

WEBVTT

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00:00:00.000 --> 00:00:13.650

David Lemmon: You have the ability to dive inside these different sources of information and you can allow a little bit like the image there, I can allow Khan Academy on Facebook or I'm fat on YouTube.

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00:00:14.340 --> 00:00:21.900

David Lemmon: But I don't want to allow students looking at fortnight videos all day long. And so how do you allow the good

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00:00:22.290 --> 00:00:33.360

David Lemmon: And still block the bad that is more control in the classroom. The identification I shared the process of identifying students across all devices at all times in all places.

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00:00:33.990 --> 00:00:45.840

David Lemmon: Extremely key that identification leads to bad analytics no way around that consistent experience across all devices and browsers, both on and off campus.

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00:00:46.260 --> 00:00:52.230

David Lemmon: I'll go into a little bit more detail on that because at times districts overlook the importance of making sure that your

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00:00:52.890 --> 00:01:02.430

David Lemmon: Edge security or your analytics tool is able to get the same logging and reporting across a Windows device as it does a Chromebook or say

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00:01:03.150 --> 00:01:13.380

David Lemmon: Meaningful reports always key. You got to have a live view of what's going on. And you also want historical look at all of the activity contextual ization

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00:01:14.490 --> 00:01:25.380

David Lemmon: The ability to add context to searches that students are doing very proud of districts in last three or four years a lot of districts have become proactive when it comes to helping students

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00:01:25.680 --> 00:01:33.720

David Lemmon: There are a lot of students in going through struggles and the ability to identify students that might need some help.

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00:01:34.470 --> 00:01:44.370

David Lemmon: Is important, especially when it comes to contextualizing their activity. How do I kill myself much different than To Kill a Mockingbird.

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00:01:44.760 --> 00:01:56.670

David Lemmon: And so having analytics that that bring this intelligence to the surface. So you know what student might need a tap on the shoulder and maybe meet with a counselor. Now all of this.

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00:01:58.350 --> 00:02:04.890

David Lemmon: All of this is useless without the ability to protect against unwanted applications.

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00:02:05.370 --> 00:02:15.270

David Lemmon: students know how to make themselves anonymous on your network. They know how to hide who they are. They know how to poke holes through the firewall to get wherever they want to go.

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00:02:15.810 --> 00:02:28.830

David Lemmon: Yeah, have to plug those holes or you can do. None of this and that's where you want to protect against applications and protocols that, you know, allow students to get around the filter get around the firewall.

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00:02:32.490 --> 00:02:43.470

David Lemmon: In my opinion, my humble opinion, every single school district should have this type of a mission control center. So this is a live view on a network and Angel is going to share

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00:02:44.070 --> 00:02:51.690

David Lemmon: You know the use case for Osceola but this is a dashboard that shows all web activity from all sources.

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00:02:52.080 --> 00:02:58.440

David Lemmon: You look at the dash. I see all transactions going through the web blocked activity. I get to see user concerns.

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00:02:58.800 --> 00:03:08.880

David Lemmon: Right john is on here 25 times there's a reason for that. So these are live tiles. I click on john and I get to see why he's in the user concerned what keywords what trigger words.

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00:03:09.720 --> 00:03:17.190

David Lemmon: Is he on there for. So these are all live tiles. You can drill down. You can also see hits, which is important, but also bites.

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00:03:18.060 --> 00:03:24.930

David Lemmon: Bandwidth hogs right in one view you can see why are there peaks and valleys in my bandwidth

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00:03:25.260 --> 00:03:33.990

David Lemmon: And then you click on that, that peak and you get to see what caused that. And so this intelligent information is what you need really to manage

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00:03:34.380 --> 00:03:51.090

David Lemmon: web traffic and this gives you the proper analytics to make that a little bit easier on you. This is important. So a lot of school districts today they make different decisions for web filtering based on this guy right here, based on the Chrome browser.

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00:03:52.680 --> 00:04:09.270

David Lemmon: You'll see on any school district, the Chrome browser is not the only browser and use. And so all types of devices all types of browsers, you need to get a solution that sees everything, or else you're going to have some challenges with correct analytics.

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00:04:11.700 --> 00:04:23.580

David Lemmon: So I mentioned applications there Spotify. There's Tor. Tor. This is what students used to hide where they're going. You have to be able to identify that expose it and then block it.

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00:04:24.090 --> 00:04:28.110

David Lemmon: And then bandwidth hogs. This is great because we had a school in Florida.

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00:04:28.680 --> 00:04:37.380

David Lemmon: And there was an issue where they had a 10 gig network and they were picking the 10 gig network now they have 80,000 kids. And so they would average seven to eight gig.

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00:04:38.310 --> 00:04:44.160

David Lemmon: But they kept peaking to 10 gig and so they looked at bandwidth hogs and they realized that there was

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00:04:44.460 --> 00:04:57.480

David Lemmon: A Windows update that was really sucking the bandwidth there. And so they were able to move that over to caching system and return stuff back to normal. So intelligence is what schools need in order to make decisions.

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00:04:59.010 --> 00:05:07.140

David Lemmon: Cross platform and browser. So today's basic web filtering needs block adult content inappropriate content unwanted content.

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00:05:07.830 --> 00:05:24.240

David Lemmon: The way to do this properly today is to do a sub domain control so 10 years ago, you can make a decision at the domain level. Today the domains are very complex. And so you might want to allow information at the sub domain level.

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00:05:25.350 --> 00:05:35.640

David Lemmon: Keywords filtering xx xx just block it don't allow students to go there and that's across Yahoo Bing anything right. If they're trying to type in stuff to

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00:05:36.030 --> 00:05:45.630

David Lemmon: That that's inappropriate to send a block page for that and let them know why it's blocked YouTube for schools not enforce that login report all web activity.

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00:05:46.230 --> 00:05:59.880

David Lemmon: If you don't see it, then you can't control it and you can't report on it. It's very important to have a system that sees all web traffic and is able to log this and organize it. So it's useful.

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00:06:00.810 --> 00:06:12.900

David Lemmon: And then suspicious alert self harm bullying hate. We see this all day long on school networks and it's very important to expose this so that the students get the proper attention.

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00:06:13.320 --> 00:06:25.110

David Lemmon: Now, it's very important to do this across every single device, you don't want someone to search in how do I kill myself on a iPad using Safari.

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00:06:25.650 --> 00:06:34.830

David Lemmon: And the district has no idea that that took place, but that's what happens when you pick a Chromebook only solution.

