

# CONCOURSE LABS

Overview of the Challenges of Cloud Governance  
And How Concourse Labs Solution Solves the Challenges

JANUARY 2021



# SEASONED CLOUD EXPERTS



**Donald J. Duet**  
CEO, Co-founder



**Scott H. Crenshaw**  
President, COO



**J Ram**  
Co-founder



**Roman Chwyl**  
Co-founder, Biz Dev



**Dave Berg**  
VP, Product Management



**Tamara McCarthy**  
VP, Strategic Alliances

**Goldman  
Sachs**

**Morgan  
Stanley**



**aws**



**rackspace**



**IBM**

## Notable Professional Accomplishments

- Transformed Goldman Sachs into the leading enterprise cloud adopter
- Created industry-leading architecture for cloud governance & control, suited to even the most highly regulated enterprises
- Renowned experts in enterprise cloud adoption worldwide
- Managed and grew cloud infrastructure businesses to \$1B+ revenue
- Led teams of thousands of employees

## Notable Positions Held

- Goldman Sachs: Partner, Head of Global Technology Division, CIO APAC
- Rackspace: EVP & GM, Private Cloud (\$1B P&L); Red Hat: VP & GM Linux & Cloud (\$750M P&L); Cloud Technology Partners (sold to HPE): Board Member
- Goldman Sachs: Global Head of Cloud Platforms;  
Morgan Stanley: CTO for Enterprise Computing
- Google, AWS: Technology Leader, Development Leader



