

GOOGLE CLOUD SECURITY ECOSYSTEM

Momentum for digital transformation is accelerating, and organizations are under increasing pressure to improve productivity and drive innovation to serve their customers and are leveraging cloud services to meet that demand.

In fact, 86% of organizations run production workloads on public cloud infrastructure/platforms,¹ and organizations are increasingly adopting a cloud-first policy for new applications.²



86%
of organizations run production workloads on public cloud infrastructure/platforms.¹



46%
of organizations are adopting a cloud-first policy for new applications.²

Cybersecurity Vendors Need a Better Way to Scale

Cloud services enable teams to modernize their application development processes for greater operational efficiency, which helps them meet their digital transformation objectives, including becoming more operationally efficient, providing a better customer experience, using technology that enables collaboration, and improving product development.³

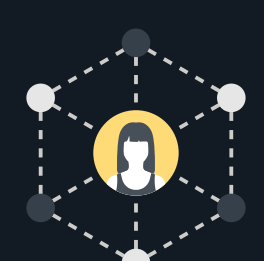
Organizations have faced a wide range of attacks on their cloud-native applications,⁴ making it clear that they need to take steps to reduce their security risk.

Enterprise Strategy Group has also found that companies continue to embrace the cloud to create and deploy business applications. This has led to a change in how organizations build applications.⁵

» ORGANIZATIONS' MOST IMPORTANT DIGITAL TRANSFORMATION OBJECTIVES



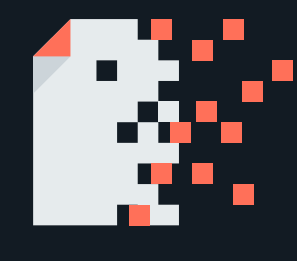
52%
Become more operationally efficient



47%
Provide better and more differentiated customer experience



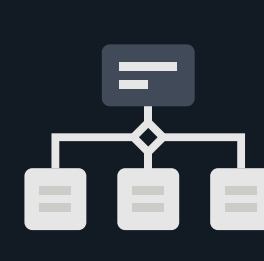
44%
Adopt digital tools and processes to allow users to interact and collaborate in new ways



41%
Develop new data-centric products and services



41%
Develop new innovative products and services



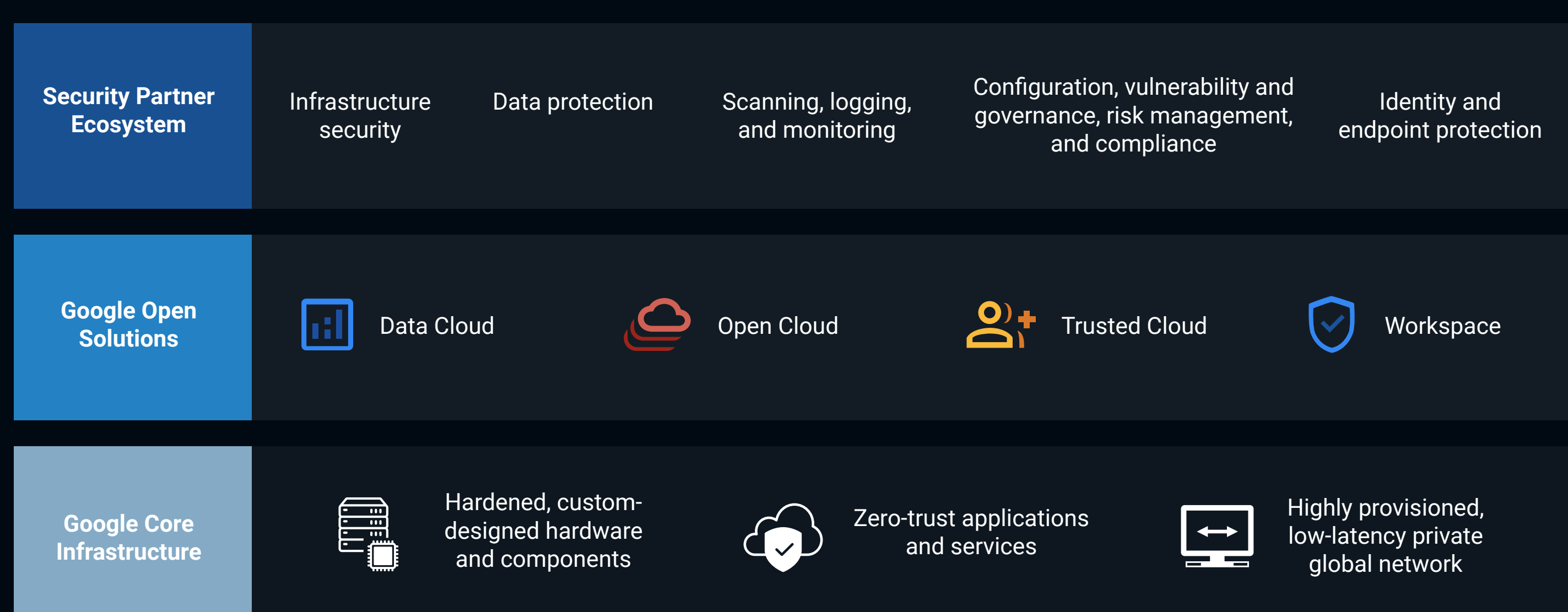
29%
Develop entirely new business models