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00:06:35.430 --> 00:06:42.690

David Lemmon: If you want intelligence across the Chromebook and an iPad and a Mac, you have to make sure you get a solution that

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00:06:43.110 --> 00:06:52.770

David Lemmon: Supports cross platform and not only cross platform but cross browser support. Also, if you don't do that, you're going to start the browser dances, what I call it. Right.

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00:06:53.220 --> 00:07:00.630

David Lemmon: Does the Tyler typing in. What's the best way to kill myself, do I get an alert on a Chromebook. With the Chrome browser.

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00:07:01.050 --> 00:07:12.150

David Lemmon: What about Windows 10 using IE or edge. What about Windows 10 using Firefox. What about iPad using Safari. What about opera about BYOB. What about smart TVs.

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00:07:12.570 --> 00:07:16.950

David Lemmon: The answer to that is yes of course you want to know if Tyler's looking to hurt himself.

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00:07:17.370 --> 00:07:28.530

David Lemmon: And the key is you have to pick a solution that does this across all platforms and browsers or you just don't have the complete information and we see schools get caught up in this all the time.

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00:07:28.950 --> 00:07:35.820

David Lemmon: They'll see oh hey there's a vendor has some pretty cool reports across a Chromebook, but they don't tell you they don't do that on an

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00:07:36.270 --> 00:07:42.300

David Lemmon: iPad with Safari and so very important for districts when they're looking for this type of intelligence.

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00:07:42.750 --> 00:07:49.170

David Lemmon: dig a little bit deeper and make sure that the solution that you have provides this stuff across all devices and browsers.

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00:07:49.680 --> 00:07:54.540

David Lemmon: I'm going to jump into the conversation about about sub domain. So

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00:07:54.870 --> 00:08:05.430

David Lemmon: sub domain is very important today. Let me give you an example, if someone types in Google com, you're going to want to know if they type in nudity, a type of nudity you match that against your, your block.

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00:08:05.850 --> 00:08:13.950

David Lemmon: Policy and if that's a block word you just send, send a block page, but the SSL. A lot of filters will stop right here.

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00:08:14.400 --> 00:08:24.330



David Lemmon: They will let you know that someone went to Google, you need to do an SSL inspection to find the full thread. And that's where that searches right there.

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00:08:24.960 --> 00:08:29.970

David Lemmon: And so SSL. That's the real story that's where you get you get all the information you need.

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00:08:30.540 --> 00:08:40.080

David Lemmon: So sub domain control. I have an example of sub domain controller down here. So a lot of schools use translate that Google. Google Translate. Fantastic. The challenges.

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00:08:40.860 --> 00:08:47.880

David Lemmon: Don't know if you guys have tried this. If you have. Give it a give it a try, but students know that using Google Translate.

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00:08:48.480 --> 00:08:57.960

David Lemmon: They can type in casa in Spanish and translate to translate to house in English. Fantastic. Great tool, but they can also type in Playboy.

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00:08:58.740 --> 00:09:14.250

David Lemmon: Com Spanish and it will translate to a link to Playboy in English, they click on that link and the Playboy page loads, but it doesn't go to Playboy com, what it does is it stays within translate that Google

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00:09:14.760 --> 00:09:24.060

David Lemmon: And so if you don't have sub domain control, you will never see that they went to Playboy calm and you can put the examples Playboy. You can put anything you want in there.

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00:09:24.750 --> 00:09:44.670

David Lemmon: And so sub domain control is where the challenges today. And so you have to do a decryption of Google Translate and then you will expose that a student is trying to go to Playboy and get around filter. Now, the key is you don't want to block translate

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00:09:46.110 --> 00:09:57.330

David Lemmon: There's good use to translate what you want to block is the misuse of Google translate a huge difference. Most schools that we talked to you today. They say, yeah, we have found that issue and we block it.

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00:09:58.050 --> 00:10:07.950

David Lemmon: That's not the solution. The solution is let's allow the good use of Google Translate and let's block the misuse of that you have to live right here.

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00:10:08.670 --> 00:10:16.230

David Lemmon: The sub domain level. If you're going to control that properly and you need SSL inspection. In order to do that, right.

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00:10:17.160 --> 00:10:21.120

David Lemmon: Let me jump over the keywords and triggers. So there's keywords and phrases

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00:10:21.690 --> 00:10:30.660

David Lemmon: X x X. You just block it right log it report it so you can analyze what a students doing but don't allow that that access porn star just blocked it.

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00:10:31.590 --> 00:10:42.030

David Lemmon: Others trigger words that that I call capture words. But this is what we contextualize suicide. I don't want to block suicide, someone could be researching suicide blue. Well, I don't want to block the way

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00:10:43.170 --> 00:10:52.170

David Lemmon: But that is a suicide challenge. And so I want to put that in context. And so over here, my user concern. I can see the john Smith has 13 hits Jimmy Smith has nine

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00:10:52.620 --> 00:11:05.520

David Lemmon: I can do a live click and now that takes me to john Smith is activity and everything that's going on as far as his searching. And so, that's fantastic for troubleshooting in proper analysis.

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00:11:06.660 --> 00:11:15.300

David Lemmon: I use the example kill already To Kill a Mockingbird much different than then how do I kill myself. We had a school in Florida.

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00:11:15.810 --> 00:11:23.220

David Lemmon: And we were talking to them and they were very proactive when it came to identifying student challenges on the web.

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00:11:24.090 --> 00:11:35.340

David Lemmon: But they didn't have a context solution. All they had was a keyword solution. And so this was a real life issue rate started showing up in their logs rate. RICK, RICK Rape Rape

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00:11:35.850 --> 00:11:46.590

David Lemmon: They ended up going they pulled this this young boy out of class and they realized that he was typing in the rape of man king he was doing

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00:11:47.850 --> 00:11:55.200

David Lemmon: He was doing research on this historical event. They didn't have the context they needed to make the right decision.

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00:11:55.650 --> 00:12:07.290

David Lemmon: If they would have had the full search the rape of Nat King, then they would not have embarrassed, this young boy and pulled him out of class context is intelligence. You have to have it over on the right side.

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00:12:07.830 --> 00:12:19.230

David Lemmon: You see blue whale challenge. I don't want to block blue whale, because how larger blue whales fantastic but a blue whale challenges hit. I do want the context of what that students been doing

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00:12:19.830 --> 00:12:29.490

David Lemmon: Best way to commit suicide, you better bet, I want to know what's going on there. And then I can analyze what the students doing and has been doing for the last day, week, month

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00:12:29.940 --> 00:12:43.470

David Lemmon: And you can really go in and find out if the student needs some assistance is Suicide Squad or Netflix don't need to do anything. They're my teacher is the bomb. I want to borrow my teacher context, context is intelligence.

