
AWS
re:Invent
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DAT003

Hypergrowth with AWS: How Wiz became a fast-growing SaaS company

George Pisha

Product Manager
Wiz

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Wiz: Redefining cloud security

THE FASTEST-GROWING* SAAS COMPANY IN HISTORY

aws PARTNER
- Marketplace Seller
- Security Software Competency

2.5
Years since founded

1T files
Scanned daily

$600M
Funding raised

Over 25%
of the Fortune 500

Rapidly growing security partner on AWS

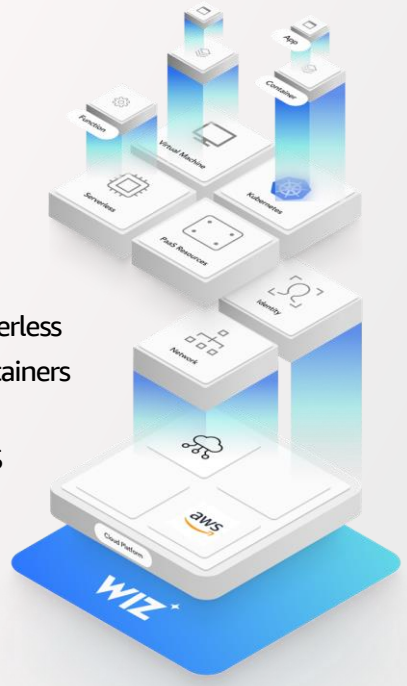
UNITED · nielsen · AON · AVERY DENNISON · BMW
FOX · Blackstone · salesforce · EY · BlackRock
MARS · DocuSign · MassMutual · Veeva · BRIDGEWATER

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*Forbes article by Peter Cohan: https://bit.ly/3QVtePk

