
fleet

The future of device management is open. Open **APIs** you can use from anywhere: Use it in your **SSO** (beyondcorp, zero trust). Or **in your CI/CD pipeline**. Open up endpoint data to **other teams** in the organization. **Open source**. (Inspectable, modifiable)

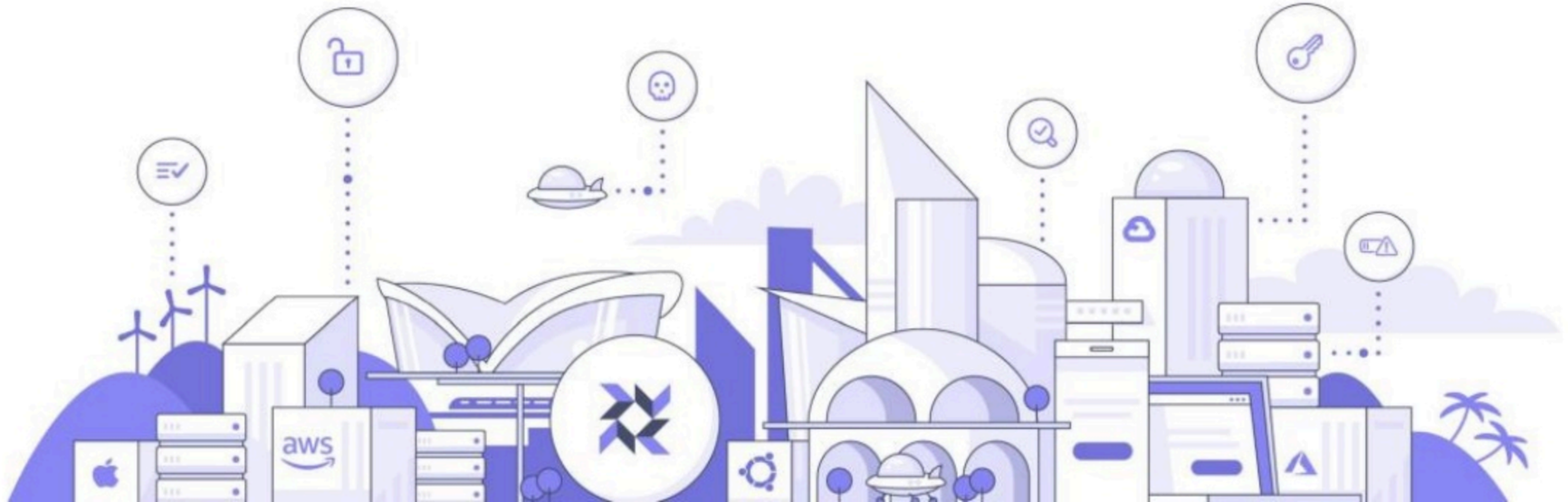
MDM is just one piece of the puzzle. In 2022, teams need to see **more than just Apple and Windows** devices.

Organizations need to verify that their compliance goals and **security posture** are consistently applied across ALL operating systems and platforms: engineers running **macOS and Linux laptops**, production cloud servers, **"shadow infrastructure"** sprawling across **multiple cloud accounts** and vendors, acquisitions, and isolated federal environments.

Security, IT, help desk, **vulnerability management**, risk, **compliance**, and enterprise identity use cases are blending together. New data platforms are helping teams share formerly siloed data and enabling creative **new ways** of doing **programmable IT and security**.

Osquery is a standard way of talking to **any device** with SQL, a popular language for **asking computers questions**. It's enabling organizations to modernize their security and IT programs, and since it's an **open standard**, it's giving teams more flexibility to **switch vendors** or build their own **custom components**.

The best of **both** worlds.



What is Fleet?