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00:12:44.400 --> 00:13:00.390

David Lemmon: I mentioned applications that hide what the students are doing. So this is extremely important because every single thing I showed you, it doesn't work, you don't have this information if students are jumping on systems called siphon X VPN.

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00:13:01.440 --> 00:13:12.750

David Lemmon: There's BitTorrent. This is an example of a school. This was one week of school. Turn this on. Outside of Houston 59 million hits to siphon.

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00:13:13.260 --> 00:13:25.710

David Lemmon: And they have an application firewall and it still wasn't controlling the ability for kids to hide who they are right there making themselves anonymous and they're just going wherever they want to go.

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00:13:26.220 --> 00:13:34.050

David Lemmon: I like this cartoon here on the internet. No one knows your dog well on the internet. No one knows you're a 14 year old girl. No one knows your 15 year old boy.

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00:13:34.500 --> 00:13:44.790

David Lemmon: And so if you're making yourself anonymous you're jumping on the dark web going through siphon. You can buy anything you want to buy the drugs be a guns.

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00:13:45.240 --> 00:13:54.390

David Lemmon: And so let's block access to that when it comes to a source that the district has a district own device or any type of

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00:13:54.750 --> 00:14:02.310

David Lemmon: Gateway that the district has let's eliminate that so that you can eliminate some of the challenges now kids aren't always jumping on the stuff to go

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00:14:02.940 --> 00:14:18.360

David Lemmon: To figure out a way to buy ammo, they're figuring out a way to play games or download music which is still a challenge in K 12 and so we give you the tool to expose to identify who's doing it and to stop that from happening.

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00:14:19.710 --> 00:14:32.790

David Lemmon: So that's an overview of what content keepers doing when it comes to web visibility and analytics. Now I'm going to turn the time over to Angel. Angel is going to show the practical use of how they're using it at Osceola

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00:14:33.300 --> 00:14:37.890

David Lemmon: Angel. I don't think you have control to change the slides and so I'll

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00:14:37.890 --> 00:14:38.670

Angel Fonseca: Do that for you.

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00:14:40.350 --> 00:14:41.340

Angel Fonseca: When you swap it over.

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00:14:42.870 --> 00:14:43.170

Angel Fonseca: Okay.

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00:14:46.800 --> 00:14:56.010

Angel Fonseca: Really good now. So hey, everyone. Thank you David for the introduction and for the brief overview, as well as Jason

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00:14:56.610 --> 00:15:15.900

Angel Fonseca: So my name is angel Fonseca I am the Cyber Security Network analyst for the school district of Osceola County. And just to give everybody a brief overview of our county and what our current infrastructure is like so I'm sure many of you are familiar with Disney.

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00:15:17.070 --> 00:15:23.970

Angel Fonseca: So we are looking at it in Osceola County. So we see a lot of tourists and lately because of

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00:15:24.660 --> 00:15:31.830

Angel Fonseca: The occurrences that happened with Hurricane Maria, we have seen an influx of more families moving into our area. So that means that

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00:15:32.310 --> 00:15:44.100

Angel Fonseca: We're seeing a lot more need for students and more schools are being built. Currently we're sitting at 53 public schools at the moment and across 65 different facilities.

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00:15:45.420 --> 00:15:55.230

Angel Fonseca: Are numbers of students we approximately around 69,000 students and growing over 100,000 network devices and 1000 employees so

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00:15:55.890 --> 00:16:05.070

Angel Fonseca: We're pretty large company as far as the amount of users is concerned, and one of the requirements that we were needing for was

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00:16:05.640 --> 00:16:26.190

Angel Fonseca: To have a content filtering solution that was easy to be able to manage something that was that will allow us to have granularity in our filtering solutions as far as how much we can monitor the traffic, how we are able to filter necessary components out and prevent

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00:16:27.270 --> 00:16:39.150

Angel Fonseca: The on on unlawful use of our internet services and that's when we came across a record keeper and of course they have to be HIPAA compliant because they had to comply with the

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00:16:40.590 --> 00:16:44.970

Angel Fonseca: Senate x and one of the things that I liked about conflict keeper is

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00:16:46.440 --> 00:16:49.560

Angel Fonseca: Ever since the very beginning. We've been a constant.



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00:16:50.670 --> 00:16:56.880

Angel Fonseca: With them for approximately, it's going to be three years in February and during our time.

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00:16:57.690 --> 00:17:03.030

Angel Fonseca: I can say that their support that they have provided the school district about your LA County has been amazing.

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00:17:03.570 --> 00:17:14.160

Angel Fonseca: Anytime that we have any questions. Any comments, concerns or any comments, their tech support engineers are always willing to provide the assistance as soon as possible.

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00:17:14.670 --> 00:17:21.390

Angel Fonseca: And that's something that me being in this new position recently. It's something that I can say at the customer that I really appreciate

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00:17:21.990 --> 00:17:33.690

Angel Fonseca: So I commend them for that they have done an awesome job and getting a spider with this and they have been very instrumental in making sure that our swimming safety on the internet is the most important

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00:17:35.370 --> 00:17:37.800

Angel Fonseca: And without. I'm going to go ahead and proceed with the next slide.

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00:17:41.430 --> 00:17:56.640

Angel Fonseca: See if I can. There we go. Alright. So again, this was just another overview of the amount of devices that we have. We have about 30,000 laptops in our environment 10,000 desktops. We have a lot of VR devices.

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00:17:58.110 --> 00:18:05.070

Angel Fonseca: Because we all know the way technology is nowadays, everybody brings their own phones, everybody brings their own laptops.

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00:18:05.490 --> 00:18:16.710

Angel Fonseca: And one of the challenges that a lot of district. A lot of companies experience is to be able to manage the devices that you do not own that you do not have complete control over.

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00:18:17.520 --> 00:18:21.720

Angel Fonseca: So we are grateful to have be able to have a solution that will allow us to

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00:18:22.350 --> 00:18:38.430

Angel Fonseca: Monitor the traffic that flows along, even from these devices which do not belong to the school district which allow us to have monitoring capabilities on these devices. And later on, even mentioned, I have some screen captures that I'm going to be sharing with you.

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Angel Fonseca: Just to give you an idea of how it is that we have implemented this into our system.

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00:18:45.120 --> 00:18:51.150

Angel Fonseca: Many of the challenges that we have faced along the way and I had to have been able to be addressed as David mentioned earlier.

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00:18:51.930 --> 00:18:59.880

Angel Fonseca: We have different platforms we had different devices different browsers and everything needs to work in one central system.

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00:19:00.270 --> 00:19:08.760

Angel Fonseca: You know, we cannot have a system for monitoring just Windows devices and we can have a system for monitoring Chrome devices because that just adds

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00:19:09.330 --> 00:19:22.440

Angel Fonseca: A lot of workload, we need to have something that is able to be accessible centrally manage and can work concurrently with different browsers different applications and different devices.