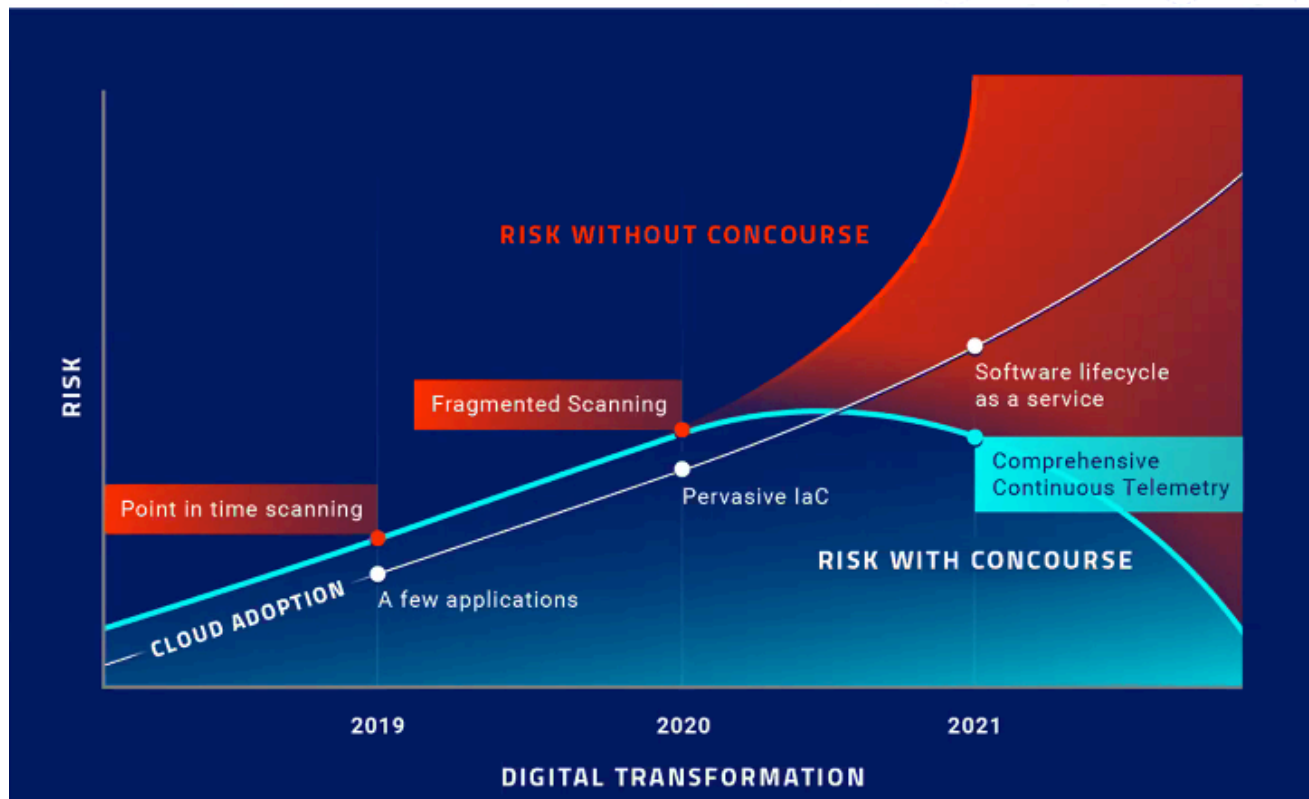
# CONCOURSE LABS JOINS THE CLOUD SECURITY ALLIANCE

<https://www.concourselabs.com/press-releases/concourse-labs-joins-cloud-security-alliance/>



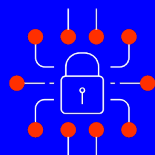
# ATTACKERS ARE BREACHING CLOUD ASSETS

70%<sub>1</sub> of organizations surveyed in a recent study admitted to a known cloud breach in the last year.



# THE CRITICAL CLOUD CONTROL CHALLENGES

Governance  
Is More  
Than  
Security



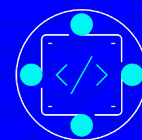
Observability,  
Verification  
& Audit



Continuous Control  
Verification



Agile Governance



Automatic Testing of  
Infrastructure-as-Code

Why You Need :

- Cloud Continually Evolves
- Controls Expanding
- Impact Changes
- Resource Changes

