



Dell Technologies

Channel Secure Podcast

EPISODE 2: Total Chaos Requires Zero Trust

Discussion Guide



Discussion Guide

EPISODE 2: Total Chaos Requires Zero Trust

As the #1 provider in X86 mainstream server units and revenue, Dell has a leadership position in server security that can help your customers grow with confidence.

- One important part of this is getting Microsoft products like Microsoft Windows Server 2022 installed on servers.
- This Guide will help you talk with customers about security, share resources, and get customers the solutions they need.

Security Threats Your Customers Face

Tell your customers they are not alone. Every day cyber-crime becomes a bitter reality for companies all over the world. Data is being used across many devices, on premise, and in the cloud, and high impact data breaches continue to mount.

- The [Dell Technologies 2020 Digital Transformation Index](#) found that data privacy and cybersecurity concerns are the Number One barrier to digital transformation.
- As servers become more critical in a software-defined data center architecture, **server security becomes the foundation** of overall enterprise security.

Your customers need you to be a Trusted Advisor. Dell and Microsoft will help that happen with leading technology, expert knowledge, and resources.

Podcasts: Simplifying Complex Security Topics

These podcasts are designed to help our partners understand complex security topics often handled by field engineers or network specialists.

- We make concepts clear so you can have conversations with customers.
- EPISODE 2 focuses on ZERO TRUST ARCHITECTURE and why we should help customers implement it.

Episode 1 Recap

Dell's End-to-End Approach to Cyber Resilience

Recognizing the new and threatening environment, Dell has developed security processes to help customers feel that their server arrives uncompromised.

This **Cyber Resilient Architecture** includes the embedded server firmware, the data stored in the system, the operating system, peripheral devices, and the management operations within it.



Episode 1 Recap

Dell's End-to-End Approach to Cyber Resilience

Start Strong

Stay Strong

Outmaneuver Threats

More Security Complexity Your Customers Face

Employee Migration from Home Back to Office

[Forbes Article](#)

A screenshot of a Forbes article preview. The top of the card has a black header with the word "Forbes" in white. Below the header, the text "LEADERSHIP STRATEGY" is displayed in a small, grey font. The main title of the article is "How Cybersecurity Habits Of Returning Remote Workers Can Put Companies At Risk" in a large, bold, black font. Below the title, the author's name "Edward Segal" is listed as a "Senior Contributor" with a small circular icon. A short bio follows: "I cover crisis-related news, issues and topics." To the right of the bio is a blue button with the word "Follow" in white.

Forbes

LEADERSHIP STRATEGY

How Cybersecurity Habits Of Returning Remote Workers Can Put Companies At Risk

Edward Segal Senior Contributor 
I cover crisis-related news, issues and topics.

Follow

[Unysis Article](#)

A screenshot of a Unysis article preview. The top left corner features the Unysis logo and the tagline "Securing Your Tomorrow". The top right corner has a hamburger menu icon. Below the header, the breadcrumb text "Unysis / News Release / The Hybrid Workplace at Risk: Americans..." is shown. A "7 Min Read" badge is located below the breadcrumb. The main title of the article is "The Hybrid Workplace at Risk: Americans More Concerned about Cybersecurity than Ever, yet Nearly Six in 10 Download Unauthorized Software, Apps" in a large, bold, white font.

UNISYS | Securing Your Tomorrow

Unysis / News Release / The Hybrid Workplace at Risk: Americans...

7 Min Read

The Hybrid Workplace at Risk: Americans More Concerned about Cybersecurity than Ever, yet Nearly Six in 10 Download Unauthorized Software, Apps

More Security Complexity Your Customers Face

Geopolitical Instability

HBR Article



Harvard Business Review
Cybersecurity And Digital Privacy | The Cybersecur...

Cybersecurity And Digital Privacy

The Cybersecurity Risks of an Escalating Russia-Ukraine Conflict

by Paul R. Kolbe, Maria Robson Morrow, and Lauren Zabierek

February 18, 2022, Updated February 24, 2022

NYT Article



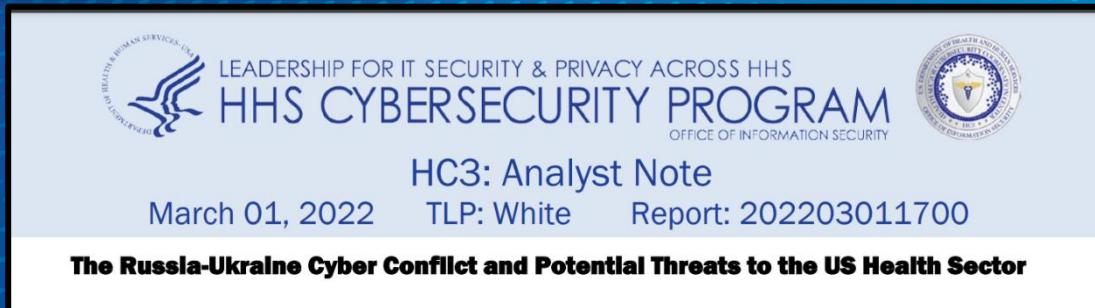
The New York Times



Russia-Ukraine War > | LIVE Updates | Maps | Photos | A Shrinking Conflict | Documenting Atrocities

As Tanks Rolled Into Ukraine, So Did Malware. Then Microsoft Entered the War.