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00:19:26.040 --> 00:19:34.500

Angel Fonseca: I'm going to go ahead over to the next slide. So, and just to give you some a brief overview of what we have in place. We all know that.

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00:19:35.310 --> 00:19:46.440

Angel Fonseca: One of the best strategies for having a good security solution is to have defense in depth. That means the more layer of security that we have in place.

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00:19:47.070 --> 00:19:56.670

Angel Fonseca: It allows us to have better protection. So if one device if one application fails to mitigate and attack it fails to mitigate or to detect

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00:19:57.390 --> 00:20:06.990

Angel Fonseca: A malicious actor have some malicious activity. Then you have another layer, you have another device that can potentially be able to capture and alert you have

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00:20:07.830 --> 00:20:16.020

Angel Fonseca: Some event that was missed by another application by another device. So in our system, we have we have next generation firewall in place.

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00:20:16.890 --> 00:20:27.150

Angel Fonseca: Which we are continuing to work with that we have our IPS system in place. We, of course, we have a common keeper solution which before we used to have a different vendor.

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00:20:27.570 --> 00:20:44.370

Angel Fonseca: And we were started running into some different issues with some of the implementation some other functionalities that we were trying to do to to better monitor our traffic to better have to have better control of the things that students and staff were able to access

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00:20:45.510 --> 00:21:01.800

Angel Fonseca: It was not working out either it was either you block it completely, or you allow it completely. And that's one of the things, as I mentioned earlier, that it allows us with this solution it allow us to have more control of the things that we are able to allow and this allow in our environment.

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00:21:02.940 --> 00:21:09.630

Angel Fonseca: We of course have network segmentation. We have different security measures in place for anti malware applications.

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00:21:10.530 --> 00:21:20.490

Angel Fonseca: As I mentioned earlier, we also have BYD countering filtering, which is also another big aspect. You do not want to have students and

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00:21:21.480 --> 00:21:35.250

Angel Fonseca: Any guests any other person come into the district connect to your network and potentially bring malicious software malicious applications that can propagate and wreak havoc.

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00:21:35.730 --> 00:21:44.040

Angel Fonseca: In your neck when you need to be able to monitor what they have in their devices, what they're browsing what they're doing to have great security.

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00:21:45.300 --> 00:22:00.870

Angel Fonseca: We also implementing security awareness training how a student internet safety plan. And of course, we have the never acceptable use policy that we have in place for anybody who comes in vs teachers, students are guests to use our

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00:22:02.010 --> 00:22:02.430

Angel Fonseca: Network.

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00:22:05.430 --> 00:22:07.080

Angel Fonseca: You can go on to the next slide.

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00:22:08.370 --> 00:22:15.330

Angel Fonseca: So with the recent pandemic. I'm sure that many of us were free to the challenge of what are we going to do

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00:22:16.380 --> 00:22:26.370

Angel Fonseca: Once school resumes and the devices. The students are now at home. That was one of the challenges that we were faced because

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Angel Fonseca: Honestly, nobody was prepared for the things that happened just recently, it's a lot easier to manage your devices when they are the students are in the school there on campus than it is when they're at home.

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00:22:40.110 --> 00:22:47.220

Angel Fonseca: And we're not one of the beautiful things that we weren't able to work together but constant keeper is that even though the students were

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00:22:47.670 --> 00:22:55.200

Angel Fonseca: Assigned laptops we assigned approximately 15,000 laptops to go out to the students at home.

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00:22:55.710 --> 00:23:02.310

Angel Fonseca: And our district by personnel. We work extremely hard, and we could we had that accomplished in a matter of a week.

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00:23:03.060 --> 00:23:15.360

Angel Fonseca: So just imagine having your entire staff getting everything ready to be able to roll out these solutions so that student learning continues to work on Hendrick

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Angel Fonseca: Yes, it was challenging. But one of the things that I was able to appreciate it, like I mentioned earlier the support that we received from Canada keeper was great.

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00:23:26.400 --> 00:23:33.900

Angel Fonseca: They had a great turnaround, we actually ended up installing three constant keeper mobility appliances

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Angel Fonseca: Which allow us to basically have these devices, create a VPN tunnel from the student devices at home, back to our data center. And this these devices will then be filtered to the web filter before going out to the internet, the same way as if they were here on campus.

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00:23:56.430 --> 00:24:00.090

Angel Fonseca: So currently we have about 20,000

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Angel Fonseca: Devices that have been deployed to the students at home, and we are in the process of expanding to a total of 60,000 devices that will be going out into the schools.

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Angel Fonseca: This is possible because we have a constant keeper mobility agent which is installed on these devices. And as I mentioned earlier, this agent, pretty much acts as a VPN tunnel.

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00:24:28.440 --> 00:24:34.230

Angel Fonseca: With the mobility appliances back in the data center. So when the student logs into the device.

143

00:24:35.760 --> 00:24:42.330

Angel Fonseca: The agent connects with the mobility appliance here in the data center and the way that the configuration is set up.

144

00:24:42.780 --> 00:24:50.790

Angel Fonseca: All that traffic gets filtered internally to our core switch and through our firewall and through our workflow before it is sent out to the internet.

145

00:24:51.240 --> 00:25:06.330

Angel Fonseca: So any traffic any activity that the student is doing at home is also monitor miles. So we don't have that problem that students will be taking the device at home, and we have no idea whether what's going on and what they're doing.

146

00:25:08.880 --> 00:25:15.540

Angel Fonseca: My last point that I have on this slide is I uses our property authenticated. We're Active Directory and assign the correct policies.



147

00:25:16.920 --> 00:25:27.210

Angel Fonseca: One of the other challenges that we have, especially with remote learning is to ensure that the students are assigned the correct policies based on the grade level.

148

00:25:28.710 --> 00:25:44.430

Angel Fonseca: And based on different policy that they may be in, you're not going to filter a high school students web activity. The way you're going to filter the web activity activity of an elementary school student. So we're confident keepers mobility agent installed.

149

00:25:45.450 --> 00:25:48.570

Angel Fonseca: Since all the traffic gets passed through internally.

150

00:25:49.800 --> 00:26:00.900

Angel Fonseca: Any, anything that you do be on active directory or any other management system that you have to control policies. It also gets propagated to the laptops even more at home.

151

00:26:02.190 --> 00:26:10.500

Angel Fonseca: It came to the point that if you're able if you disable a student account, for example, and the student is at home.