A new approach to cloud security

1 Agentless scan of cloud metadata and workloads



2 Perform a deep cloud assessment

Traditional scanning

Vulnerabilities and missing patches
Misconfigurations
Malware

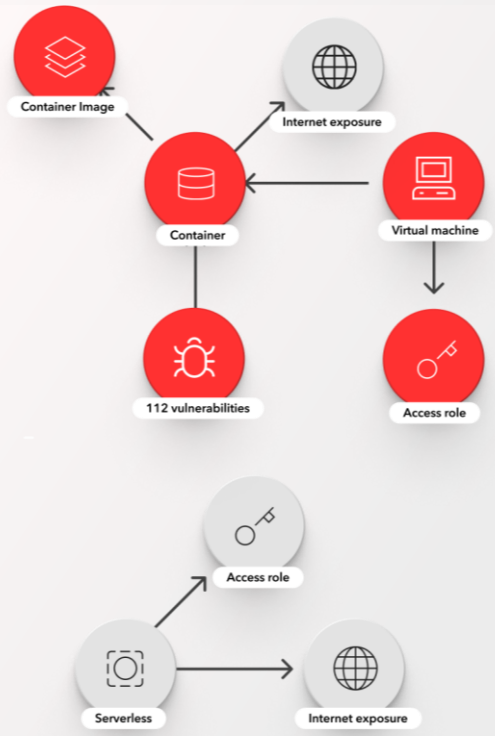
Cloud risk engine

External exposure
Excessive permissions
Exposed secrets
Lateral movement paths

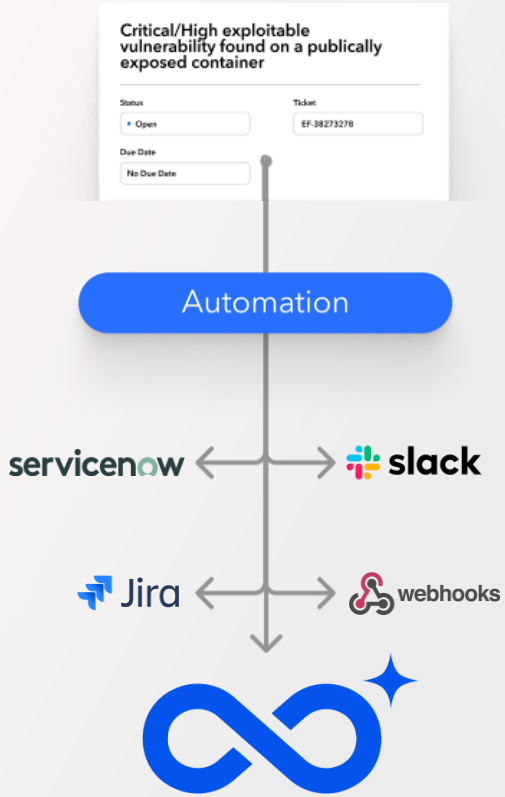
Wiz threat research

Novel cloud vulnerabilities and attacks

3 Identify the most critical risks



4 Proactively harden your cloud



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Security at the speed of cloud

Wiz is the fastest growing SaaS startup in history

AWS has enabled our growth in four key ways

- Scale
- Innovation
- Security and trust
- AWS Marketplace

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Scale: Security at the speed of cloud

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Secure everything you build and run on AWS



- Marketplace Seller
- Security Software Competency

- Monitors over 50 AWS services