# CLOUD GOVERNANCE IS MORE THAN SECURITY

## Governance Controls



**Change  
Management**



**Role Based Access**



**Cloud Configuration  
Management**



**Business Continuity Risk**



**Cost Control**



**3<sup>rd</sup> Party Supplier  
Risk Management**

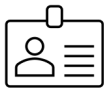


**Availability Risk**



**Scalability Risk**

## Security Controls



**Identity & Access  
Management**



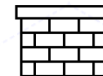
**Data Security  
Privacy & Integrity**



**Policy & Control  
Management**

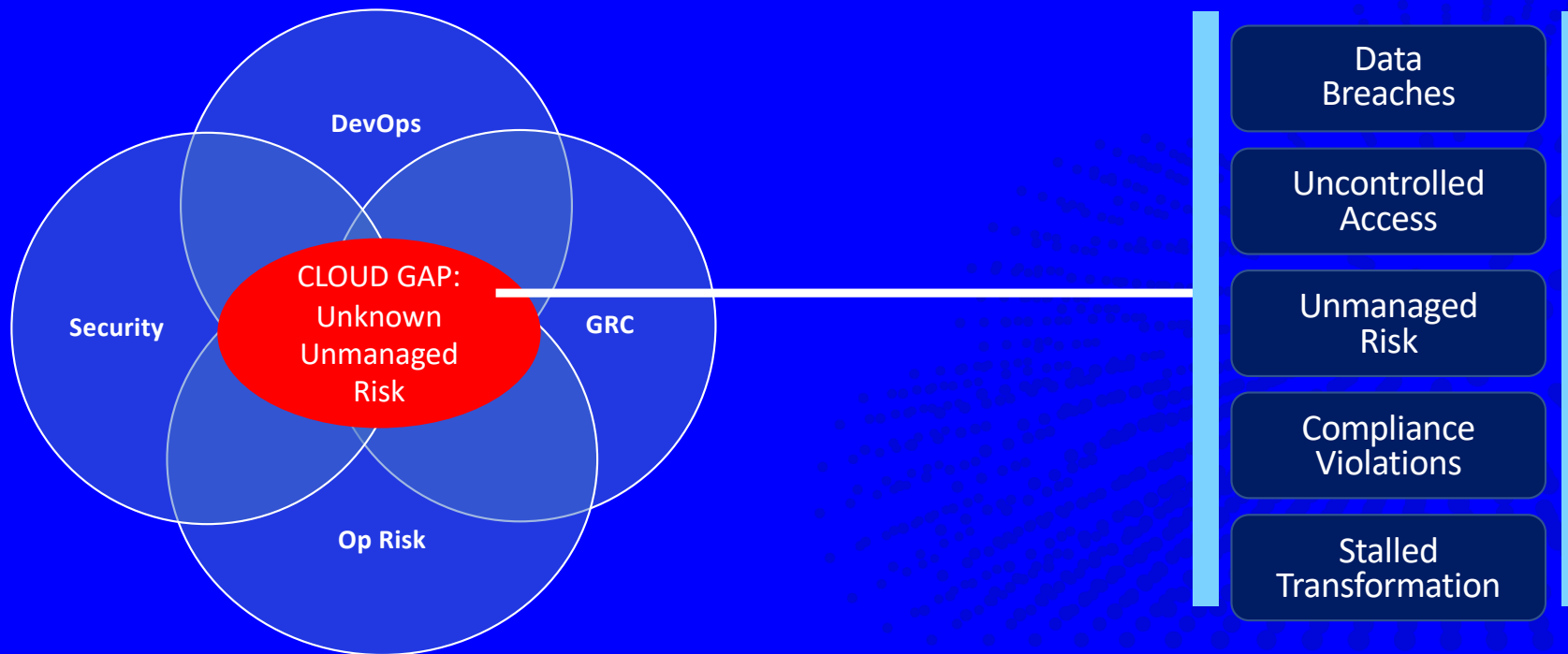


**Security Monitoring  
& Incident Response**

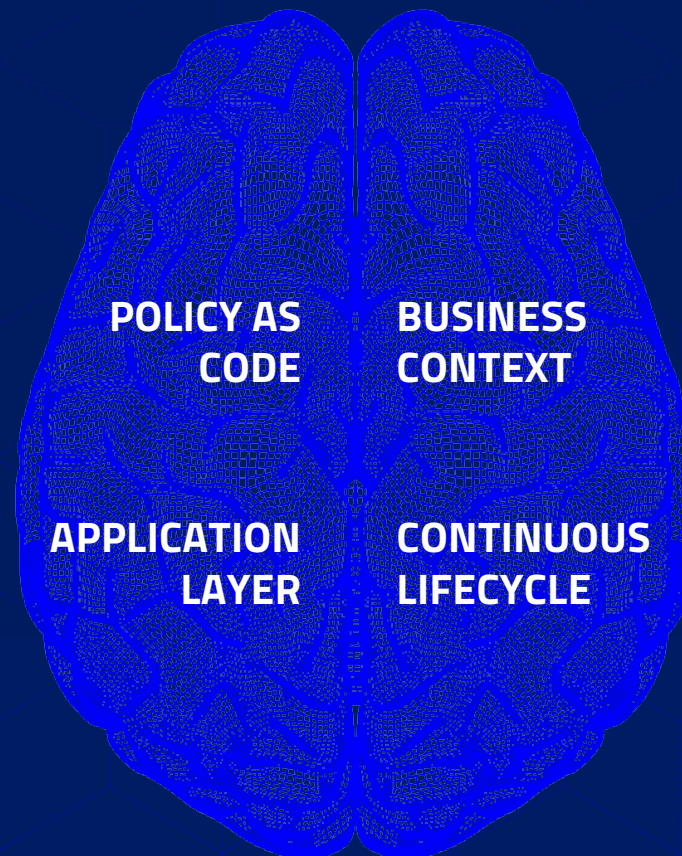


**Network Traffic  
Protection & Logs**

# ENTERPRISE GOVERNANCE IS FAILING TODAY IN CLOUD

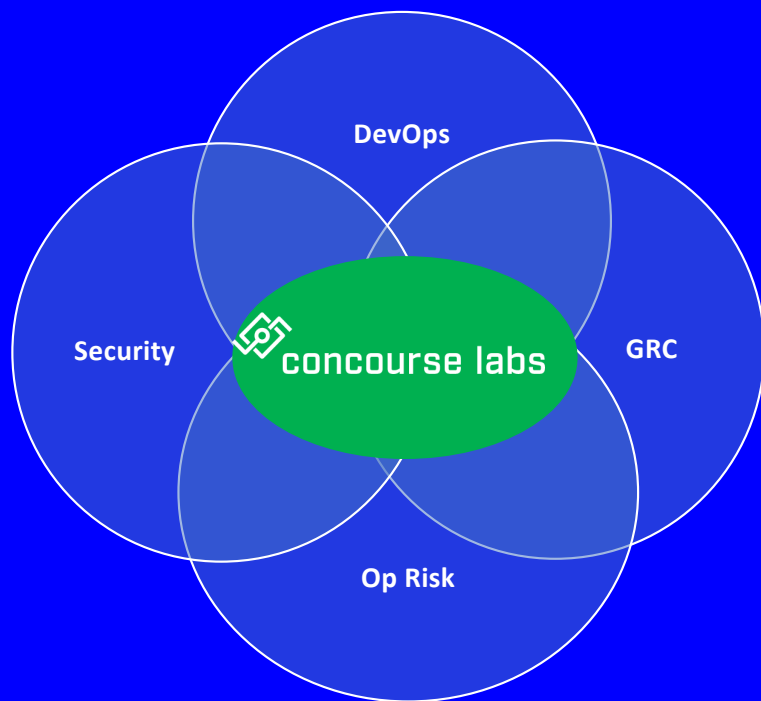


# RETHINK CLOUD SECURITY GOVERNANCE





# CONCOURSE INTEGRATES TO DELIVER ENTERPRISE-WIDE CLOUD GOVERNANCE



## Concourse's Unique Approach to Enterprise Cloud Governance

- **Enterprise scale multi-cloud control of cloud policies and risk**
  - Preventative controls: Integrate into CI/CD pipeline to prevent non-compliant code being deployed, and giving developers fast remediation feedback
  - Continuous controls: Identify non-compliant usage in real time, all the time, assigns responsibility and tracks remediation
- **Comprehensive real time inventory of cloud services & assets**
  - Across clouds
  - Across technology stacks
- **Integrates with existing tools & processes including:**
  - Security
  - GRC
  - DevOps
  - Op Risk tools
  - Cloud native scanners & configuration management tools
- **Comprehensive out-of-the box policies**
  - Supplemented with customized or custom policies
  - Opportunity for customers & consulting firms to create their own policy IP
  - Context aware enterprise policies, not merely naïve configuration specifications
  - Full lifecycle policy management: creation, testing, maintenance