152

00:26:11.490 --> 00:26:18.990

Angel Fonseca: That's when an account also gets disabled, even while they're at home because that information gets sent through the VPN tunnel back to the stewardess at home.

153

00:26:19.680 --> 00:26:22.920

Angel Fonseca: So I believe that that's something that is very convenient for us.

154

00:26:23.490 --> 00:26:28.770

Angel Fonseca: To be able to manage them the same way as if they were on campus. The policies get deployed.

155

00:26:29.070 --> 00:26:37.530

Angel Fonseca: They get a plan to corrupt what what filtering policies and everything just works beautifully. Because the protection that they offer us for remote learning

156

00:26:38.100 --> 00:26:46.080

Angel Fonseca: And I know that many of us, like I said earlier, we were faced with that challenge. And what are we going to do, how are we going to make this work. How we going to be able to

157

00:26:46.680 --> 00:26:54.630

Angel Fonseca: Provide learning for the students while they're at home. Well, this was a great solution that allows us to do just that anymore.

158

00:26:59.370 --> 00:27:04.920

Angel Fonseca: Alright, so, as David mentioned earlier, we have the aspect of SSL decryption.

159

00:27:06.480 --> 00:27:14.100

Angel Fonseca: And many of the times we know like David mentioned, we have the students. They go in to Google to other search engines.

160

00:27:15.420 --> 00:27:26.790

Angel Fonseca: And they start typing searching for content. And in order for us to be able to see what kind of content they're searching for. We need to be able to decrypt that traffic.

161

00:27:27.840 --> 00:27:39.060

Angel Fonseca: We need to be able to see what the suit. Soon as a searching for and I just be able to see that they're just visiting Google com or yahoo.com we need to see what it is that the student is searching for

162

00:27:40.140 --> 00:27:47.310

Angel Fonseca: We use that in order to investigate for suspicious activity malicious activity self harm bowling and things like that.

163

00:27:48.000 --> 00:27:56.190

Angel Fonseca: And the beauty of this is also that we are able to schedule reports for students safety terms, we're able to coordinate

164

00:27:56.910 --> 00:28:07.770

Angel Fonseca: And establish something certain keywords or phrases that the moment that the students searches for these are learning words or learning phrases

165

00:28:08.730 --> 00:28:19.680

Angel Fonseca: We are notified about it. We can set it up as a live view and we can set it up as reports that way. We have a person or we have a group of people who received these reports and they're able to see

166

00:28:20.220 --> 00:28:34.890

Angel Fonseca: What the student was doing they're able to see which one they are what time they did it the IP address the device that it came for is very, very detailed and the amount of information that we are able to gather from this

167

00:28:36.750 --> 00:28:47.310

Angel Fonseca: In order to have a Krista SSL decryption. We have the contact keeper certificate which is installed on their machines to be able to allow for the decryption and the encryption process.

168

00:28:47.880 --> 00:28:58.020

Angel Fonseca: And this is done fairly easy. We use sec. So the moment that we configure and we deploy the devices they already have the certificate installed along with them.

169

00:28:59.250 --> 00:29:03.510

Angel Fonseca: And along with that as even mentioned also we have the use of app defender.

170

00:29:05.070 --> 00:29:09.570

Angel Fonseca: One of the biggest challenges that we face here in the school district about your counties that we had

171

00:29:10.620 --> 00:29:31.500

Angel Fonseca: A significantly high amount of students who were attempting, and they were actually being successful in bypassing the security measures that we had in place so they could go off the internet and search for whatever they wanted by using VPN tools like siphon door and open VPN.

172

00:29:32.820 --> 00:29:33.930

Angel Fonseca: I mentioned earlier that

173

00:29:35.070 --> 00:29:46.890

Angel Fonseca: A good practice is to have defense in depth. So you have multiple layers of security. We do have a current IPS in place, which at this moment, as in order to

174

00:29:47.640 --> 00:29:58.470

Angel Fonseca: block certain applications. We have a set of blocks and applications for VPN. Unfortunately, as we know that these tools are designed to circumvent

175

00:29:59.040 --> 00:30:06.840

Angel Fonseca: Decent which is designed to prevent them. So even though we have rules to prevent the use of applications like siphon and door.

176

00:30:07.800 --> 00:30:16.500

Angel Fonseca: The student will always still finding out the latest version that that was available and that it was not being patched or it was not being blocked.

177

00:30:16.890 --> 00:30:27.300

Angel Fonseca: So as soon as we're still being able to go out download these applications at home and do whatever they weren't they could to be able to burn through the school and be able to browse the internet unfiltered

178

00:30:28.110 --> 00:30:34.200

Angel Fonseca: That's when at defender came in, we were able to turn on have defend that we will have to specify

179

00:30:35.430 --> 00:30:40.350

Angel Fonseca: Over 70 different applications to either notify us about

180

00:30:41.430 --> 00:30:53.130

Angel Fonseca: Or to block them from utilizing these applications. Whenever we turned on, on, we were able to see like David also mentioned, we were able to see a lot of applications and a lot of students who are using

181

00:30:53.520 --> 00:31:12.090

Angel Fonseca: These things like slicing and door circumventing our previous security policies and now they will be blocked. Now, we were able to capture then we were able to prevent them from using these applications and bypassing a web filter that is something that

182

00:31:13.200 --> 00:31:15.120

Angel Fonseca: Being in the school district is

183

00:31:16.200 --> 00:31:20.820

Angel Fonseca: Very critical for you to have because you always need to be able to monitor

184

00:31:22.020 --> 00:31:33.060

Angel Fonseca: In regards to student safety. What is what it is. It is Twitter is doing the content that they're watching the content that they're browsing and searching for and there's a lot of glitches that

185

00:31:34.050 --> 00:31:38.460

Angel Fonseca: We all we all prefer that challenge as soon as they always they're always going to try to find a way to

186

00:31:39.450 --> 00:31:47.700

Angel Fonseca: To break the system to find loopholes and to find a hole in the firewall and in the content filtering devices they're always going to try to do that.

187

00:31:48.090 --> 00:31:58.650

Angel Fonseca: And this allowed us to provide an extra layer of acuity to what we already had in place, to the point that whatever was being missed content keepers abduction. There was able to catch it.

188

00:32:01.230 --> 00:32:03.210

Angel Fonseca: To go on to next slide.

189

00:32:05.760 --> 00:32:14.460

Angel Fonseca: So here we have a has some screen captures some reports, just to give everybody an idea of what it is. So,

190

00:32:15.510 --> 00:32:23.940

Angel Fonseca: Here are the search that. And again, this is very customizable when you program these reports, you're able to designate

191

00:32:25.020 --> 00:32:35.310

Angel Fonseca: Where you want these reports to be emailed to if you want them to be emailed to just one person to a group of people, however you want to define it. It's up to you how you want to do it.

