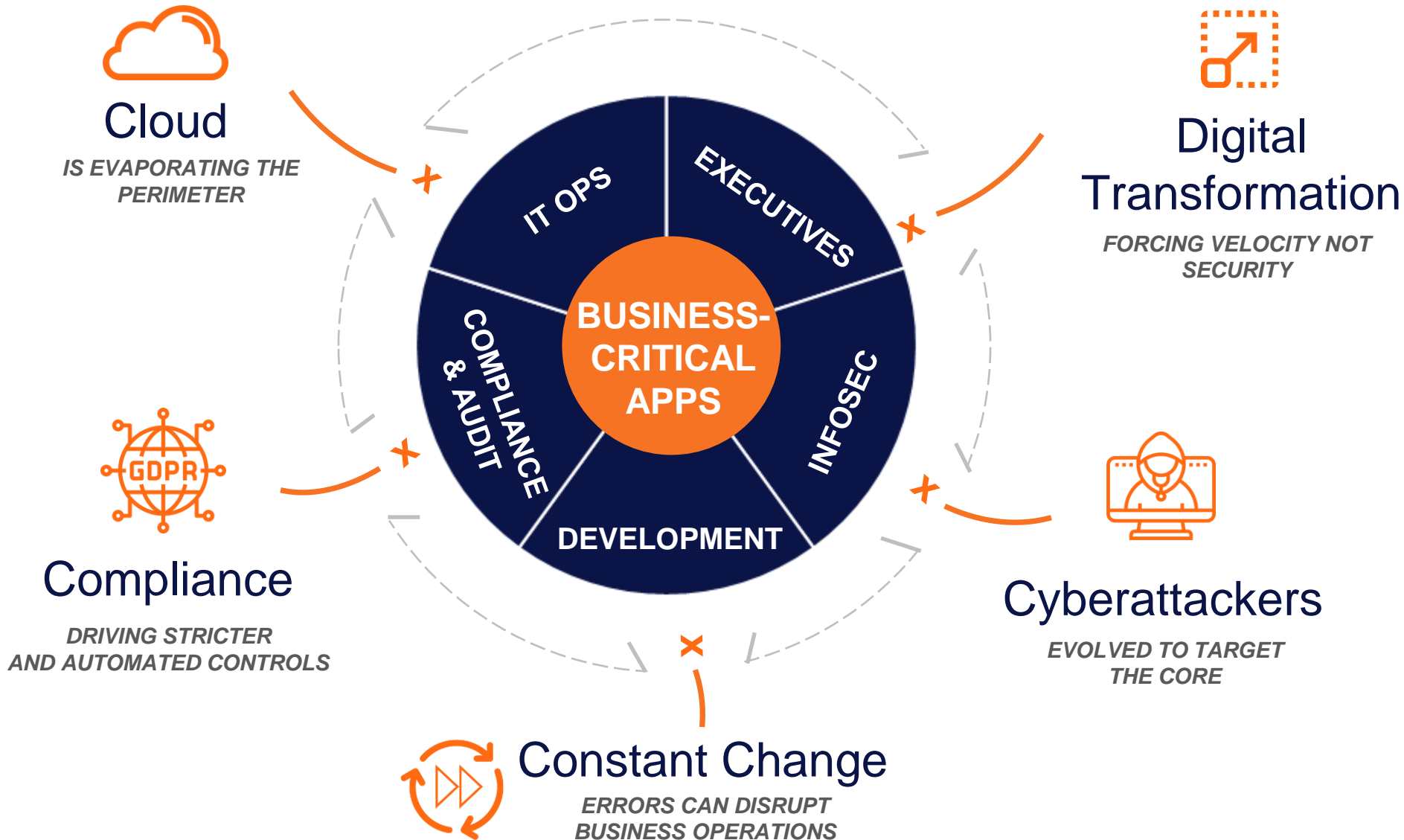
Jason Braun | Vice President West

# ONAPSIS | PROTECT YOUR BUSINESS-CRITICAL APPLICATIONS





# WE'RE FACING A PERFECT STORM OF COMPLEXITY



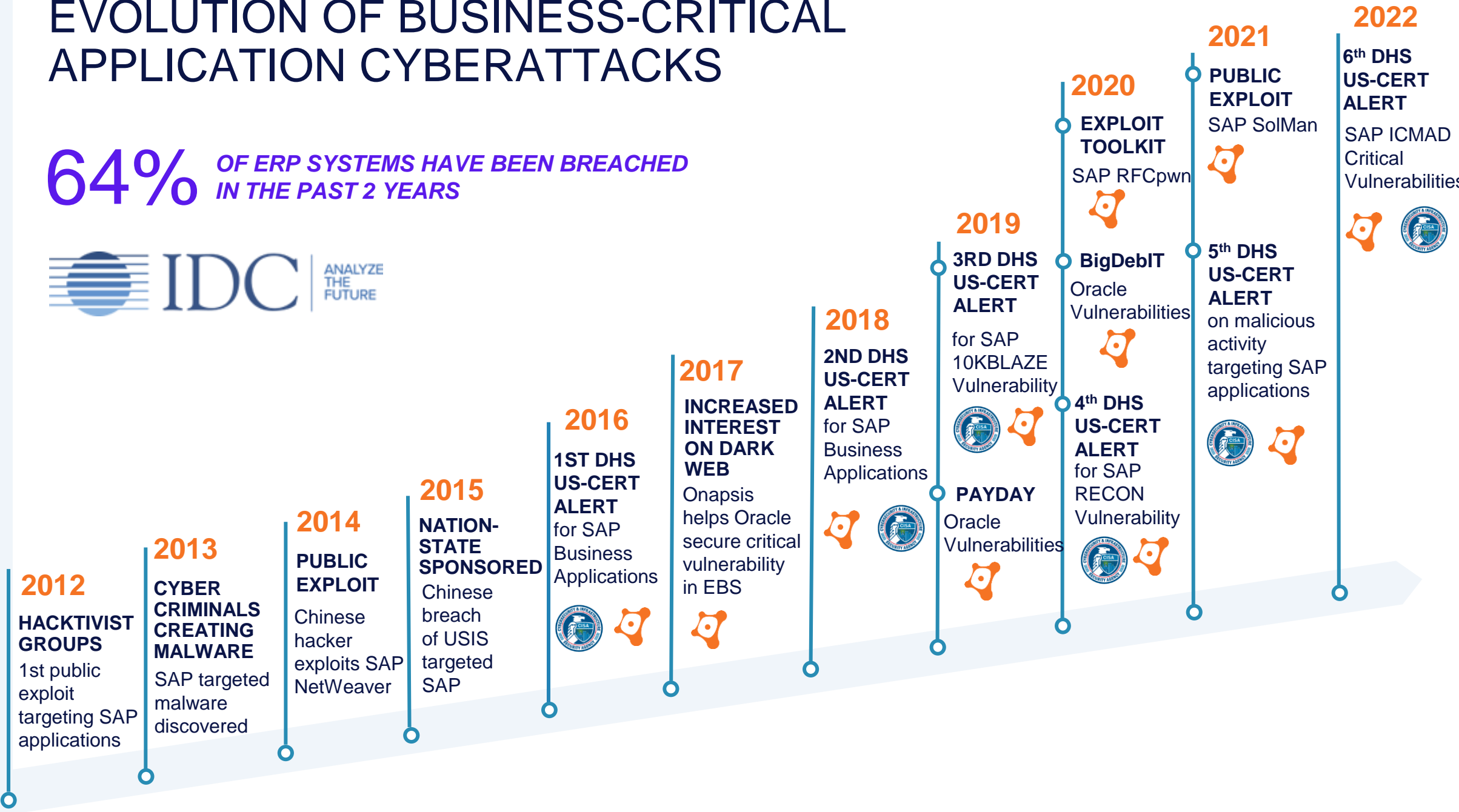


# EVOLUTION OF BUSINESS-CRITICAL APPLICATION CYBERATTACKS

**64%** *OF ERP SYSTEMS HAVE BEEN BREACHED IN THE PAST 2 YEARS*



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# How Did We Do This? Well, We Built the **ONAPSIS THREAT INTELLIGENCE CLOUD**

*Synthetic targets,  
Real attacks from real threat actors.*

Global network of sensors  
and applications.

