Xerox® and Cisco® Security
Frequently Asked Questions

Xerox has joined forces with Cisco to enhance our MFP hardware and software security as a system to stay ahead of new threats and respond to them more rapidly. We have long placed security as a top priority in the development of our products, and we think it makes good security sense to extend our security protection to the network with Cisco.

The Xerox/Cisco partnership addresses security challenges by leveraging the Cisco TrustSec solution, which helps identify, monitor and manage devices from a central location and protects the data paths to and from them. Security is further enhanced via real-time views and control over all users and devices on a network.

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1. What is the Xerox and Cisco partnership?

Xerox has always been the leader in bringing security to printers, copiers and multifunction devices. Consistent with our continued emphasis on network security and mobility, Xerox is partnering with Cisco, one of the industry's premier IT network leaders.

In May 2011, Xerox announced a partnership with Cisco to deliver a comprehensive set of cloud-based services powered by the leading platform and technologies:

- Xerox® Managed Print Services over Cisco Borderless Networks
- Xerox® Cloud ITO Services via Cisco UCS and Vblock Infrastructure
- Xerox® Mobile Print Solution on Virtual Desktops and Cisco Cius

Cisco recently announced the Context-Aware Security soluton:
"Cisco and Xerox are evolving the TrustSec solution to respond to the explosion of personal devices in the workplace. To protect confidential information, companies need to secure network endpoints – such as printers, tablets and webcams – and deploy security policies faster than ever. By allowing IT managers to automatically identify, monitor and manage all devices from a central location, TrustSec helps ensure the network path to and from these devices is secure."

What this means to Xerox:
The Cisco/Xerox solution enables unprecedented visibility of printing endpoints, providing the infrastructure to centrally manage and deploy printer security policies and to monitor and enforce compliance. It also increases security and reduces administration overhead by automatically classifying MFPs and printers connecting to the network, granting appropriate network access, and by "Firewalling" the printer and preventing printer spoofing.

"Cisco's TrustSec ISE 1.1 solution now ships with a list of more than 40 Xerox device models that are ready for security policy enablement. Customers who use ISE 1.1 will find that including Xerox devices in their security policies is simpler and requires much less effort than adding non-Xerox printing devices."

2. Why Cisco?

Cisco is the market leader in IT networking, as well as in the Network Admission Control (NAC), LAN switching, routing, and authentication, authorization, and accounting (AAA) markets. Cisco pioneered the original NAC technology and developed numerous industry standards. Cisco provides the only comprehensive, single vendor solution available today.

3. What is a Borderless Network?

Cisco Borderless Networks are changing the network landscape by delivering connectivity to anyone, anywhere, anytime, using any device.

The explosion in consumer IT devices, the need for global collaboration, and the move to cloud and virtualization services mean the traditional corporate network boundary is a thing of the past. The collaboration and productivity requirements for mobile workforces have never been greater.

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4. What is Cisco TrustSec?

Cisco TrustSec® architecture recognizes this fundamental shift in workforce and global collaboration by detecting who and what is connecting to your network, and controlling what they can do and where they can go while connected.

Cisco TrustSec helps secure customer networks by building and enforcing identity-based access policies (who, what, where and how) for users and devices while protecting critical data throughout the network.

5. What is ISE?

TrustSec is the label for Cisco's portfolio of security offerings; Identity Services Engine (ISE) is the specific Cisco software module for which we are developing printer and MFP support.

"Cisco TrustSec and Cisco Identity Services Engine: Cisco TrustSec 2.1 and ISE 1.1 provide comprehensive visibility via new device sensors that are integrated into the infrastructure to automatically detect and classify all devices attaching to the network. ISE 1.1 also provides real-time directed endpoint scans, based on policy, to gain more relevant insight and accuracy while classifying devices. Together, they provide the industry's most scalable, reliable and comprehensive view across an entire corporate infrastructure. In addition, TrustSec 2.1 broadens support for Cisco's innovative Security Group Access (SGA) technology, which provides highly granular control through policy-based enforcement across both wired and wireless infrastructures."

6. How will Cisco technology complement the current security functionality on our MFPs?

TrustSec provides a higher level of security for MFPs and Printers by centrally discovering them, allowing network access by policy, and monitoring and auditing device behavior to prevent spoofing. With Cisco we guard the access points and paths to the device, and with Xerox security solutions we protect the data.

7. When will this technology be available?

Cisco announced ISE1.1 on Jan 30th. Customers can upgrade their current Identity service engines to take advantage of this printer integration.

8. How do I enable Cisco technology on my MFPs?

With ISE1.1 Xerox MFPs and printers are automatically detected and customers can start managing devices immediately.

9. Which devices are supported by Cisco ISE technology?

Cisco's TrustSec ISE 1.1 solution now ships with a list of more than 40 Xerox device models that are ready for security policy enablement. Users can also manually create profiles for all current Xerox products.

10. So only experts / large enterprises will benefit from this technology?

Customers of any size that either have Cisco TrustSec ISE1.1 or are planning to purchase it can benefit from this added end-point printer integration.

11. I don't know what Cisco switches/infrastructure we have. Would we still benefit from this?

No. Customers must have the Cisco Identity Services Engine for policy management. ISE version 1.1 will include support for printers and MFPs along with other features.

12. I'm a small business that doesn't have any need for security, or do I?

When considering security, whether for an SMB or large enterprise, there are three things to keep in mind: people, technology and processes.

People have to be part of the security solution and properly safeguard data they handle every day. For example, don't leave post-it notes with passwords on them or leave documents lying around, and always password protect access to critical business information.

On the technology side, it is critical to ensure all of the PCs, printers, tablets, and applications are properly configured, maintained, and disposed of, when necessary.

When it comes to business operations, it's important to ensure sufficient network security safeguards are in place to prevent intrusion, exploitation, and data breeches, and to stay current with evolving threats.

As the use of technology rises for all businesses of all sizes, so does the threat rate. As security is getting tighter at larger companies, small businesses are looking increasingly tempting to attackers. These threats are real, no one is immune, and SMBs must respond and take action to protect their information, systems and networks.

13. Do I need to update the product installation procedure to support Cisco ISE?

No, once Xerox devices connect to the customer network they are ready to interoperate with ISE.

Xerox is the industry's security leader and continues to engineer and design all of its products to ensure the highest-possible level of protection at all potential points of vulnerability. We're committed to safeguarding your data so you can focus on the pursuits and activities that make your business or organization as successful as possible.

For more information about the many security advantages offered by Xerox, and about the Xerox partnership with Cisco, along with videos and images, visit **xerox.com/security**.