After years of talks about the need for public-private partnerships to combat cyberattacks, the war in Ukraine is stress-testing the system.

HHS Report



 LEADERSHIP FOR IT SECURITY & PRIVACY ACROSS HHS
HHS CYBERSECURITY PROGRAM
OFFICE OF INFORMATION SECURITY 

HC3: Analyst Note
March 01, 2022 TLP: White Report: 202203011700

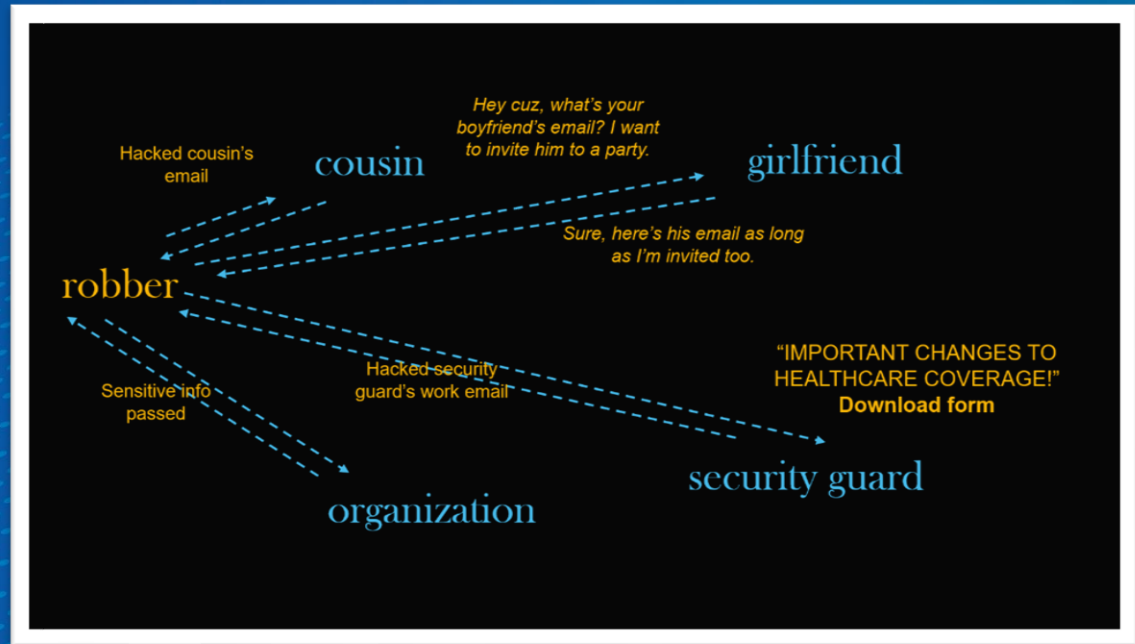
The Russia-Ukraine Cyber Conflict and Potential Threats to the US Health Sector

More Security Complexity Your Customers Face

Sophisticated, Multistage Attacks or “The Kill Chain”

A breach that's accomplished through several different steps through false trust.

Example



The Move to Zero Trust

Increasingly sophisticated attacks require increasingly sophisticated defenses.

- In the face of pressures from inside and outside the organization, customer are looking to build smarter and safer.
- And a part of that is the move towards ZERO TRUST.