Instrumented to capture activity of  
attackers exploiting mission-critical  
applications, such as SAP and Oracle

Vulnerable applications with common  
configurations deployed on sensors  
behind firewalls

Different, multiple versions  
and business modules (ERP,  
Supply Chain, HR, etc)

Simulated synthetic  
business data (v0.1)



# NOVEL EVIDENCE OF SOPHISTICATED THREAT ACTORS ACTIVELY EXPLOITING SAP APPLICATIONS IN- THE-WILD

*Data based on direct observation of threat activity against OTIC, upon unmarked systems becoming online. Data is not based on exploitation on SAP customers' environments.*

**400+**

CONFIRMED  
EXPLOITATIONS

**107+**

HANDS-ON  
ATTACKS

**7**

TRACKED  
THREAT VECTORS

**18**

UNIQUE  
COUNTRIES

\* may include VPS / TOR



## SMALL WINDOW TO DEFEND

Rapid patching and  
secure Cloud  
provisioning is critical

**<72hs**

SAP PATCH  
RELEASE TO  
EXPLOITATION

**<3hs**

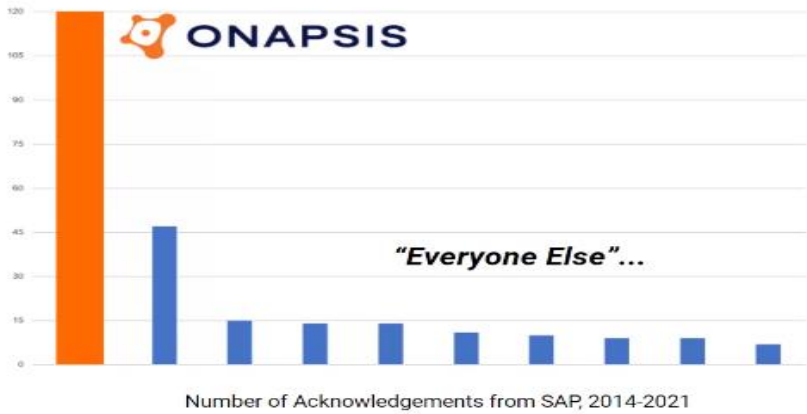
NEW SYSTEM  
ONLINE TO  
BEING  
EXPLOITED

*Data based on direct observation of threat activity against OTIC, upon unmarked systems becoming online. Data is not based on exploitation on SAP customers' environments.*



# ONAPSIS RESEARCH LABS

- Onapsis influences 40%+ of SAP's critical notes and 60% of ALL Hana notes
- Onapsis products automatically updated with latest threat intel and security guidance
- Receive advanced notification on critical issues and improved configurations
- **Get pre-patch protection ahead of scheduled vendor updates**