192

00:32:36.420 --> 00:32:46.590

Angel Fonseca: The columns event time username IP source. These are also very customizable. If you do not want to see what policy, they're hitting you want to see how many heads.

193

00:32:46.950 --> 00:32:55.710

Angel Fonseca: You want to see how many bytes of traffic or pass through, you can. It's very, it's very customizable. The way you can define and be able to generate these reports.

194

00:32:56.760 --> 00:32:57.840

Angel Fonseca: So as we can see here

195

00:32:59.130 --> 00:33:10.860

Angel Fonseca: We have security measures in place to alert us of the words gun shooting and suicide. So what this allows us to do is when that word is picked up on that keyword it's picked up.



196

00:33:11.670 --> 00:33:27.810

Angel Fonseca: And it's added to the report and assert it sends information along with a complete search that the students search for so it doesn't just say that a student search for gun, it actually tells you what the student was searching for was in this guy was a kind of gun which is for video

197

00:33:29.070 --> 00:33:35.970

Angel Fonseca: Shooting simulator estimated number of suicides per month. So this allows you to see the complete search

198

00:33:36.480 --> 00:33:46.140

Angel Fonseca: That the student was doing and not just telling you hey this student search for suicide. It allows you to be more granular and have more visibility and what it is a discipline and was doing

199

00:33:47.550 --> 00:33:55.860

Angel Fonseca: Here we have more examples and do the same thing. We can see that the sooner was searching for for porn for gone shows

200

00:33:57.000 --> 00:33:57.840

Angel Fonseca: Troubleshooting

201

00:33:59.460 --> 00:34:05.250

Angel Fonseca: Outlet failures. So it's very granular in the way that you can see and have visibility in this content.

202

00:34:08.670 --> 00:34:11.490

Angel Fonseca: To go on to our next slide over here.

203

00:34:14.340 --> 00:34:16.920

Angel Fonseca: This is the report central

204

00:34:18.270 --> 00:34:22.200

Angel Fonseca: Here we are able to customize this is more of a live view.

205

00:34:23.400 --> 00:34:25.380

Angel Fonseca: Report so

206

00:34:27.000 --> 00:34:31.590

Angel Fonseca: This is also customizable you're able to customize the columns that you want to see.

207

00:34:32.430 --> 00:34:45.660

Angel Fonseca: If you want to include the column for search terms you want to include a column for for policy for Mac address if you want to. If you're interested in looking at the MAC address is the IP source the device IP the username.

208

00:34:47.160 --> 00:34:50.190

Angel Fonseca: Is very, very granular and what allows you to see.

209

00:34:51.330 --> 00:34:54.870

Angel Fonseca: You can see here, the number of hits. Now granted, this was taken.

210

00:34:56.160 --> 00:35:04.560

Angel Fonseca: In June, after school was over. So it's not a lot of activity, but just so you can get a general idea of what it is that we can see, you can see

211

00:35:05.040 --> 00:35:11.790

Angel Fonseca: It did details or keep a log of how much traffic has been capture of the last hour, how many hits

212

00:35:12.390 --> 00:35:19.830

Angel Fonseca: The policies. When you define the policies, for example, we have a staff policy, we have default policies we have temporary YouTube policies.

213

00:35:20.310 --> 00:35:29.160

Angel Fonseca: And each policy is also very customizable, to the point I am going to allow the staff to have access to certain things.

214

00:35:29.670 --> 00:35:42.060

Angel Fonseca: Which will be allowed for them, but I don't want to allow the students in the temporary temporary YouTube policy to have the same access to the staff and anytime a student visit a site.

215

00:35:43.260 --> 00:35:49.050

Angel Fonseca: You're able to see what policy that student or that person that user.

216

00:35:49.590 --> 00:35:57.840

Angel Fonseca: Is hitting they could be they could belong to the staff policy, they can belong to the temporary YouTube policy or whatever policy that you do customize them for

217

00:35:58.800 --> 00:36:13.350

Angel Fonseca: You able to see the category, whether this side is classified as computing, or it whether it is cry decide is classified as educational and you're also able to block and filter out traffic and content based on the category.

218

00:36:14.700 --> 00:36:19.080

Angel Fonseca: If a chance. It was blocked, you will be able to see here if it was blog if it was disabled.

219

00:36:20.160 --> 00:36:25.620

Angel Fonseca: And how much bandwidth, how much traffic is passing through at the moment, along with the time that it was done.

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00:36:26.190 --> 00:36:37.350

Angel Fonseca: And many other information you're able to this is green catches, can I can't do it in here but you go to columns and you will be able to see many options like I mentioned earlier, such as the MAC address

221

00:36:38.970 --> 00:36:54.780

Angel Fonseca: And many other information that you can include depending on how you want your policy how your, your school district, the information that you want to be able to see the browser that they use the search terms, the organization. The DNN source MAC address device managers, etc.

222

00:36:59.130 --> 00:37:14.760

Angel Fonseca: And last slide. This is just to give you an overview or what a dashboard looks for which similar to what David have showed you earlier, we're able to see in here. Again, this is done in June, so not too much activity was going on at the moment, but you're able to see

223

00:37:15.810 --> 00:37:16.950

Angel Fonseca: Of everything that is being

224

00:37:18.270 --> 00:37:28.500

Angel Fonseca: Done at the moment, how much traffic has been blocked. How many behavior, although he has seen in the last day weekly hourly, how would you want to configure this

225

00:37:29.010 --> 00:37:37.980

Angel Fonseca: Search Term violations. You can see the top browser that has been used. You can see that Chrome as we all know, is very popular browser Firefox, IE.

226

00:37:39.480 --> 00:37:58.170

Angel Fonseca: Where he wants to see bandwidth hogs. We are very big Microsoft shop. So that's why you see a lot of traffic originating and coming from Microsoft were able to see concerns students who are who have done activity which has been an alert, which you can kind of correlate that

227

00:37:59.820 --> 00:38:08.130

Angel Fonseca: And the amount of traffic was categories they fall in and whether they're competing and it it malicious web two point O educational

228

00:38:09.390 --> 00:38:16.860

Angel Fonseca: And the search terms. Again, this is very, very customizable as to give you a brief overview of what it is that you're able to see

229

00:38:18.360 --> 00:38:18.780

Angel Fonseca: And

230

00:38:20.040 --> 00:38:20.730

Angel Fonseca: It has been

231

00:38:22.320 --> 00:38:29.160

Angel Fonseca: It has been a great has been very successful in allowing us to do what we wanted to do. As I mentioned earlier, our previous solution.