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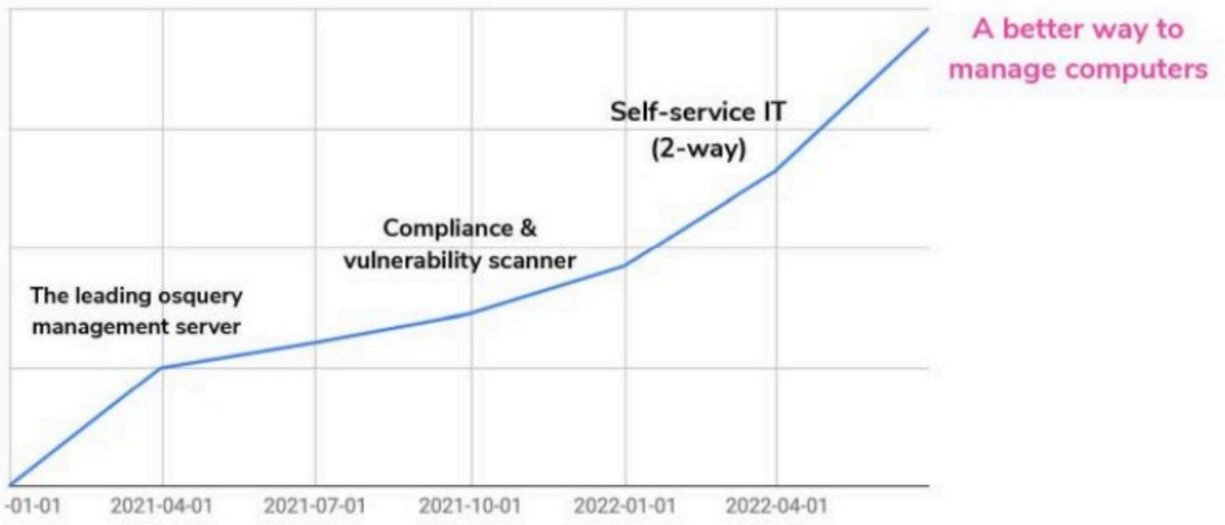

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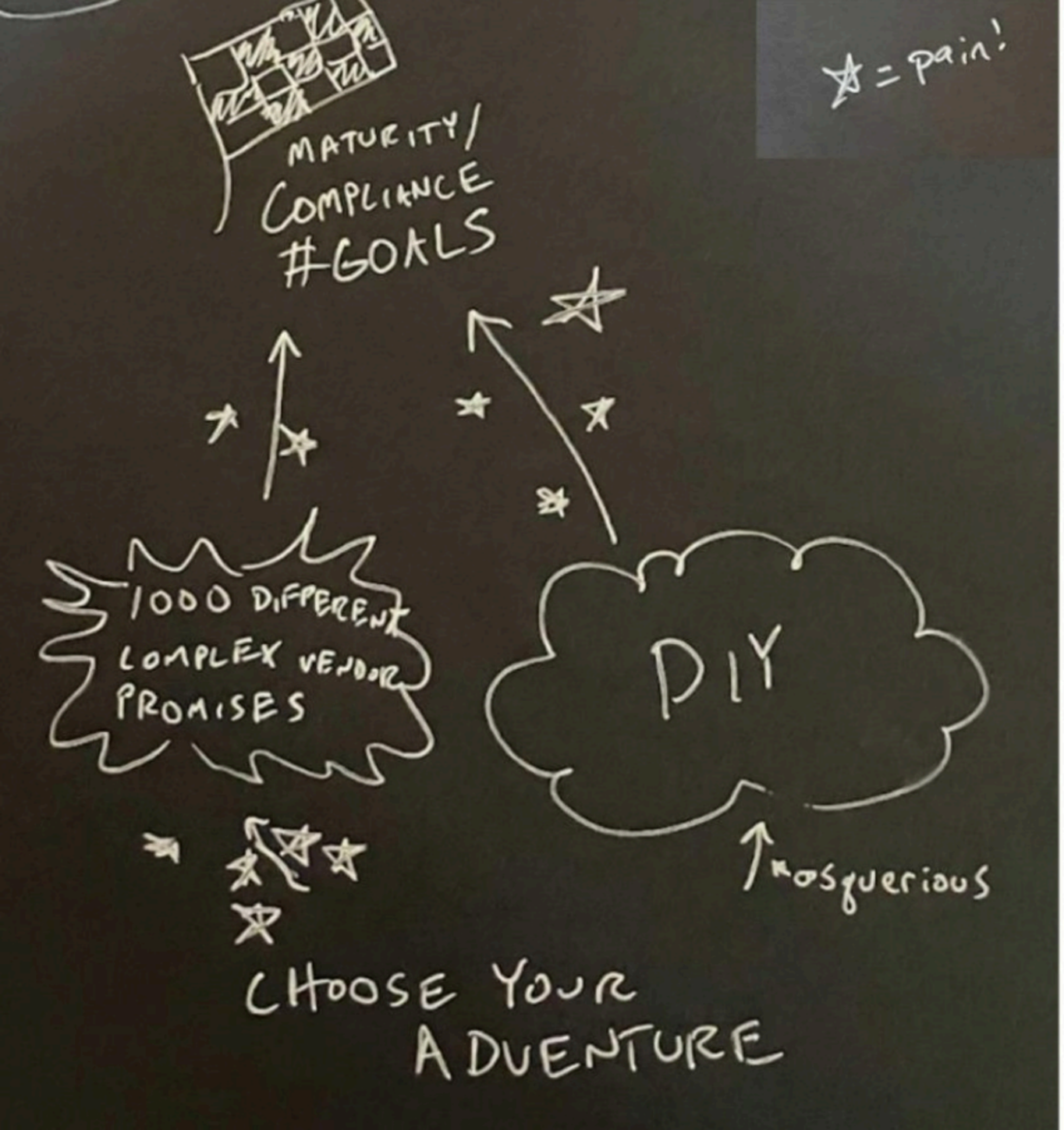