- Secures your data on AWS everywhere, including AWS in China and AWS GovCloud (US)
- Supports all verticals and highly regulated industries, including FSI, HCLS, manufacturing, government, energy, and telecom
- Supports customers' AWS Cloud adoption and modernization journey

Security Competency Partner | AWS Marketplace Seller and Consulting Partner Private Offers

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Wiz in hypergrowth: Ingesting cloud environments at scale

- Capacity – Wiz scans millions of workloads, a trillion files on a daily basis
- Elasticity – During Log4shell, we doubled our scanning capacity in 2–3 days



"I've been doing security for 24 years, and I've never had a security tool deploy faster than Wiz, let alone return this much value. The mean time to value was under a half hour."

Anthony Belfiore, CSO, Aon

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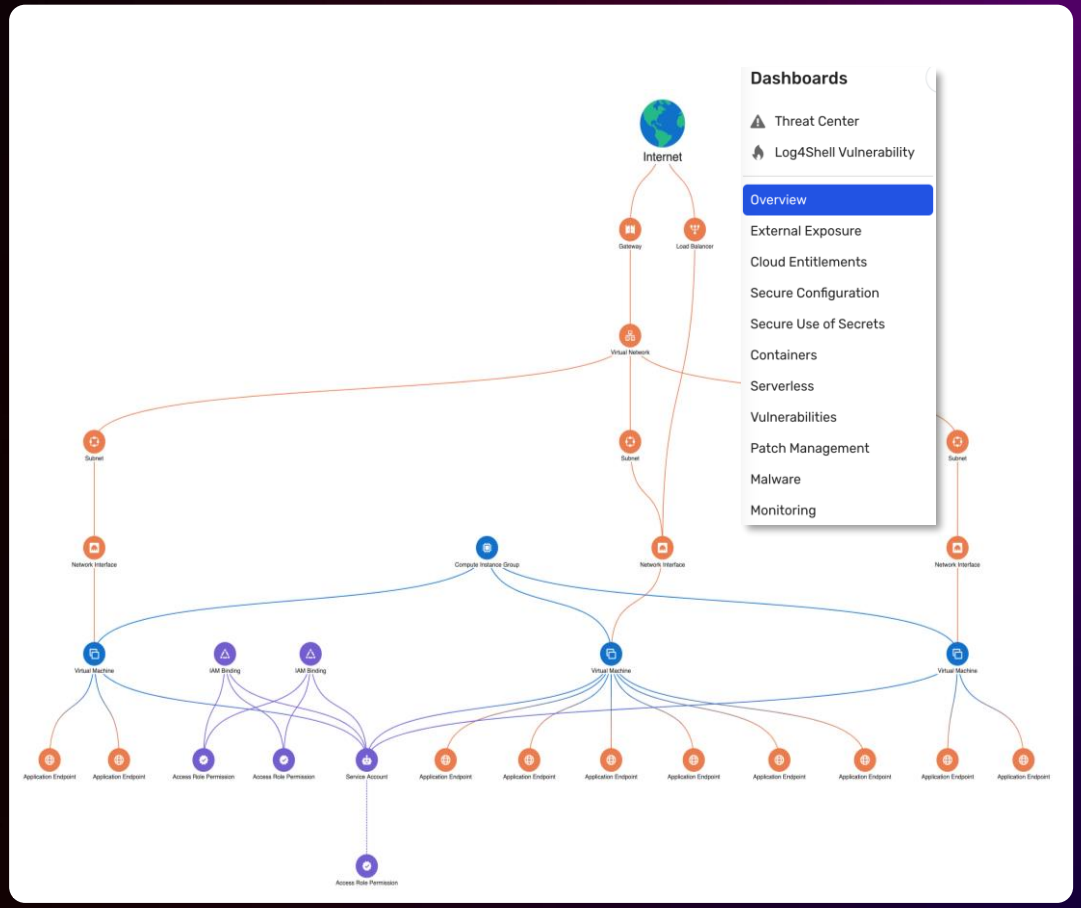
Wiz in hypergrowth: Deep full-stack analysis of the cloud environment