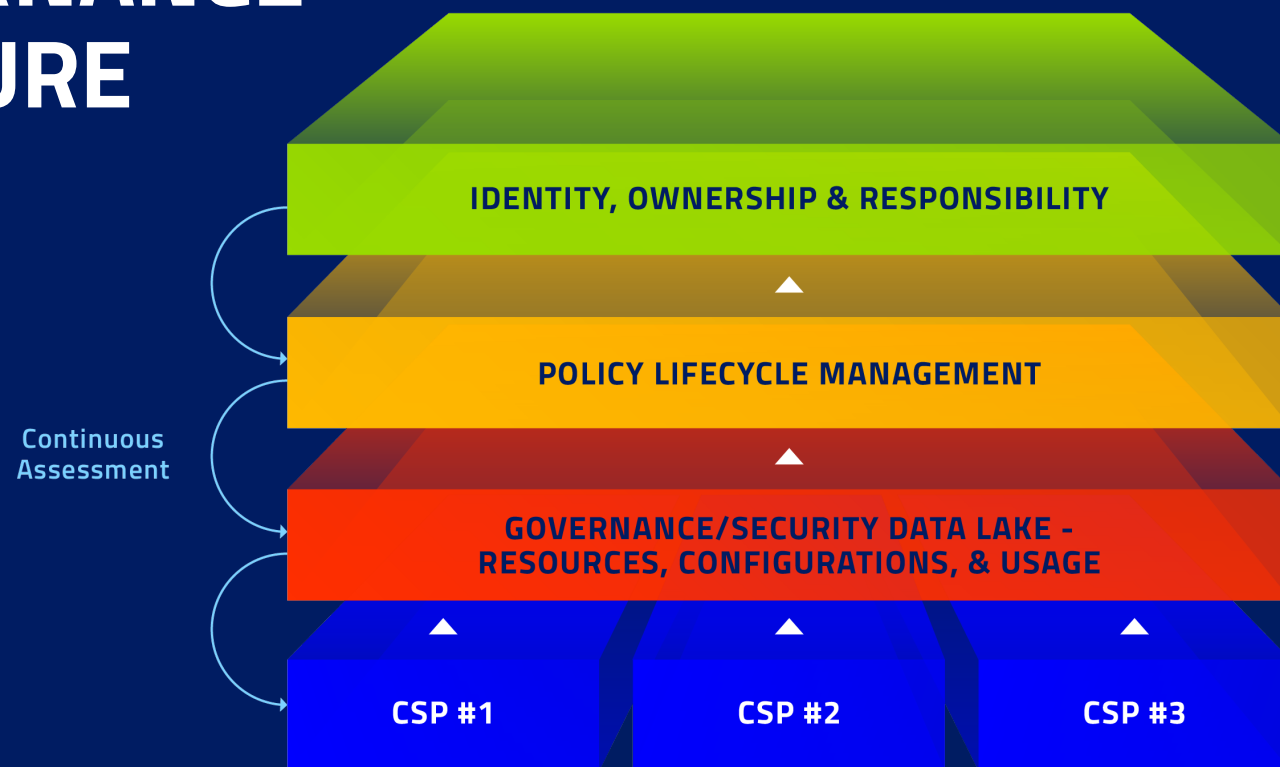
*No other approach provides an automated, comprehensive and real-time view of cloud risk across the entire enterprise*



# SIX STEPS TO EFFECTIVE CLOUD GOVERNANCE

[The Six Steps to Effective Cloud Governance](#)

# NEW GOVERNANCE ARCHITECTURE



# CONCOURSE GOVERNANCE & CONTROL PLANES

## INVENTORY & AUDIT

### WHO – WHAT – WHEN ?

- ✓ Inventory as Service – Users, Resources & Policy Groups
- ✓ Delivering Context for your App & Data to Reduce/Eliminate Violation Noise

## CONCOURSE LABS SECURITY LAKE

### SPEED & SCALE

- ✓ Process (Accounts and Stacks) for all Cloud Native Configuration and Telemetry. enables you evaluate policy (Past, Present & Future)

