



## **Netskope 3-Day Training Agenda**

Prepared for: PARTNERS

### **Day 1**

- 1. 9am – 9:30am | Training Kick-off**
  - a. PARTNER and Netskope Team Intros
  - b. Netskope Company Overview
  - c. Netskope Solution Overview
  
- 2. 9:30am – 10:15am | High-level Product Demo**
  - a. WebUI overview – Events, CCI, Dashboard, Reports
  - b. Netskope Client – Event Extraction, DLP Block Policy
  
- 3. 10:15am – 10:45am | Customer Use-cases & Stories**
  - a. Discovery – Risk Assess, ShadowIT, etc.
  - b. Introspection – Control sanctioned apps, data at rest
  - c. Inline – Client+Reverse proxy for O365, Box, etc.
  
- 4. 10:45am – 11am | Break**
  
- 5. 11am – 12pm | Running a PoC**
  - a. Understand customer use-case and requirements
  - b. How to run a PoC – Process, support, etc.
  - c. Competitive Overview
  
- 6. 12pm – 1pm | Lunch**
  
- 7. 1pm – 2pm | Deployment Architecture Overview**
  - a. Discovery – WebUI, OPLP
  - b. Introspection – API Supported Apps
  - c. Inline Options – Forward & Reverse Proxy Options
  
- 8. 2pm – 3:45pm | Discovery Deployment**
  - a. Deployment Options – HTTPS, OPLP, Appliance
  - b. Log field requirements and parsers
  - c. Deployment Architecture Example
  - d. Log parsing application & connection events
  
- 9. 3:45pm – 4pm | Break**
  
- 10. 4pm – 5pm | Buffer/Q&A**

## Day 2

1. **9am – 10:30am | WebUI Overview**
  - a. SkopeIT – Application, Connection, Alerts, Audit
  - b. Analytics
  - c. Dashboard – Risk, Anomalies, Malware
  - d. Reporting
  - e. UI Administration
2. **10:30am – 10:45am | Break**
3. **10:45am – 12pm | Introspection Overview**
  - a. Feature Overview
  - b. Demo Introspection Setup
  - c. WebUI Walk-thru: Introspection Page
4. **12 – 1pm | Lunch**
5. **1pm – 3pm | DLP + Introspection Policy Walk-Thru**
  - a. Introspection Policy Wizard Walk-thru
  - b. Quarantine, Encryption, and Malware Workflows
  - c. DLP Overview: Identifiers, Rules, Profiles
6. **3pm – 3:15pm | Break**
7. **3:15 – 4pm | Malware and Threat**
  - a. Product Overview
8. **4pm – 5pm | Buffer/Q&A**

### Day 3

1. **9am – 10am | Inline Deployment Overview**
  - a. Forward Proxy methods: Client, Sfwdr, Proxy-chaining
  - b. Reverse Proxy methods: SAML/ADFS Integration
  
2. **10 – 10:45am | Advanced Inline Use-cases**
  - a. Client+Reverse Proxy: Unmanaged/Managed Devices
  - b. O365 use-case architecture
  
3. **10:45am – 11am | Break**
  
4. **11am – 12pm | Inline Policy Overview**
  - a. Inline Policy Wizard Walk-thru
  - b. App instance concept (Personal vs. Corporate Instance)
  - c. End-user alerting, blocking, coaching
  
5. **12pm – 1pm | Lunch**
  
6. **1pm – 2:30pm | NS Client Labs**
  - a. Client installation
  - b. Event Generation
  - c. User-specific block policies