232

00:38:30.060 --> 00:38:39.540

Angel Fonseca: We gave us a couple of challenges that we will not. We couldn't be too granular and we couldn't have too much visibility, but this solution has allowed us

233

00:38:40.140 --> 00:38:46.020

Angel Fonseca: That and much more along with their excellent support which every time I speak with Jason I let her know, You know,

234

00:38:46.890 --> 00:38:57.390

Angel Fonseca: I appreciate your support, your engineers. I've always been willing to help us out. I began a disposition, about a year ago. Anytime I ran into a some side of coder or

235

00:38:58.110 --> 00:39:10.380

Angel Fonseca: Problem, I send them an email, I gave them a call and they were willing to let me know how things need to be done, how things are done, and they want me along the way. So I am very grateful for their support.

236

00:39:11.040 --> 00:39:18.570

Angel Fonseca: And as a customer. That's one of the things that you want to look for. You want to make sure that the product that you're purchasing it does what you want them to do.

237

00:39:19.650 --> 00:39:31.230

Angel Fonseca: And also the you have received the support in case you do run into problems in case you do run into any situations you have them available to help you out with anything that you may be having questions for

238

00:39:33.000 --> 00:39:33.390

Angel Fonseca: And

239

00:39:35.160 --> 00:39:36.750

Angel Fonseca: I want to conclude with that part.

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00:39:38.250 --> 00:39:39.780

Angel Fonseca: That's the end of my slides for now.

241

00:39:41.160 --> 00:39:54.030

Angel Fonseca: I would like to know if any of you will have any questions that could be addressed, either to myself to David or to Jason and we will be more than willing and more than happy to have those answer for you.

242

00:39:55.380 --> 00:39:56.880

Jason Green: Thank you for your time. Thank you. Angel.

243

00:39:56.940 --> 00:39:59.310

Jason Green: There's a, there's a bunch of questions.

244

00:39:59.400 --> 00:40:10.140

Jason Green: During the presentation that were asked, and I thank you all for that in lieu of time, we'll go through these really quick. Adam Walker from Lafayette County.

245

00:40:11.220 --> 00:40:29.220

Jason Green: School Board. Thank you so much. You have won the prize today and we will we will take care of whatever you need, as far as technical demonstrations, but you have the question of can you filter staff devices at home. I think that may have been addressed to you. Angel.

246



00:40:30.810 --> 00:40:31.860

Jason Green: Yes, we can.

247

00:40:32.730 --> 00:40:44.490

Angel Fonseca: Similar to how we can talk to this device at home with the constant keeper mobility agent, as long as the devices that are at home and be it student or staff.

248

00:40:45.390 --> 00:40:58.260

Angel Fonseca: If they have this agent installed as its configured correctly, then all traffic that the staff do is also going to be monitor and filter because it's going to be tonal back through the mobility appliances

249

00:40:58.950 --> 00:41:10.710

Angel Fonseca: Which in our configuration is configured in the Terminator only mode. That means that all that traffic is going to be terminated and the mobility appliances is going to be passed to the web filters.

250

00:41:11.370 --> 00:41:23.700

Angel Fonseca: So it's going to be monitored is going to be inspected and then it's going to proceed to go on the rest of the way. However, your infrastructure is is defined. So yes, you can do that as well.

251

00:41:24.360 --> 00:41:28.560

David Lemmon: Just add on to that. You can also treat teachers different than the students

252

00:41:29.130 --> 00:41:30.570

David Lemmon: If you decide to filter them.

253

00:41:30.570 --> 00:41:33.360

David Lemmon: And so it's all policy based which is key.

254

00:41:33.810 --> 00:41:44.670

David Lemmon: We come across some schools and they say, you know what I we have to treat the teacher, the same as a fifth grade students. We don't like that and you don't have that issue with counting keeper.

255

00:41:45.060 --> 00:41:54.810

Angel Fonseca: Policy control. Yep, it's all based on the policies, like I mentioned earlier, you have, you can have staff policy seizure policies to it and you can design different policies.

256

00:41:55.290 --> 00:42:13.650

Angel Fonseca: And because this traffic gets tunnel internally that user will be will match whatever policy, they're a group or they're a member of so if you want it to be a different policy for staff with teachers or students, it will be based on whatever group that person that user is a member of

257

00:42:16.710 --> 00:42:26.580

Jason Green: Ilana or bond from Brevard County. What about remote connections. I'm going to send you an email and I'm going to provide some more.

258

00:42:27.630 --> 00:42:37.380

Jason Green: Data for that and also hopefully you saw how, you know, the success that they've had with remote connections on this demo.

259

00:42:38.280 --> 00:42:44.730

Jason Green: So I will be sending you something. And Elena. Thank you for that question. A chassis sell them on.

260

00:42:45.420 --> 00:42:57.690

Jason Green: Hopefully I said that correctly, you're having issues with BYOB and browser lockdowns can you suggest how we do this, we can absolutely do that. I will make sure that you get an email.

261

00:42:58.140 --> 00:43:15.480

Jason Green: And some more communication going on the side. So we can take care and at least address those needs. Whether you move with us or not that's up to you. But at least we can have a topic of conversation, happy to do that. Peggy at Orange County Public Schools. How are you, Peggy.

262

00:43:17.130 --> 00:43:24.930

Jason Green: Thank you for joining us, can this work with BYD. Absolutely. How does this address cybersecurity.

263

00:43:26.250 --> 00:43:38.640

Jason Green: As you saw, Angel, they have about 100,000 estimated BYOB devices that application defense and Dave lemon or angels, feel free to chime in.

264

00:43:39.000 --> 00:43:52.110

Jason Green: But the application defender is an example. It's going to be really hard to do for VOD if you're just relying on a firewall. That's why that application defense manager is so important. It bridges the gap.

265

00:43:54.210 --> 00:43:55.230

Jason Green: And then lastly,

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00:43:55.230 --> 00:43:56.100

David Lemmon: Add to that comment.

267

00:43:56.250 --> 00:44:07.020

David Lemmon: Real quick, Jason. So we do sit in line. And so we see all web traffic and so that puts us at a huge advantage when it comes to cyber security. And one thing that we work with.

268

00:44:08.130 --> 00:44:19.950

David Lemmon: At Osceola is they have a lot of Windows devices going home. And so, and they have a huge investment in firewalls application firewalls IPS systems. And so there they have a huge security system at the edge.

269

00:44:20.610 --> 00:44:34.650

David Lemmon: And what we've rolled out for them is when I'm Windows device leaves the network virtually it's never off their network. So it's never outside of their firewall. It's never outside of that their IPS system.