Discovered

**800+**

zero-day vulnerabilities in business-critical apps

**14**

Out-of-the-box compliance policies, plus ability to customize

**6**

US DHS critical alerts based on our research

**17**

Patents, 8 issued & 9 pending

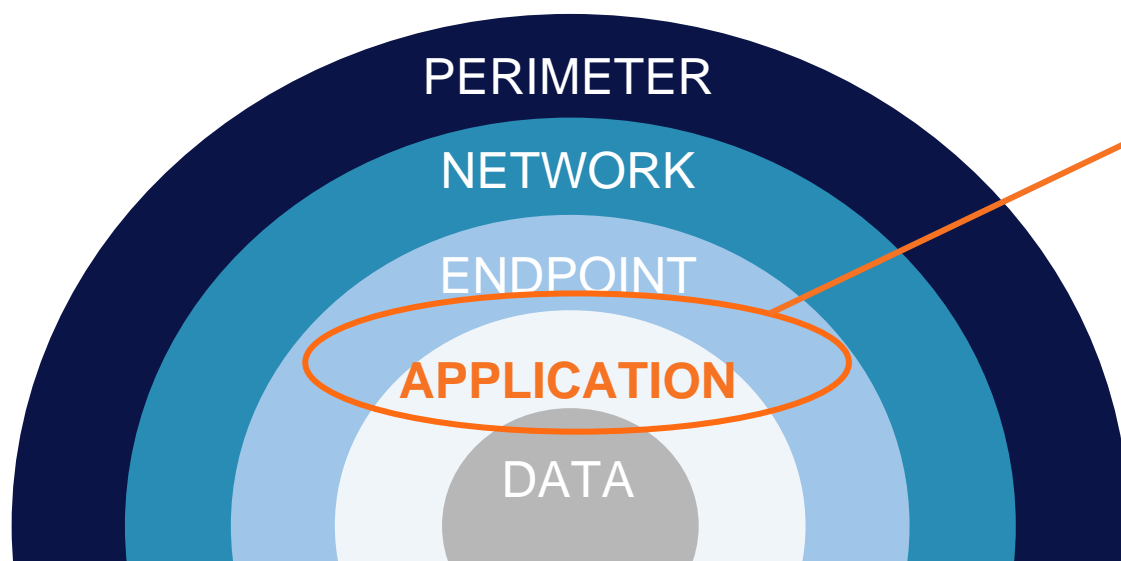
Knowledgebase of

**10,000+**

vulnerabilities and attacks on business applications



# Traditional Defense-in-Depth Models Surround But Ultimately Neglect That Critical Application Layer



- **Attacks on the application layer** are the #1 concern of CIOs, YoY
- **Over 70%** say their application portfolio has become **more vulnerable** in the past year
- Almost **two-thirds of organizations** have a **backlog** of app vulnerabilities

