

CIO / CISO Conversation

Top Objective

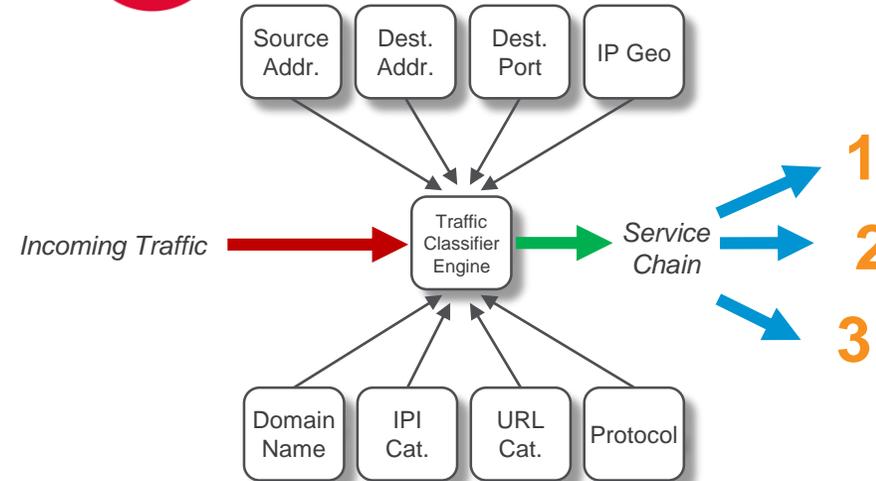
Cost-effective visibility and orchestration of inbound and outbound SSL/TLS traffic

Top Concerns

- ✓ Protect the business from threats hidden in encrypted traffic
- ✓ Maximize security investments
- ✓ Address requirements for compliance and data privacy



F5 SSL Orchestrator



How F5 SSL Orchestrator Helps

Keep Pace With SSL/Trends

- Enables security devices to cost-effectively inspect encrypted traffic

More Than Just Visibility

- Aggregates security devices into defined “service chains”
- Policy-based traffic steering to service chains

Reduces Operational Complexity

- Non-disruptive implementation
- Eliminates manual “daisy-chaining”
- Integrates into any network topology

Conversation Starters

- How many security devices do you have on the network (e.g. firewall, DLP, IPS)?
- Can your devices inspect encrypted traffic? What is the performance tradeoff?
- How do you allow multiple devices to inspect encrypted traffic? Is it done manually?
- Have you enabled TLS 1.3 or Perfect Forward Secrecy (PFS)?

Key use Cases

- Enable security devices to efficiently handle inspection of encrypted traffic
- Inbound inspection of traffic to detect encrypted threats
- Outbound traffic examination to prevent threats from coming back into the corporate network
- Implement policy-based and dynamic traffic “steering” to designated security chains

Objection Handling

- *I already have SSL on my Firewall*
 - Multiple industry reports (Gartner, NSS Labs) caution use of NGFW for SSL/TLS decryption due to performance issues that may lead to inspection being bypassed.
- *I already have SSL visibility, why do I care about “orchestration”* – Visibility is not enough. SSLO enables service chains of security devices (e.g. NGFW and DLP.) and policy-based traffic steering to chains based on risk.

Actions To Take

Visit Partner Central for additional resources:
[Partner Central > Solutions > SSLO Orchestrator](#)

Including Sales Play, FAQ, customer deck, and more.

Coming soon: Web based training and recorded sales and technical webinars.