Wiz runs multiple analysis engines performing complex graph computations across huge environments

- Effective permissions
- Effective exposure
- Workload scanning
- Escalation paths

“The Wiz platform is the consolidation of tools across all of the security domains we've identified as must-do to protect our cloud workloads.”

Adam Fletcher, CSO, Blackstone



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AWS helped Wiz scale faster than ever before

- The right compute and capacity
  - Wiz uses hundreds of Amazon EKS clusters
  - Reliable and auto scalable as needed
  - We can find the exact VM size we need – small VM, with high I/O
- World-class elasticity
  - The cloud is not as endless as it seems
  - AWS has large caps and allows growth
- Ingestion at scale
  - The Wiz Security Graph ingests billions of objects
  - We work closely with the Amazon Neptune team to enable faster ingestion

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Innovation: Redefining cloud security with a graph-based approach

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Key Wiz innovation: The Security Graph

Graphs are revolutionizing cloud security, and Wiz has one of the most comprehensive graph implementations in the industry

“One of the reasons I'm excited about [Wiz] is I believe that the same impact that the social graph had on a bunch of industries, likewise Security Graph is going to have a huge impact on the world.”

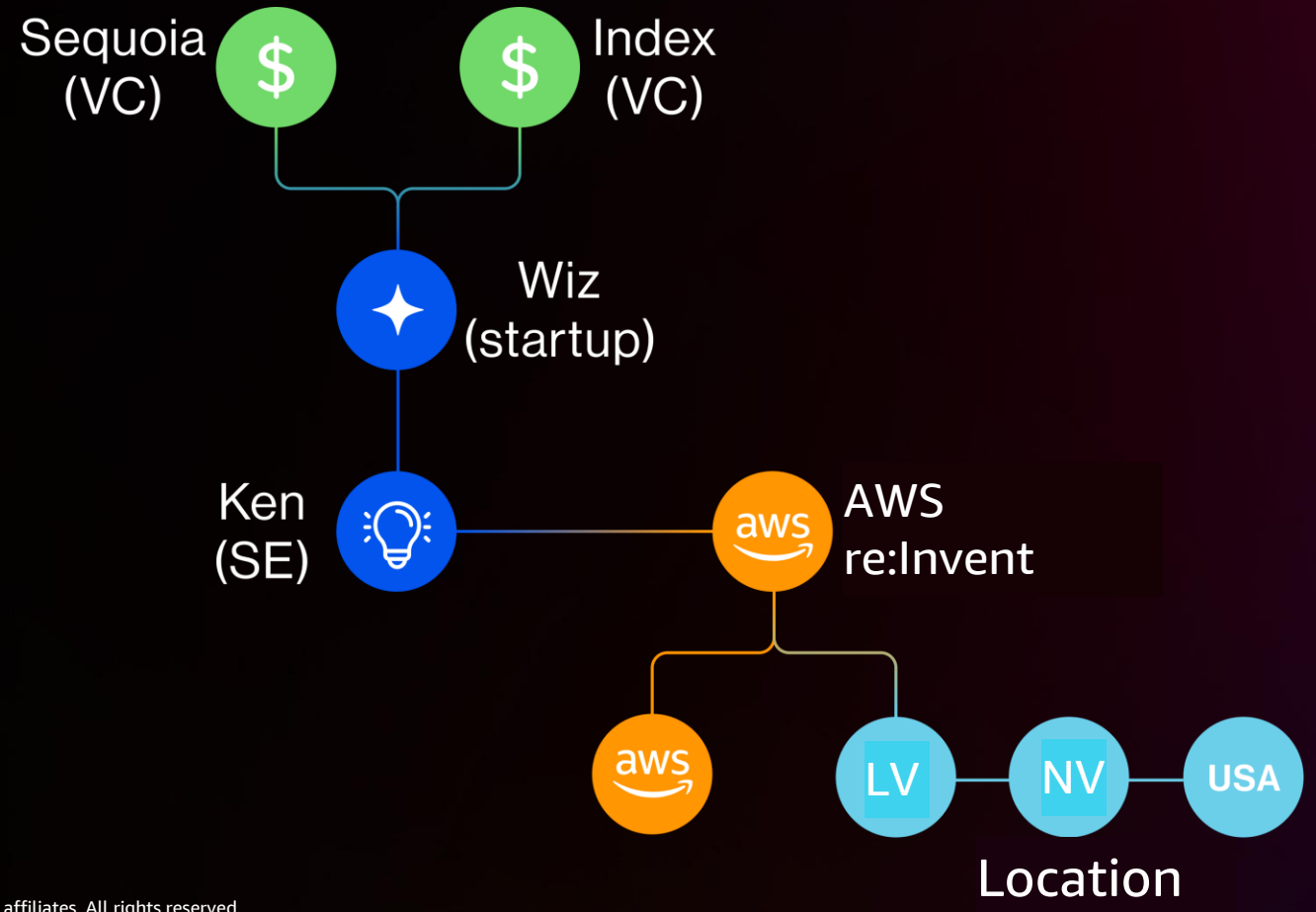
Igor Tsyganskiy

CTO, Bridgewater

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Why graphs? The world is a graph