## POLICY AS CODE OR LOW CODE

### KNOWN CONTROLS

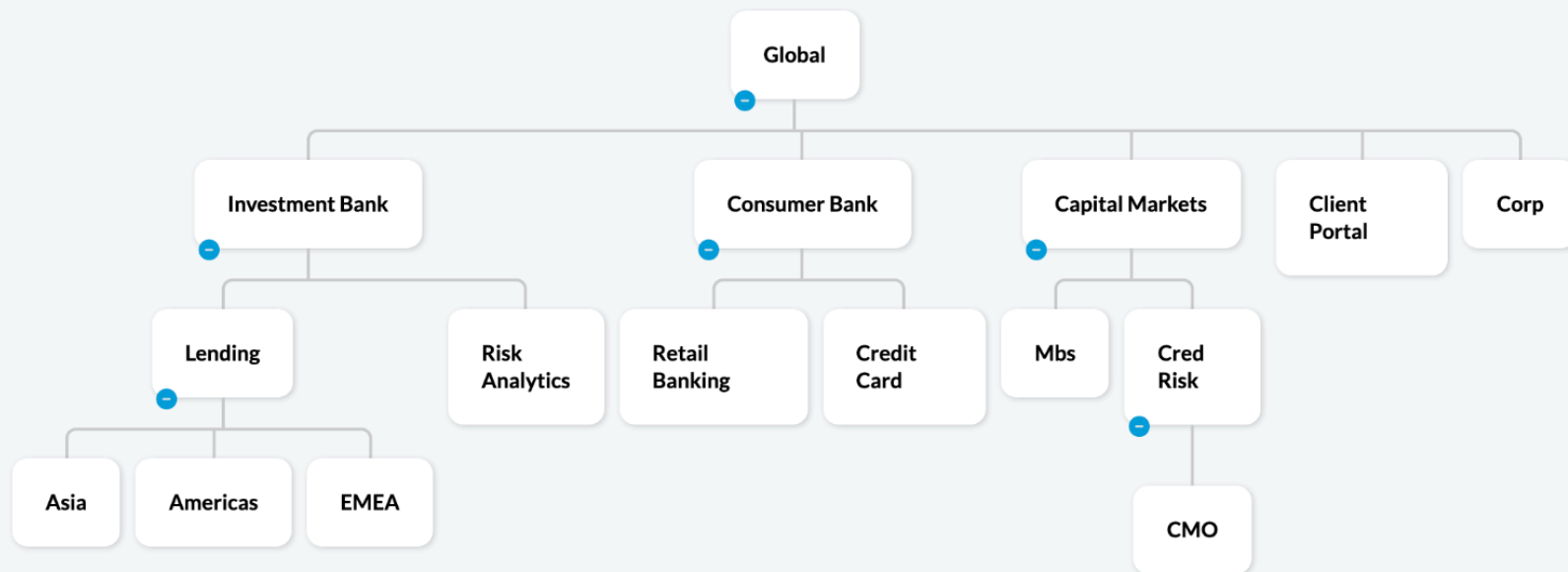
- ✓ Enterprise & LOB Specific Controls
- ✓ Industry Specific Controls (CSA, CIS, PCI, OCC, etc..)