> Looking for an alternative to an MDM, which felt like more than we needed, and found osquery, then found Fleet

The future of device management is bigger than MDM

fleet

Security, IT, help desk, vulnerability management, risk, compliance, and enterprise identity use cases are blending together

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The future of device management

Open

Cross platform

More than just MDM

Programmable

Universal

fleet

More than MDM

[redacted] [redacted] [redacted] (2 days ago)

to me

Hi Mike -

I like this a lot.

I can say that when I pitch the usage of Osquery / Fleet [redacted] some of my main points are:

1. Unified reporting / observability. Trying to get multiple endpoint solutions to report data in a consistent manner that can be compared across platforms is far more difficult than it should be.
2. OSQuery makes difficult tasks possible. Any time we need some custom kind of report or need observability on some new ad-hoc security question that we have, OSQuery makes this possible, whereas it may have been entirely impossible before.
3. Security monitoring outside of the management layer. This is a corollary to point #1. Some MDM platforms have strong reporting capabilities, and others do not. In either case, though, I like to check the work of those platforms with Osquery to ensure what we "think" is being configured is, in fact, configured correctly. It also takes the security team out of those tools and we can focus on a tool like Fleet to validate secure configurations.

I think this is a great angle - I see Fleet as being very complimentary to MDM solutions and I agree that just an MDM alone isn't enough for a security team to have good visibility.

[redacted] | [redacted]
he/him/his
P [redacted]

[redacted]

More than MDM

Today, that means:

1. Cross platform, universal
2. Easy to use + ultimate source of truth
3. Who's watching the watchers?

More than MDM

Q1 2022

- Ultimate source of truth
  - Solve the "Undetermined" perf impact limitation for new scheduled queries, reflect unfinished policy runs in UI/API
  - Only advertise working osquery tables inside the product (looking at you "wifi_networks")
- Programmable
  - Integrations for policy and vuln automations (Zendesk, Jira)
  - [redacted] vuln/software inventory features
  - Roll up software inventory and vulns across the org / teams
- Who's watching the watchers?
  - Sense health of other installed agents, verifying enrollment in Jamf/Kandji/SimpleMDM
  - https://twitter.com/gmarnin/status/1478016193176821760
  - Roll up aggregate MDM enrollment status and Munki status across the org / teams

More than MDM

Q1 2022

- Self-service, 2-way IT
  - Self-service help desk (get notified and fix your own IT problems with Fleet Desktop)
  - Scope transparency (see the host details page for your laptop, or for one of your team's servers)
- Easy to use
  - 80% of the most common policies that any org needs (in standard library)
  - Dead simple to deploy on every major cloud platform
    - Reference architectures (!)
    - Boring solutions to deploy to AWS, GCP, Azure (+everything you need to deploy/monitor/operate successfully, even if you're no SRE)
  - Simplify documentation, better articulation of what Fleet is for and why it's feasible. Open-sourcing our own internal security/IT program and how we use dogfood.fleetdm.com.
  - Improve reliability, accuracy of CVE detections, better performance. Eliminate FUD related to production-readiness of Fleet (i.e. especially the osquery installers generated by Fleet, which depend on a library called "orbit" like Fleet depends on gokit)

More than MDM

Q1 2022

- Every question asked in customer or community Slack goes into fleetdm.com/docs
- Every customer's adoption stage, technologies used, infra, and contacts are accurate in Salesforce
- Revenue machine: frictionless process for closing deals, onboarding customers, and collecting $
- Streamlined process for identifying and reacting to new contributions.

[redacted]

- Publish new content every 2 weeks, then weekly. Participate in the community daily. Be a helper.
- fleetdm.com/platform

[redacted]

- Free trials
- Maturity: Lights stay on if CEO gets bussed. Minimally viable handbook, DRIs, process, hiring, tax, accounting. etc

↑
you are here

2020

2021

2022

2023

2024