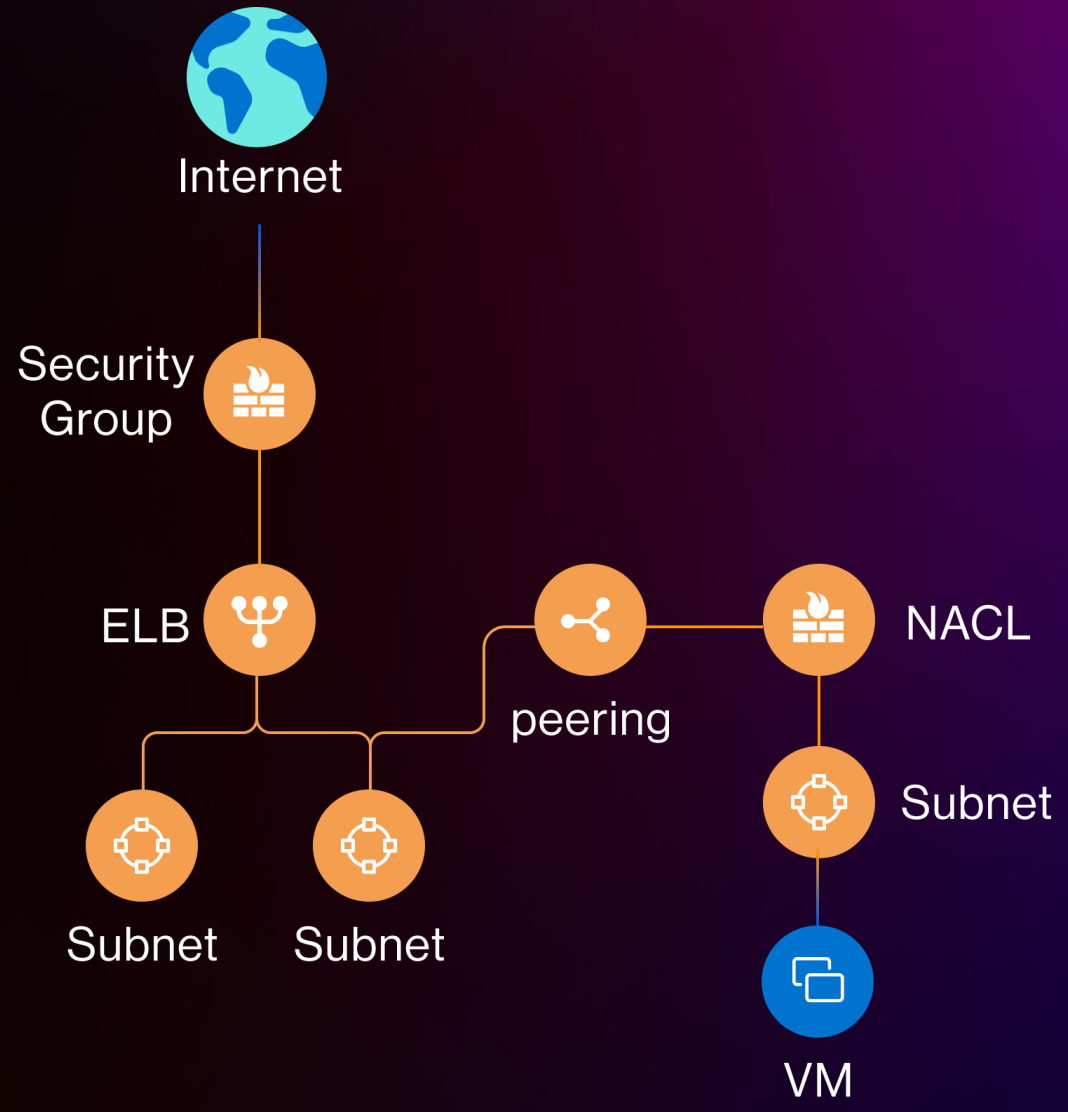
Asking complex questions about the world requires a graph model



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Security Graph use case: Network exposure