## BEHAVIORAL ANALYTICS

### LEARNED CONTROLS

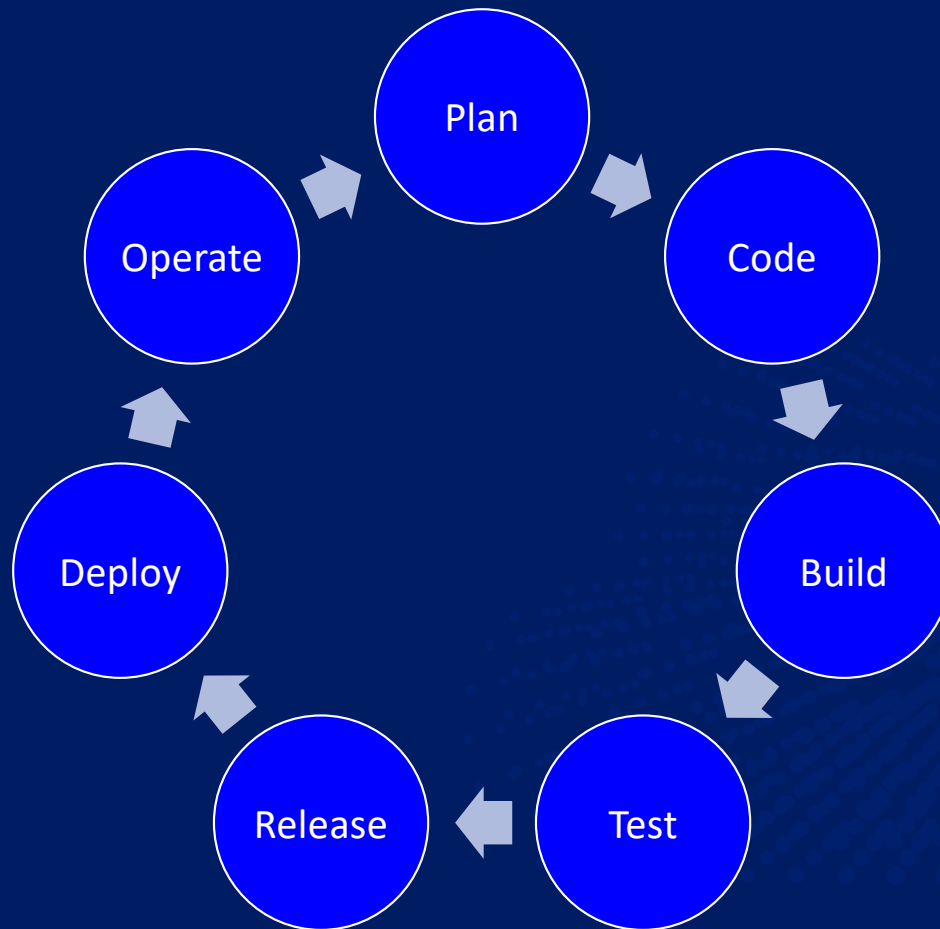
- ✓ User privileges and usage
- ✓ Network flows
- ✓ General Cloud Usage / Spend