270

00:44:35.130 --> 00:44:47.460

David Lemmon: And so you have full security and full web filtering control at all times in all places with those Windows devices. So cyber security is a very important position that we take. Awesome.

271

00:44:48.360 --> 00:44:50.310

Jason Green: Thank you, Dave. And last question.

272

00:44:52.350 --> 00:45:01.170

Jason Green: Can Julie helfman can you and Catherine part again. Can you let us know what school districts here from

273

00:45:06.630 --> 00:45:07.170

Angel Fonseca: La

274

00:45:14.790 --> 00:45:19.350

Angel Fonseca: I want to jump into I saw Adam Walker has a question about on categories sites.

275

00:45:22.890 --> 00:45:27.330

Angel Fonseca: There's constant keeper have a setting to block and categorize site and yes

276

00:45:29.340 --> 00:45:34.320

Angel Fonseca: In the different policies that you have a contact keeper. You also have a setting to

277

00:45:35.580 --> 00:45:47.460

Angel Fonseca: specify how you want to treat on categorize site. There are different options that you can have them either alert you monitor allow so yes there is. There are the possibilities to

278

00:45:47.970 --> 00:45:57.450

Angel Fonseca: How you want content keeper filtering to treat sites that have not been category categorize or as they were referred to as unmanaged they do have the functionality as well.

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00:45:59.160 --> 00:46:06.390

David Lemmon: We also have the ability to block, what I call naked IP addresses. So IP addresses that aren't associated with the domain.

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00:46:07.080 --> 00:46:20.220

David Lemmon: The importance of doing that is that's where your flight my fishing and that's where a lot of suspicious activity takes place. And so you can click a button and say, you know what I don't want naked IP connections.

281

00:46:20.640 --> 00:46:21.540

David Lemmon: To take place.

282

00:46:22.230 --> 00:46:26.670

David Lemmon: And that will clean up a lot of malware that that is that's roaming around with

283

00:46:34.860 --> 00:46:36.660

Jason Green: Anybody else questions.

284

00:46:42.390 --> 00:46:42.870

Angel Fonseca: Adam

285

00:46:44.310 --> 00:46:58.110

Jason Green: It was um categorize. Thank you, those candidates and categorize sites can be a pain for new legitimate sites that spin up but it's a really easy way to block a lot of malicious domains. If they get spun up

286

00:46:58.860 --> 00:47:05.040

David Lemmon: Yeah, we've seen that trend where a lot of districts will now block on categorized. I didn't see that to make 10 years ago.

287

00:47:06.480 --> 00:47:19.920

David Lemmon: But the ability to categorize the and categorize that that's something that we take a lot of pride in we turn that over pretty quick. We also tie all of our customers in together so that if

288

00:47:21.000 --> 00:47:29.250

David Lemmon: The angel makes a change and says, you know what I'm going to put this on categorize site into education, then all of our customers are able to get that within

289

00:47:29.820 --> 00:47:48.390

David Lemmon: Within an hour and so that does a huge job of cleaning up the database for everyone and it becomes kind of a group control so that it cleans our categorization, which is very great for k 12 makes it very relevant to specifically the K 12 environment.

290

00:47:53.100 --> 00:47:58.980

Angel Fonseca: Yeah, so a lot of a sudden we just offer. They also offer it up with the ability to be able to

291

00:48:00.360 --> 00:48:04.020

Angel Fonseca: Filter on many sites and I'm looking at my part of the policies now and

292

00:48:05.250 --> 00:48:10.560

Angel Fonseca: We're able to filter out or blog any site that is on categorize are on managed

293

00:48:11.790 --> 00:48:20.700

Angel Fonseca: You also able to specify in there if you want to coach send notifications of classified. So yeah, that's such a nice are definitely there.

294

00:48:29.310 --> 00:48:32.130

Angel Fonseca: We had one question in there. How many districts use this

295

00:48:32.970 --> 00:48:39.930

David Lemmon: We've been doing this for 20 years we have school districts all over the world using content keeper our specialty



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00:48:40.620 --> 00:48:50.130

David Lemmon: Is in large deployment. So 10 gig networks. That's our specialty. But what we've done for you know Osceola and other large K 12 networks.

297

00:48:50.640 --> 00:48:54.450

David Lemmon: It works the same. If you're a 200 user charter school

298

00:48:55.380 --> 00:49:09.150

David Lemmon: It just so happens that we have some huge advantages, when it comes to big schools that are running 10 gig 20 gig 30 gig per second. We have some unique advantages but all of this works just the same. If you're a charter school 200 students

299

00:49:16.770 --> 00:49:19.980

David Lemmon: Florida districts that they asked how many schools in Florida.

300

00:49:21.300 --> 00:49:23.400

David Lemmon: I don't know, in particular, how

301

00:49:23.400 --> 00:49:25.080

David Lemmon: Many schools but we probably

302

00:49:25.080 --> 00:49:27.810

David Lemmon: Have of the largest districts

303

00:49:28.830 --> 00:49:30.180

David Lemmon: I'd say we have

304

00:49:32.340 --> 00:49:39.510

David Lemmon: Your districts 10,000 students, and more. I think we have six seven of the large districts in Florida.

305

00:49:40.800 --> 00:49:43.590

David Lemmon: We can put those as as references so you can talk to them.

306

00:49:47.190 --> 00:49:51.060

Angel Fonseca: And I'll be wanting to be a youth of the reference as well if need be.

307

00:49:56.400 --> 00:50:00.030

Jason Green: Thank you. I think we've gone over our time and

308

00:50:01.320 --> 00:50:06.450

Jason Green: The folks at famous is it famous or famous. I apologize.

309

00:50:08.220 --> 00:50:21.480

Jason Green: So I just want to thank everybody for for their time today and we'll also be sending you some more information about content keeper following this presentation.

310

00:50:22.440 --> 00:50:31.140

Jason Green: And we really look forward to the opportunity actually show you a live demo, which is different than this a live demo actually takes you through

311

00:50:31.560 --> 00:50:42.180

Jason Green: The product as if you were managing it on a day to day basis. So you can see the ins and outs of it and it's pretty exciting stuff. So we look forward to that.

312

00:50:43.200 --> 00:50:44.940

Jason Green: Any other questions from anyone.

313

00:50:49.320 --> 00:50:50.460

Jason Green: All right. Thank you.

314

00:50:50.610 --> 00:50:51.930

Famis Florida4: Dave key so much

315

00:50:52.980 --> 00:50:54.690

Jason Green: Thank you all very much.

316

00:50:55.470 --> 00:50:57.270

Angel Fonseca: Thank you, everybody. Thank you.

317

00:50:57.840 --> 00:50:58.170

Bye.