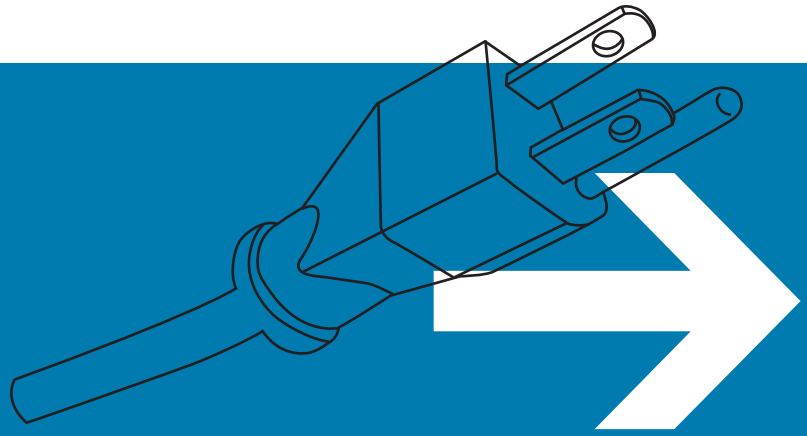
LIGA

23. - 27. August 2010



ITSW
IT Security Week

Open seminars for partners and clients

In cooperation with

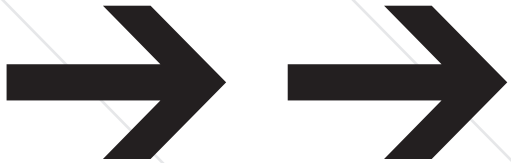
astaro internet security

Novell®

CoyotePoint Systems Inc

AVIRA®

IT SECURITY WEEK



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IT SECURITY WEEK

Welcome

For one week in August, Liga will concentrate on various aspects of it-security, exclusively for Liga partners.

We have invited our vendors to give you an inside perspective, relevant news, and useful information in the area of it-security. Through presentations and live demos you will get a comprehensive overview, while simultaneously acquiring further details about the products, the market, and the business.

The program is set up to allow participants to join just one session, or all, according to personal interests and preferences.

Read more at liga.com

Contact us

Sign up here for one or more sessions

Program for the week

VENDOR	WEEKDAY	TIME	SESSION	SPEAKER
ASTARO	MONDAY	09:00 - 12:00	UTM Security - trends and business opportunities	*Thomas Thölke*
		12:00 - 13:00	Lunch buffet	
		13:00 - 16:00	All-in-One Internet Security and more – Visions become reality	*Lutz Linzenmeier*
NOVELL	TUESDAY	09:00 - 12:00	System management in a security context	*To be determined*
		12:00 - 13:00	Lunch buffet	
		13:00 - 16:00	Enterprise management solutions: A practical view	*Flemming Steensgaard*
AVIRA	WEDNESDAY	09:00 - 12:00	Antivirus - a business critical matter	*Guido Wilfer/Sascha Herzog*
		12:00 - 13:00	Lunch buffet	
		13:00 - 16:00	Behind the scenes - real world antivirus	*Sascha Herzog/Daniel Prauser*
NOVELL	THURSDAY	09:00 - 12:00	Selling Novell Identity and Security Management - ISM	*To be determined*
		12:00 - 13:00	Lunch buffet	
		13:00 - 16:00	Under the Hood - Novell Identity and Security Management - ISM	*Tommy Petersen*
COYOTE POINT	FRIDAY	09:00 - 12:00	High availability in a security context	*Bill Butt*
		12:00 - 13:00	Lunch buffet	
		13:00 - 16:00	Creating a highly available, geographically independent HTTP service cluster	*Ritchie Dakin*

About the sessions

Astaro

UTM Security - trends and business opportunities

Get Astaro's view on the general security market and trends. How does a vendor have to position and how can resellers and customers benefit from this. In addition we will give a short inside on what to have in mind when finding the right security solution wihtout doing a paper-based feature comparison only.

All-in-One Internet Security and more – Visions become reality

The Astaro Security Gateway provides you with full unified threat management perimeter coverage and the components may be flexibly added as your individual business requirements demand. A new generation of complete and centrally managed UTM devices for branch offices to be set up in minutes completes the all-in-one picture. The session will be a combination of technical details, use cases and live demos.