# POLICY DRIVEN BY YOUR BUSINESS CONTEXT

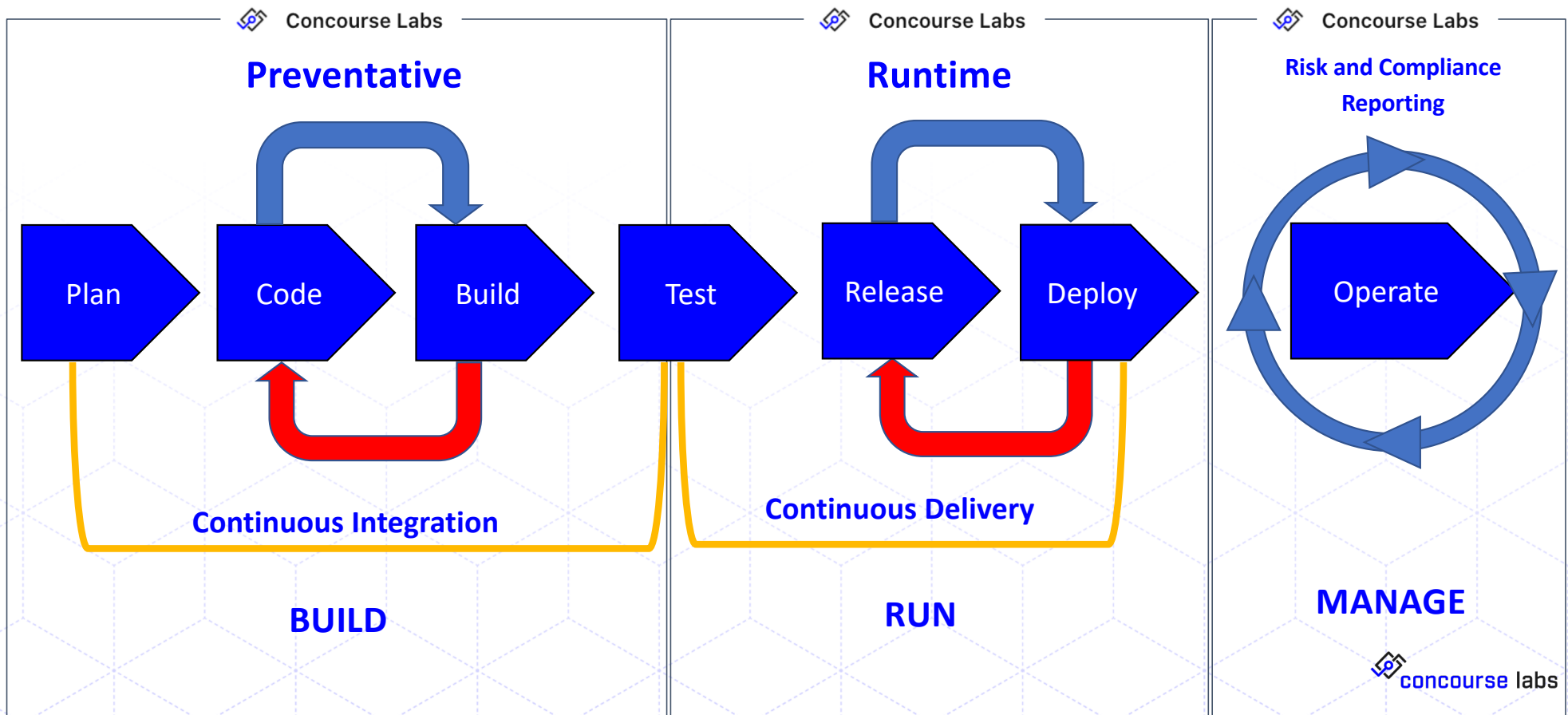


For more detail on Concourse Labs Surfaces click the video link > [Simplify Cloud Governance with Business Context](#)

# CI/CD PIPELINE PROCESS IS CONTINUOUS



# INTEGRATE DIGITAL CLOUD GOVERNANCE WITH YOUR CI/CD PIPELINE



# CONCOURSE LABS & CSA CCM CONTENT

- Support coming in February 2021 for CSA CCM
- Future Roadmap Content for Regulatory Requirements: FINRA, OCC and FinCEN

Application & Interface Security (AIS)	Audit Assurance & Compliance (AAC)	Business Continuity Management & Operational Resilience (BCR)	Change Control & Configuration Management (CCC)
Data Security & Information Lifecycle Management (DSI)	Datacenter Security (DCS)	Encryption & Key Management (EKM)	Governance and Risk Management (GRM)
<del>Human Resources (HRC)</del>	Identity & Access Management (IAM)	Infrastructure & Virtualization Security (IVS)	Interoperability & Portability (IPY)
<del>Mobile Security (MOC)</del>	<del>Security Incident Management, E-Discovery, &amp; Cloud Forensics (SEF)</del>	<del>Supply Chain Management, Transparency, &amp; Accountability (STA)</del>	Threat and Vulnerability Management (TVM)



# CONCOURSE LABS – RESOURCES

## Demo Videos

- [Get Full Visibility of All Your Cloud Assets](#)
- [Simplify Cloud Governance with Business Context](#)
- [Protect Your Cloud from Compromise](#)
- [Automate Cloud Policies and Controls](#)
- [Gain Visibility of Cloud Risks and Determine Who Is Responsible](#)

## Sample Reporting

- [Cloud Control Framework Report](#)



# concourse labs

Automate Cloud Governance.  
Secure Visibility.  
Reduce Risk.

J Ram  
Co – Founder  
[jram@concourselabs.com](mailto:jram@concourselabs.com)

Frank Grottola  
Director  
[frank@concourselabs.com](mailto:frank@concourselabs.com)  
631-7075652