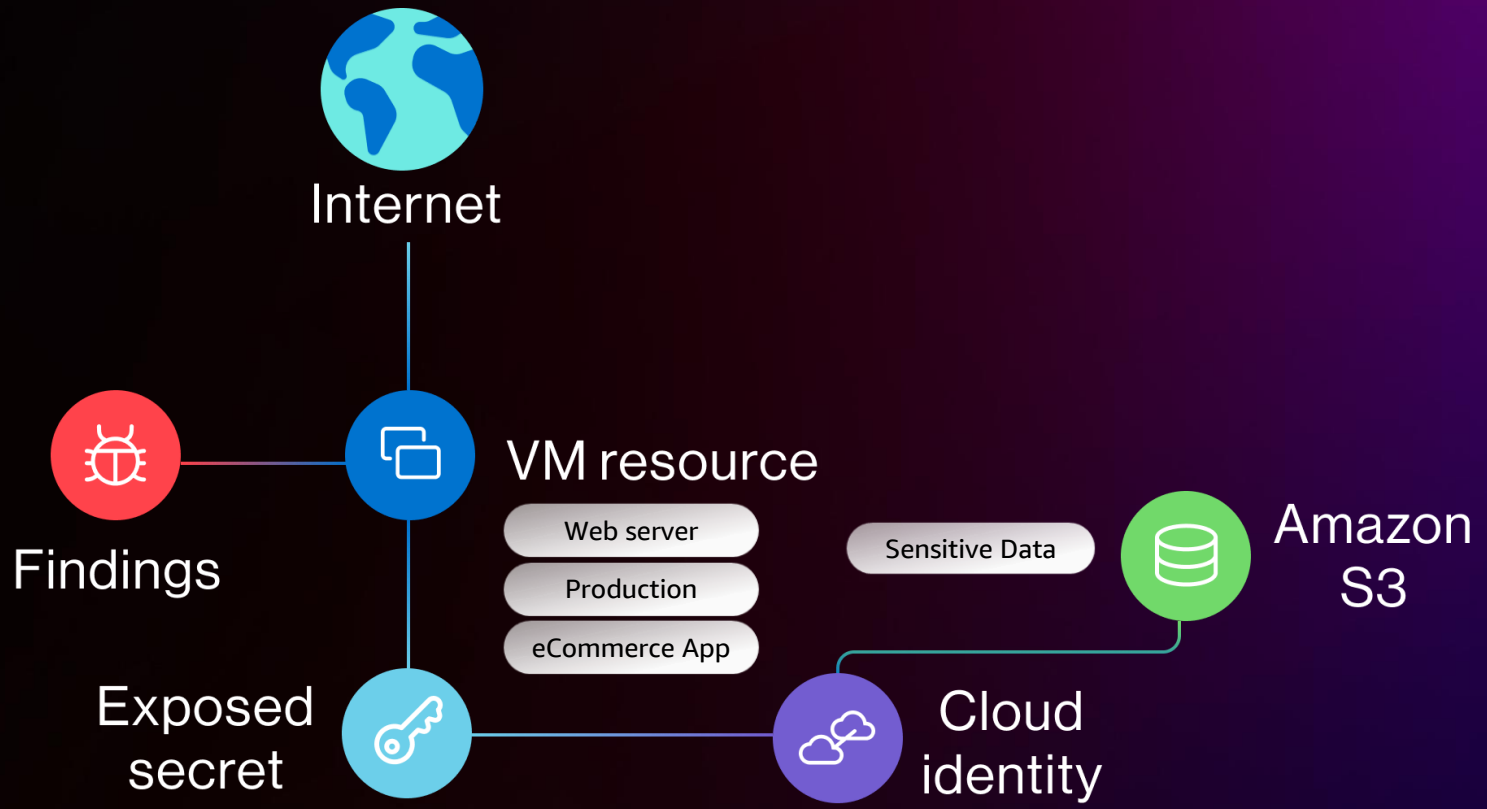
- Legacy tools failed to analyze exposure
- Graphs can detect effective exposure
  - Load balancers
  - Network peering
  - Cloud firewalls
  - Kubernetes networking components
  - And more!



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Security Graph use case: Prioritize vulnerabilities