Avira

Antivirus - a business critical matter

Although considered a commodity by many CIOs, protecting the IT infrastructure against malware is more than just file scanning. Perimeter security, securing the SAP database, securing Exchange, securing Linux servers, efficient management - all those subjects need to be adressed in order to create a highly available infrastructure. We'll hear about current trends in antivirus/antimalware and how Avira can help you explore the business opportunities.

Novell #1 (Tuesday)

System management in a security context

Policy-driven management of enterprise networks is a requirement for compliance and efficient use of resources. As complexity arises, management becomes a security concern which needs to be addressed. Novell offers a full palette of tools which enables partners to deliver highly efficient solutions in a market where demand is constantly increasing.

Enterprise management solutions: A practical view

This session will demo management solutions that provide the foundation for highly available IT services. Based on Novell's Zenworks framework, we'll se live demos of configuration management, patch management, endpoint management, Linux management, and assets/inventory management. Finally, we'll get a sneak preview of Novell's Cloud Manager for load management of IT services including relocation between local resources and the cloud.

Behind the scenes - real world antivirus

The afternoon will introduce penetration tests, a view into the virus lab of Avira and live installation into a heterogeneous network. We'll get a good understanding of the Avira business products and how Avira is dealing with the extrordinary amount of malware being developed.

About the sessions

Novell #2 (Thursday)

Selling Novell Identity and Security Management - ISM

- The fast growing ISM market - What is it and where is it going?
- What is Novell doing in the ISM market?
- Selling ISM - How do I spot opportunities, position myself and win the deal

Under the Hood - Novell Identity and Security Management - ISM

- Novell ISM - The Roadmap
- The latest and greatest - Under the hood
  - #1: Novell Identity Manager 4 Advanced Edition
  - #2: Sentinel Log Management
  - #3: Novell Access Governance Suite
- Get ready for the job - Expanding your toolbox

Coyote Point

High availability in a security context

Creating highly available IT services is a central element in the IT architecture. But how do we accomplish this? Coyote Point has dramatically redefined the HA market with their Equalizer appliances, which can be easily deployed within existing networks. We'll learn about the market layout within HA / Load balancing and how Coyote Point fits into this.

Creating a highly available, geographically independent HTTP service cluster

Highly available services can efficiently be provided by use of Coyote Point technology, which even lets traffic be distributed amongst several hosting locations for maximum availability. We'll spend the afternoon with a live demonstration of how to create a geographically distributed HTTP cluster, which allows uninterrupted service even in case of link failure, server failure, or application failure - and also allows for server maintenance without the service being interrupted.

About the speakers

Astaro

Lutz Linzenmeier

is heading the Astaro Pre-Sales team in EMEA. He has more than a decade of experience and expertise in vital aspects of network security for high security environments.

Thomas Thölke

is responsible for Astaro's sales in all Northern and Eastern Europe. He has a strong background in sales and marketing, with over a decade of work in the IT industry. Thomas has a wealth of experience in partner management and understands what makes a good relationship between vendors and their partners.

Novell

Tommy Petersen

is a Senior Technical Sales Specialist for Novells Identity and Security Management solutions. He has over 20 years of experience as an IT professional and holds a Certified Information System Security Professional (CISSP®) certification.

Flemming Steensgaard

has worked for Novell for centuries, in fact even back in the previous millenium, and has acquired the rank of Senior Systems Engineer. Somehow he has managed to speak about Novell's products in a convincing way while simultaneously getting others to do "the hard work". He juggles informing people of the latest news with the selling of the bi-products from his private farm.

Avira

Guido Wilfer

is the international Vice Director at Avira. He has15 years sales experience from various businesses. He has been with Avira for four years, and is a leading sales and motivation expert.

Daniel Prauser

is a Sales Engineer with Avira, where he has been for five years, building up expertise and thorough understanding of Avira's products.

Sascha Herzog

is IT Security Analyst at Compass. He works as a security analyst exclusively in the penetration testing area and makes assessments and ethical hacking workshop for governmental institutions, banks, the military, and telecommunication providers around the world. Since June 2010, Sascha Herzog has been working for Compass Security AG.

Compass Security is a partner of Avira and a specialist for security tests, penetration tests and IT Forensic.

Coyote Point

Bill Butt

Director of Sales for EMEA

Richie Dakins

Technical Director, Europe