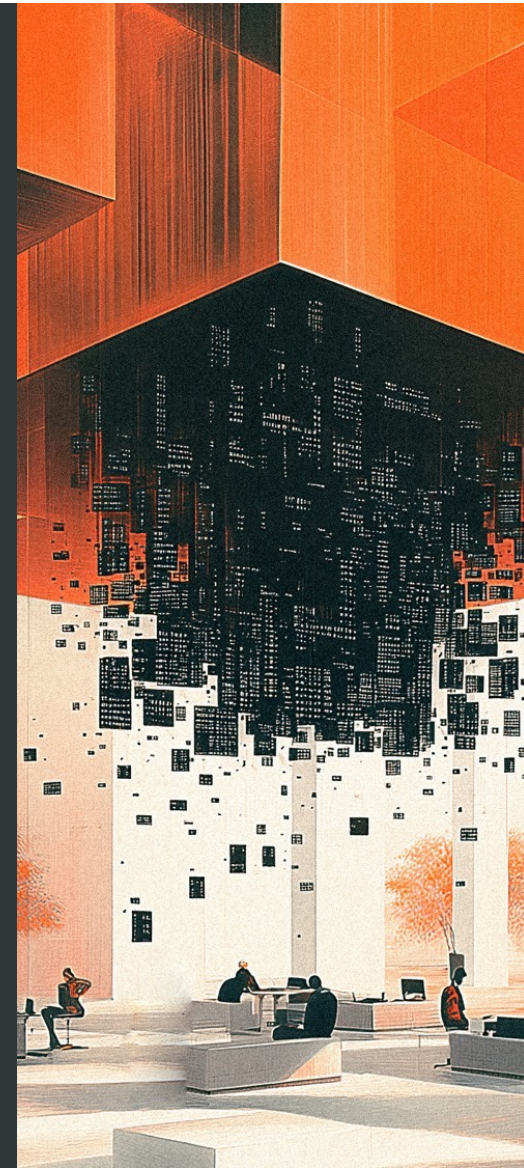




Zero Trust, Terrain, and Holding the Highground

October 3, 2025





Gary Barlet

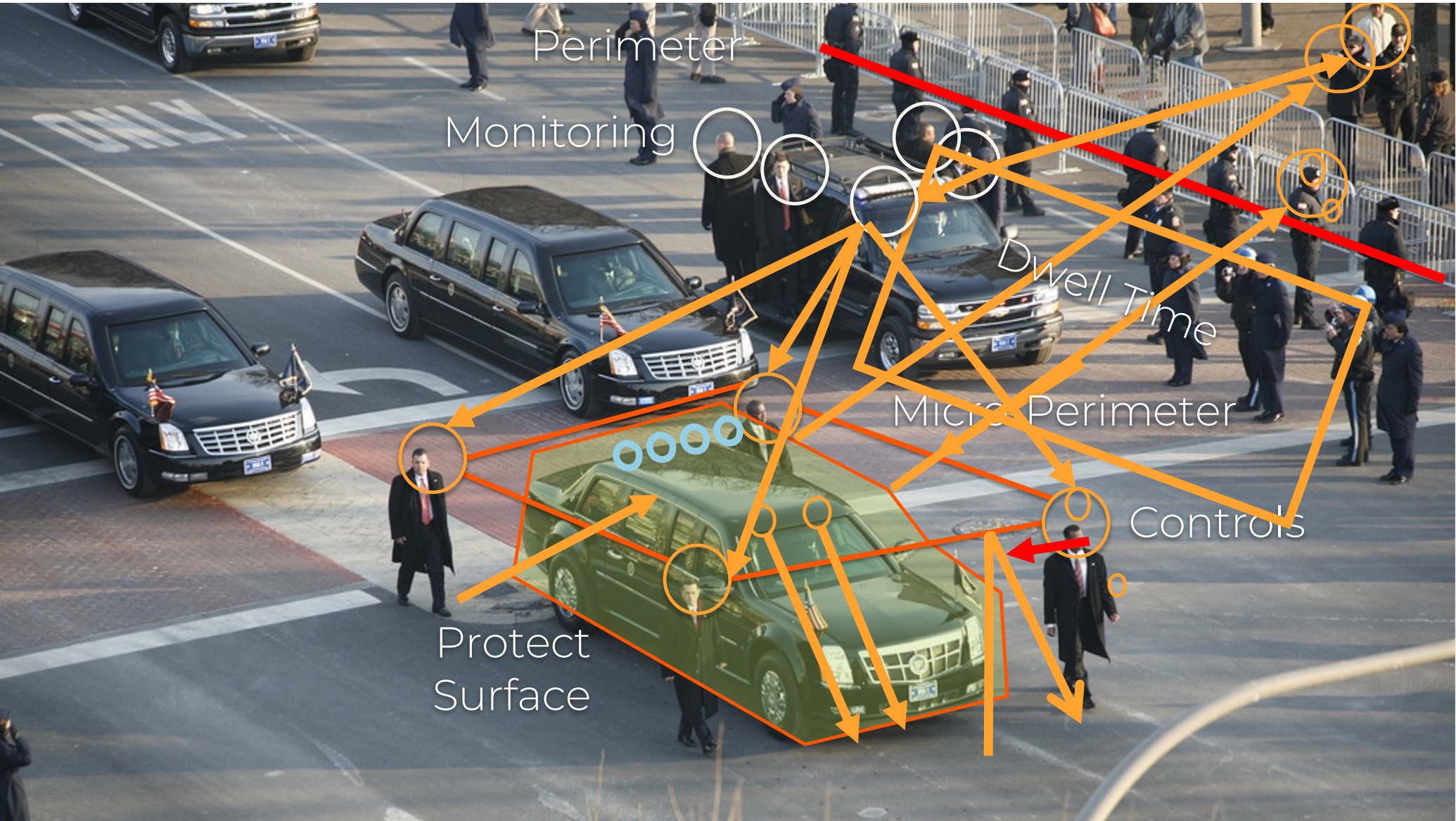
Public Sector CTO
illumio



John Kindervag

Chief Evangelist
illumio

- 
- An aerial photograph of a presidential motorcade. Several black limousines, including the presidential limousine, are visible on a city street. The vehicles are surrounded by a large number of police officers in uniform, some standing and others in vehicles. The scene is set in an urban environment with street markings and crosswalks visible. The image is dark and has a high-contrast, almost black-and-white appearance.
1. Who the President is
 2. Where the President is
 3. Who should have access to the President



Perimeter

Monitoring

Dwell Time

Micro-Perimeter

Controls

Protect
Surface