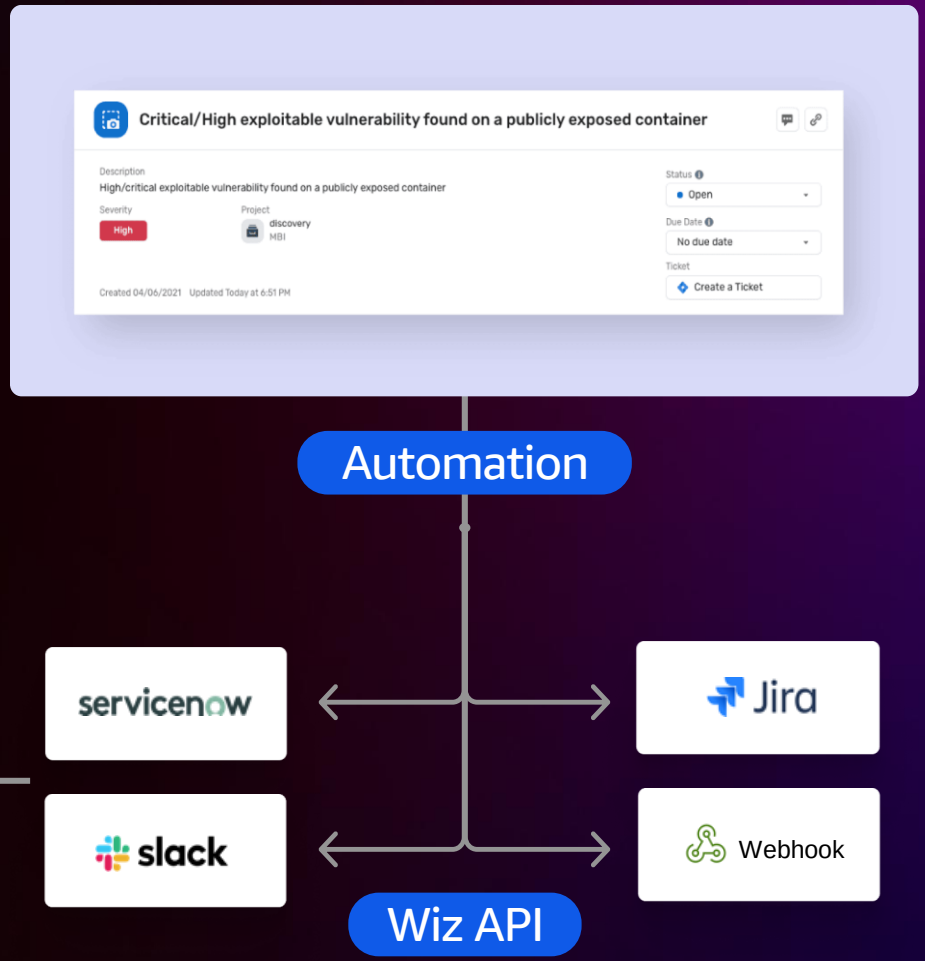
- It’s more than CVE score
- Context across workloads, cloud, and business layers is crucial
- Security Graphs show you all the context



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Automate security and innovate faster

- A single, unified policy framework scans across multiple architectures and prevents issues from ever reaching production in the first place
- Fully exposed API and numerous integrations enable unlimited workflow flexibility



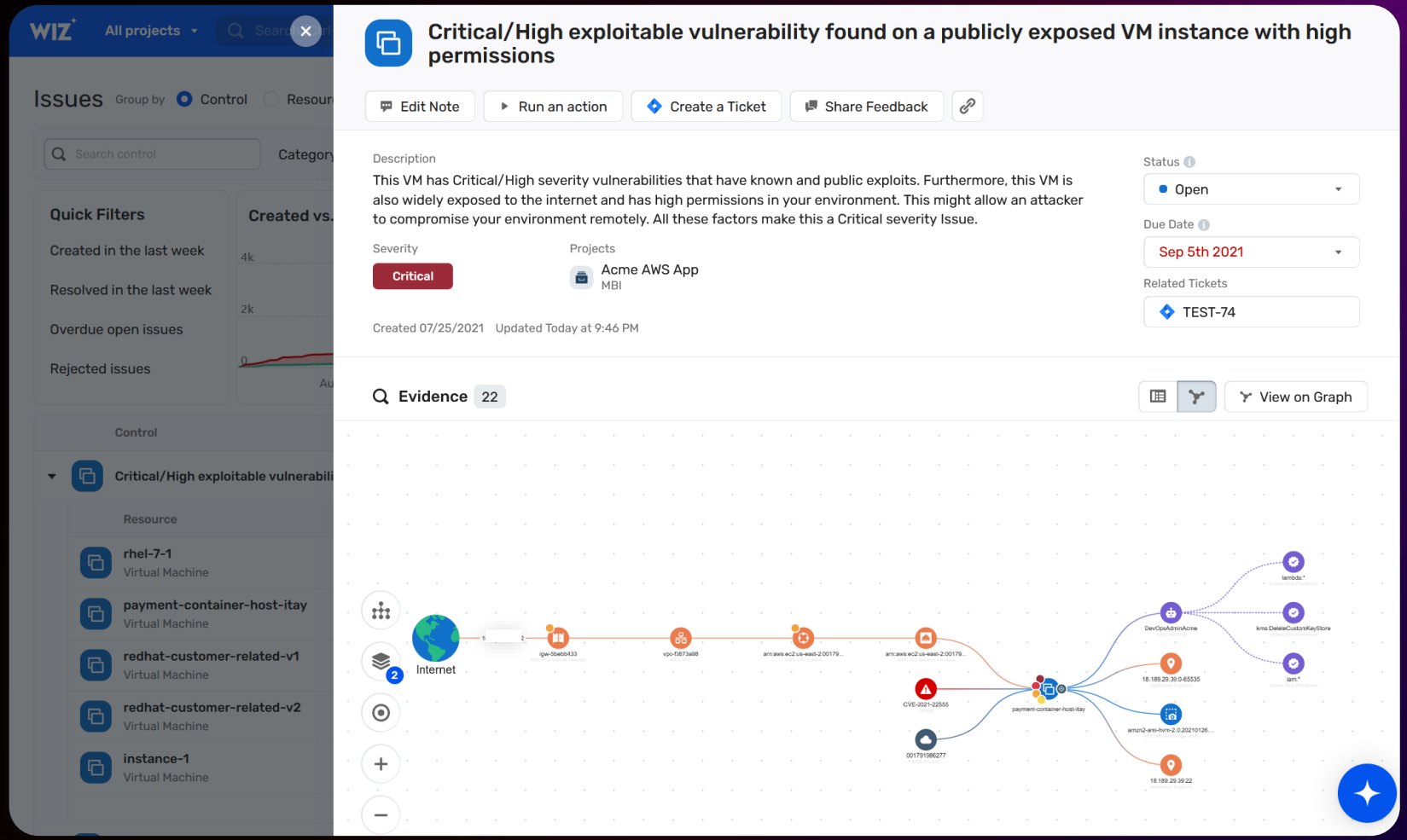
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Security Graph in Wiz: Detecting critical risks in the cloud