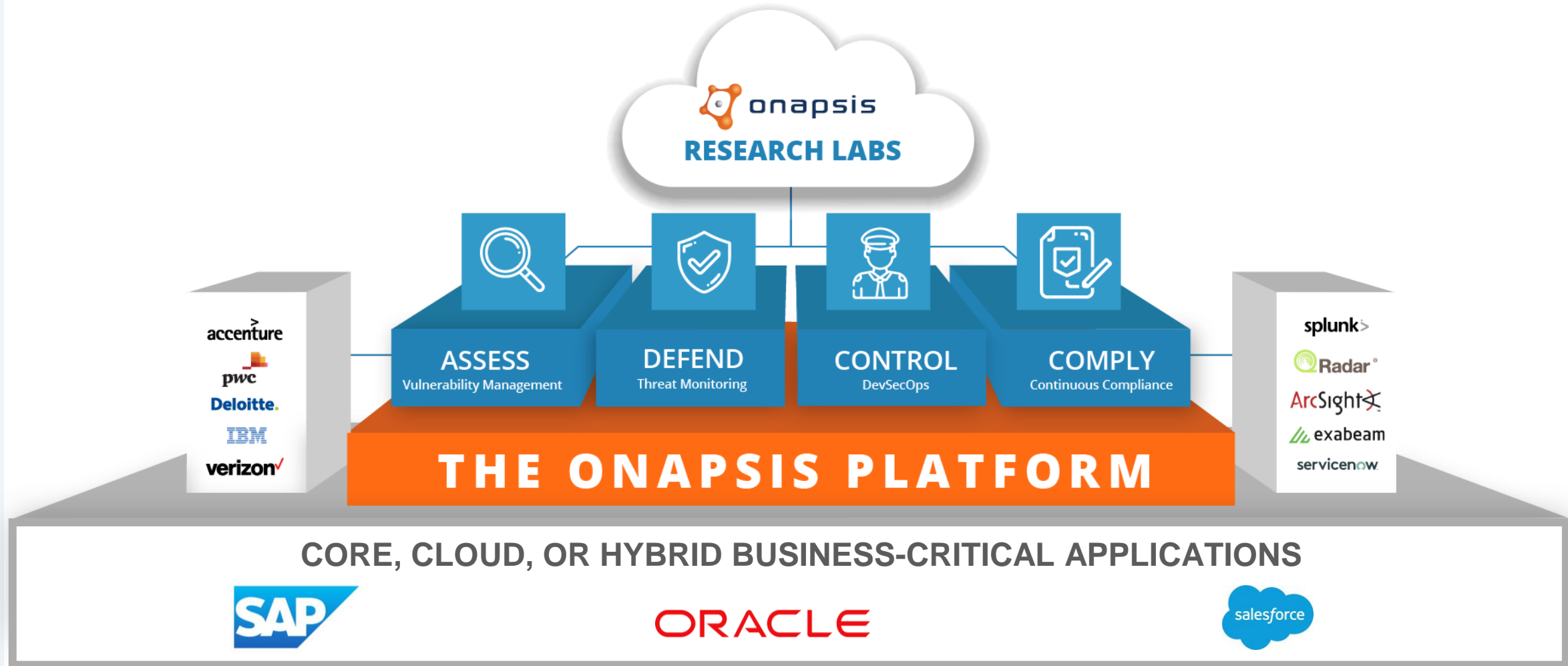
**Gartner**<sup>®</sup>

*“In-depth assessments of databases and applications, such as ERP systems (e.g., SAP or Oracle), are **not widely supported in traditional Vulnerability Assessment solutions.**”*



# ONAPSIS BRINGS BUSINESS-CRITICAL APPLICATIONS INTO SCOPE

Unprecedented visibility into business-critical applications across your enterprise





# Comply: Key Features & Benefits

- Simplify your compliance efforts with 10+ prepackaged content packs targeting the most in-demand regulations & frameworks and easy customizations to match your unique business needs
- Save time extracting information from SAP to support these regulations
- Identify compliance risks in a timely manner in advance of your auditors and regulators with regularly scheduled jobs
- Take the labor out of manual testing efforts for SOX ITGC with clear results and remediation steps
- SOC 1 Type 2 Attestation (Q1 2022) drives trust with auditors and regulators
- Integration with SAP GRC Process Control
- Content is added and refreshed at least annually

↓ 80%+

Reduction in time spent collecting information supporting SOX ITGC

300+

Checks that help to manage compliance with SOX ITGC

100+

Customers using Comply to help with their Compliance efforts



# ONAPSIS CUSTOMER USE CASES

- **Compliance (ICFR/SOX)**
  - Patch & Vulnerability Management
  - Default Account/Profile Management
  - Role-based Access Control governance
  - Security Parameter Settings
- **Continuous Audit / Monitoring**
  - Key controls are monitored in near real-time
    - Integration to SIEM, functional email accounts, etc.
- **Role Based Access Control (RBAC)**
  - RBAC Governance: 1,000+ hr. audit reduced to dozens of hours PLUS more complete & accurate results
- **Internal Audit/External Audit Reliance**
  - >10 Controls replaced by platform



# ONAPSIS CUSTOMER USE CASES (CONTINUED)

- **Cyber Security Threat Detection & Mitigation**
  - Alarm profiles alert for active exploits
  - SAP Recon, Log4J, ICMAD
- **Assurance for new ERP builds/projects**
  - Migration of SAP BW from SAP HEC to Azure
  - New SAP client delivery or future platform upgrades
- **Future:**
  - Business Use Cases
    - Business Controls for other SAP workstreams (pilot for P2P currently underway)
    - Currently partnered with Controllers function and Onapsis to deliver a broader pilot across SAP workstreams
  - Move other use cases to the Defend module



# ONAPSIS HIGHLIGHTS



**#1**

Market Category  
Leader



**400+**

Global  
Employees



**300+**

Customers,  
20% Fortune100



**94%**

Customer  
Retention





# ONAPSIS PARTNERS | APPLICATION PROTECTION ECOSYSTEM

## TECHNOLOGY ALLIANCES



**SAP** Endorsed App  
Premium Certified

**ORACLE** Gold Partner

ArcSight  
An HP Company

service**now**

splunk>



Azure Sentinel

**Q Radar**

**exabeam**

## CLOUD PROVIDERS



Microsoft  
Azure



Google  
Cloud



amazon  
web services



## SYSTEM INTEGRATORS & MSSP



**Deloitte.**



**accenture**

**Infosys**  
Navigate your next

**verizon**



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