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# CRN

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Driving the channel through information and education

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## CRNPeople



### KELLMAN MEGHU

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Kellman Meghu is security engineering manager for Check Point Technologies Canada, and spends much of his time with the company's partners and customers. Meghu shared with us his thoughts on how companies can improve their security positions, the evolution of the channel, and why good security is about knowledge, among other topics.

- The simplest thing Canadian business could do to improve their security stance is to invest in training for their employees. Too much time is focused on purchasing tools and building new solutions, while the investment in the people needed to operate, monitor and maintain a strong security posture is often overlooked.
- Canadian businesses that have invested in security in the last two to three years are better prepared to prevent malware since the industry has evolved to include protections for multiple attack vectors in a single product. Advances in technology have allowed customer to achieve a higher level of security with less equipment. However, many still do not leverage these advancements for fear of impact to business operation, or lack of training on the feature.
- The channel is evolving along with the security industry in learning to consider more attack vectors than ever before. A traditional security VAR ten years ago only focused on firewall technologies, compared to a more holistic approach we see today that includes everything from the Internet, the internal network and down to the endpoint. This has required the expansion of teams to address each area, while still maintaining a connection to provide a consistent security stance. A security-focused channel provides many disciplines within security, while still making them cohesive and work together.
- Good security is about knowledge, so share what you learn with everyone and you all become stronger for it. I'm reminded of this from strangers every day, who are willing to share their experience and knowledge with anyone who is interested. Get involved online with other security focused individuals, take time to visit the conferences and interact with others to share ideas and experiences. The best advice I received around this was from my father, who liked to remind his teenage son who thought he knew everything, that there will always be that one thing you did not know, so listen up, or you might miss a chance to learn something new.
- Success is a hard thing to measure in the security field. No one remembers the thousands of attempted attacks you stopped, they only remember the ones that get through. Let's face it, if you are under constant attack, sooner or later something will get through. I prefer to measure success in the ability to recover from these events. I have to accept they are going to happen, but if I have the ability to quickly identify the problem, take steps to remediate it and restore operations, that is a successful recovery from the worst scenario.
- A good security approach is to know that we can always do better, and we may lose sight of the great things we have accomplished to date, but that is the double edged sword of the industry. If you every get the sense that you have accomplished all you can in protecting your employees, your customers, your data, then it might be time to look at other opportunities. Never stop evaluating how you can do better, the people coming after you certainly won't.
- The security channel in Canada has really expanded to handle a variety of challenges, and a variety of customer environments. It used to be a small, medium, large approach, and if your business operations didn't fit into a certain type of security posture, then it was expected you would change your business operations. With new technologies come new flexibilities and it is nice to see security evolve to fit a business need, instead of impeding it. The stronger partners in the channel recognize the need to sustain the business and protect it, not secure it to death.
- I would love to see more collaboration in the way the channel does business in Canada. Customer requirements can be varied, sometimes beyond the scope of a particular channel partners expertise, it is impressive to see a partner call on, or sub contract, another partner with a particular strength to supplement their own, rather than try to do everything themselves. It's good for the customer, and ultimately better for the industry as a whole when we can demonstrate the real basis of a strong security posture, information sharing.