Workload context
- Vulnerabilities
- Inventory
- Exposed secrets

Cloud context
- Resource configuration
- Networking
- Identities

Business context
- Tags
- Environment
- Business team



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Wiz and Amazon Neptune

- Great collaboration with the Amazon Neptune team
- Working with us to support our scale and customers
  - Ingestion at scale
  - Query optimizations
  - Compliance – AWS GovCloud and FedRAMP (medium and high)
- Graph technology is ready for mainstream!

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Enabling unique capabilities with Amazon Neptune

- Flexibility to add additional security layers to the graph
- Security (RBAC) on top of the graph
- Integrating Amazon RDS, Amazon Aurora, and Amazon Neptune
  - Combining the power of multiple types of databases

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Security and trust

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Security and trust: Working with the largest cloud environments in the world

- Enabling compliance
- Ensuring secure access
  - SAML-based federation into specific allowed roles
    - No need to create user accounts
    - MFA enforced for all access
    - Integration across IdP & AWS
  - Zero long-term secrets
    - Kubernetes clusters use AWS IAM

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AWS Marketplace

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Wiz as an AWS Marketplace seller



- Marketplace Seller
- Security Software Competency

Wiz does Private Offers via AWS Marketplace allowing customization of offers to our customers

- Since investing in AWS Marketplace, transactions are 30% faster due to ease of procurement
- Special offers available to customers buying Wiz on the AWS Marketplace (contact aws@wiz.io)
- Wiz was AWS Marketplace Partner of the Year for 2022

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Hypergrowth with AWS

Wiz is the fastest growing SaaS company in history, and here’s how AWS supported our growth

- Incredible scale: Reliable, managed K8s clusters
- Enabling innovation: Graph database for security
- Security and compliance: Highly regulated, secure, zero trust design
- AWS Marketplace: Flexible buying options, ease of procurement

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Hypergrowth with AWS: How Wiz became a fast-growing SaaS company

Learn more at https://wiz.io



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Thank you!



George Pisha
george@wiz.io
george-pisha-5bb522204



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