The Principles of Zero Trust

Combination of Mindset and Tactics – Key to Cyber Resilience

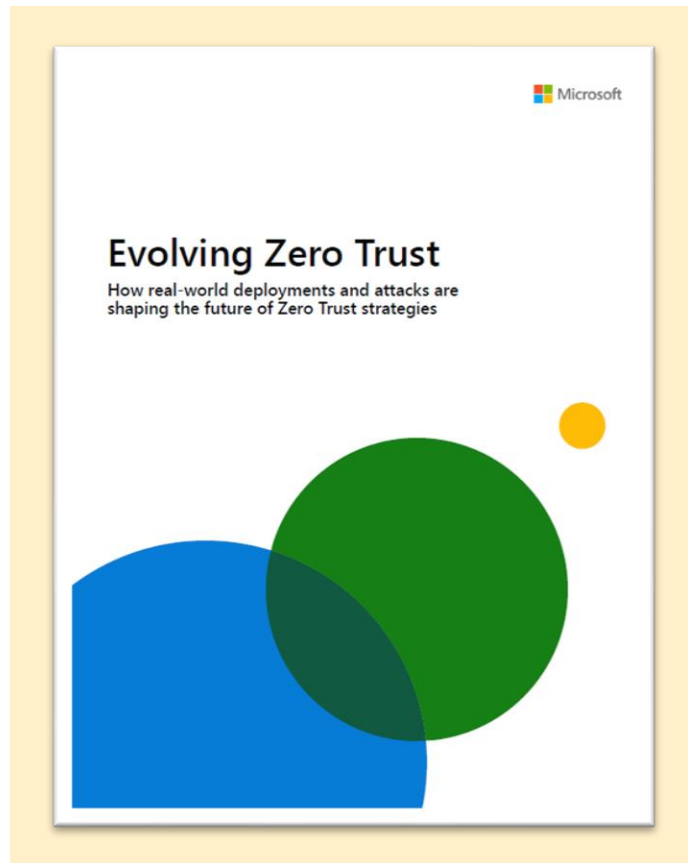
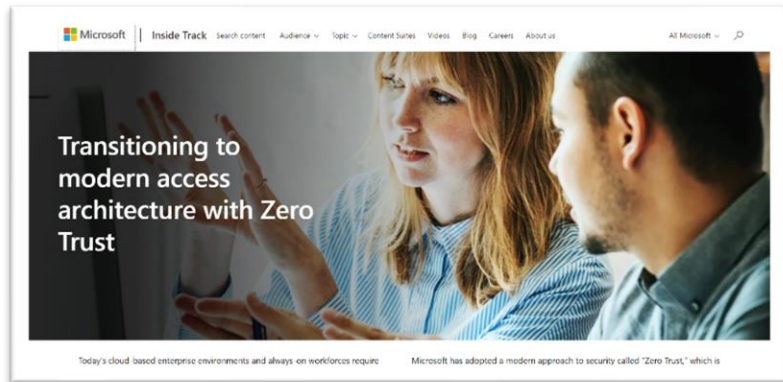
- 1. Verify explicitly**
- 2. Use least privilege**
- 3. Assume breach**

Principles of Zero Trust

Share these Microsoft resources to help customers understand the Zero Trust mindset.

[Microsoft White Paper](#)

[Microsoft Zero Trust site](#)



Dell EMC PowerEdge and Zero Trust Architecture

Share this Infographic to help customers understand how Dell takes Zero Trust to the next level.

- User
- Devices
- Network
- Data
- Threat Detection

[Download Infographic](#)



Factory Load: Not Just A Convenience Anymore

Since Dell began selling servers, factory loading of options like Microsoft Windows Server has been positioned as a timesaving convenience for our customers – and it still is.

- Given today's security threats, we need to now consider factory loading as key to reducing your customer's threat tolerance.
- Let Dell Technology secure processes extend to the factory loading of your customer's software and configuration options.



PowerEdge Servers with Microsoft Windows Server 2022

Use this handy Dell SKU Quick Reference to help customers get Microsoft products like **Microsoft Windows Server** or **Microsoft SQL Server** factory installed on Dell EMC PowerEdge Servers.



Modernize with Windows Server 2022.
The cloud-ready operating system that boosts on-premises investments with hybrid capabilities.

Download SKU Quick Reference

Eligible Products	SKU Details
Windows Server 2022 Datacenter	634-BYJS
Windows Server 2022 Standard	634-BYJY
50-pack of Windows Server 2022/2019 User CALs	634-BYKK
5-pack of Windows Server 2022 Remote Desktop Services CALs, User	634-BYKI
Microsoft SQL Server 2019 (4-core)	634-BUWY
Microsoft SQL Server Standard 2019 (OEM, Includes 5 user CALs)	634-BUWU
Windows Server 2019 Datacenter	634-BSFD
Windows Server 2019 Standard	634-BSFE

Talk With Customers

- Tee up security conversations with customers and become a **Trusted Advisor**.
- Help customers have Microsoft Windows Server 2022 factory-installed on PowerEdge Servers – for convenience *and* security.



Modernize with Windows Server 2022.
The cloud-ready operating system that boosts on-premises
investments with hybrid capabilities.



Share the Assets with Customers

- 1. Become familiar with the content and assets in this Guide so you can share the right resources with the right customer at the right moment.**
- 2. Email can be a great way to share these resources or even social media. You can target individual customers or prospects or put together an email blast on security topics of interest to everyone.**
- 3. You know your customers best! Tailor your communications to their needs and expectations.**



**Modernize with Windows Server 2022.
The Cloud-ready operating system that boosts on-premises investments with hybrid capabilities.**

DELLTechnologies



Microsoft