The Solution: The Google Cloud Security Ecosystem

Google Cloud is designed, built, and operated with security as a primary design principle to help protect customers against threats in their environments. Google layers on security controls to enable organizations to meet their own policy, regulatory, and business objectives. Customers can leverage elements of Google's compliance framework in their own compliance programs.

Google Cloud aligns with the cloud's economies of scale, software-defined infrastructure, simplicity, shared responsibility, automation, and global reach help ISVs accelerate time to market and optimize the delivery of new products, enhancements, and updates.

» GOOGLE CLOUD SECURITY ECOSYSTEM OVERVIEW



» GOOGLE CLOUD SECURITY PARTNER USE CASE EXAMPLES



Google Cloud enables ISVs to provide differentiated offerings and capabilities, accelerate time to market, and help their customers secure their cloud applications for multiple use cases:

Original Equipment Manufacturer (OEM)

Leveraging Google core technologies via an OEM agreement with a partner to provide a differentiated cybersecurity offering to joint customers.

Digital Transformation

Leveraging the power of Google Cloud to accelerate digital transformation of a cybersecurity offering from non-digital-native to cloud-native.

Secure Workspace

Leveraging Google Cloud components to deliver differentiated secure file access, storage, and governance solutions.

Why This Matters

Cybersecurity vendors need a better way to scale with modern development cycles to address security issues and stay ahead of threats. They also need to be able to monitor cloud workloads to detect security issues and respond quickly to threats to protect their customers and data.

Google's cloud infrastructure stack builds security through progressive layers designed to deliver true defense in depth, which is how Google Cloud secures more than three billion users globally.

Running in Google Cloud means that partners can leverage Google Cloud's infrastructure and tools to create and deliver differentiated products and offerings to their customers at scale and with performance that is impossible with customers' on-premises infrastructure.

» GOOGLE CLOUD SECURITY PARTNERS

	Google Cloud and Palo Alto Networks developed and delivered Cloud IDS together. Customers benefit from a cloud-native, managed experience that combines high performance and high-fidelity network-based threat data for investigation and correlation with the simple, secure, and scalable infrastructure of Google Cloud.
	Google Cloud enabled Exabeam to accelerate its digital transformation to a fully cloud-native solution while providing agile, scalable, and differentiated security offerings to its customers without disruption at levels of scale and performance that were previously impossible. Exabeam certifies that it can process more than one million events per second (EPS) per tenant but has customers processing over 2.5 million EPS with no performance issues.
	Google Cloud enabled Egnyte to provide differentiated secure file access and sharing to its customers. These customers are now increasing productivity and efficiency by improving security and control over sensitive and regulated data while accelerating time to market, increasing performance and reliability, and reducing costs.

Conclusion

Google Cloud offers broad and deep infrastructure and security support for ISVs developing solutions to secure their customers' applications across the globe. Organizations that fully leverage everything that Google Cloud has to offer will find themselves able to bring massive scale to their solutions while providing broader visibility, faster analysis, and more effective response to their clients, without adding complexity.

[LEARN MORE](#)

Google Cloud

Source 1: Enterprise Strategy Group Research Report, *Application Infrastructure Modernization Trends Across Distributed Cloud Environments*, March 2022.
Source 2: Enterprise Strategy Group Research Report, *2023 Technology Spending Intentions Survey*, November 2022.
Source 3: Enterprise Strategy Group Complete Survey Results, *2023 Technology Spending Intentions Survey*, November 2022.
Source 4: Enterprise Strategy Group Research Report, *The Maturation of Cloud-native Security*, May 2021.
Source 5: Enterprise Strategy Group Research Report, *2023 Technology Spending Intentions Survey*, November 2022.