An aerial photograph of a presidential motorcade on a city street. Several black limousines are visible, some with American flags on the front. A black SUV with a roof rack is also present. Numerous police officers in dark uniforms are standing along the street, some near metal crowd control barriers. The scene is captured from a high angle, showing the layout of the street and the positioning of the vehicles and personnel. The text "ZERO TRUST" is overlaid in a large, white, sans-serif font across the center of the image.

ZERO TRUST

“Little minds try to defend everything at once, but sensible people look at the main point only; they parry the worst blows and stand a little hurt if thereby they avoid a greater one. **If you try to hold everything, you hold nothing.**”

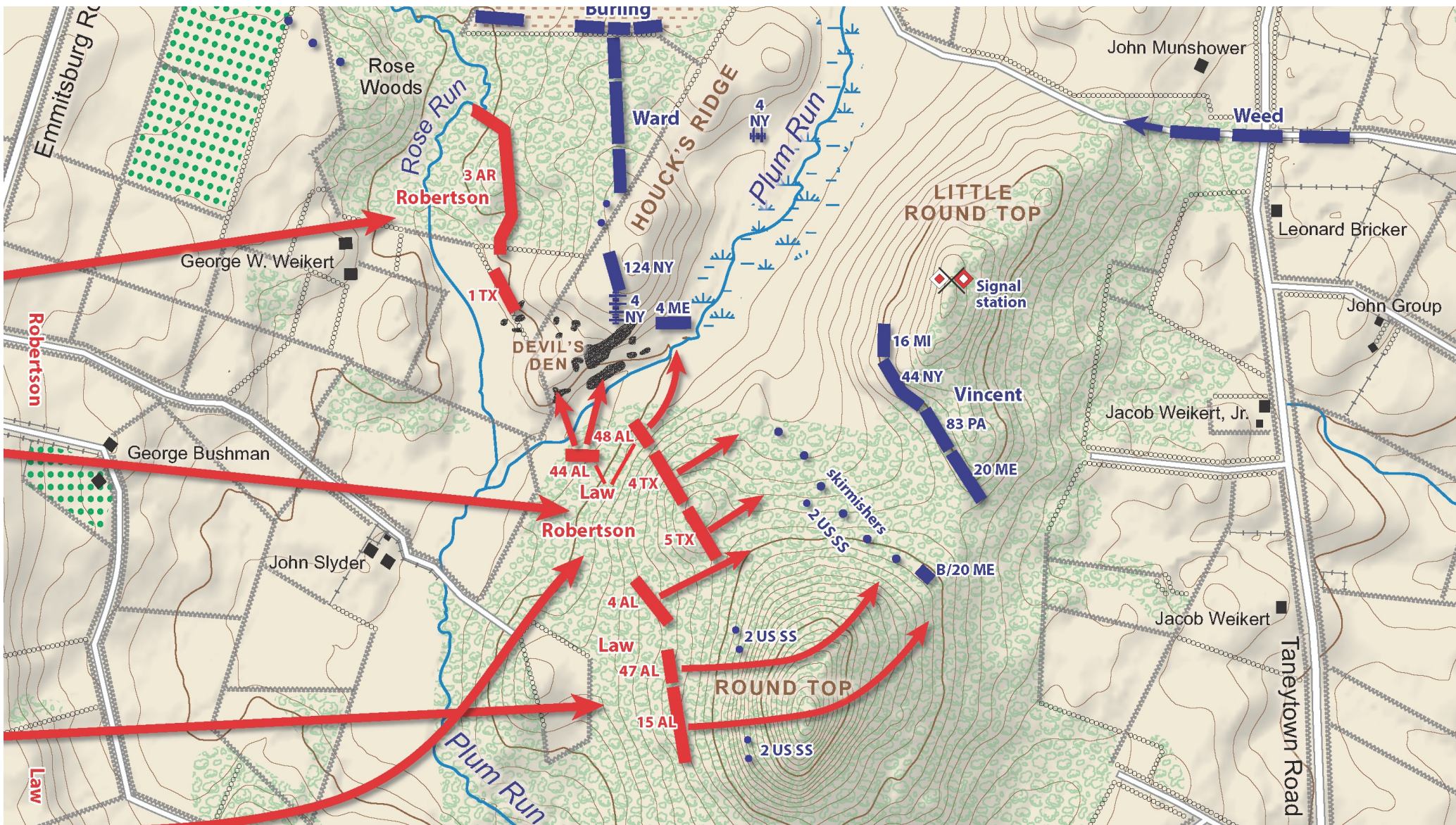
Frederick the Great
King of Prussia (1712–1786)



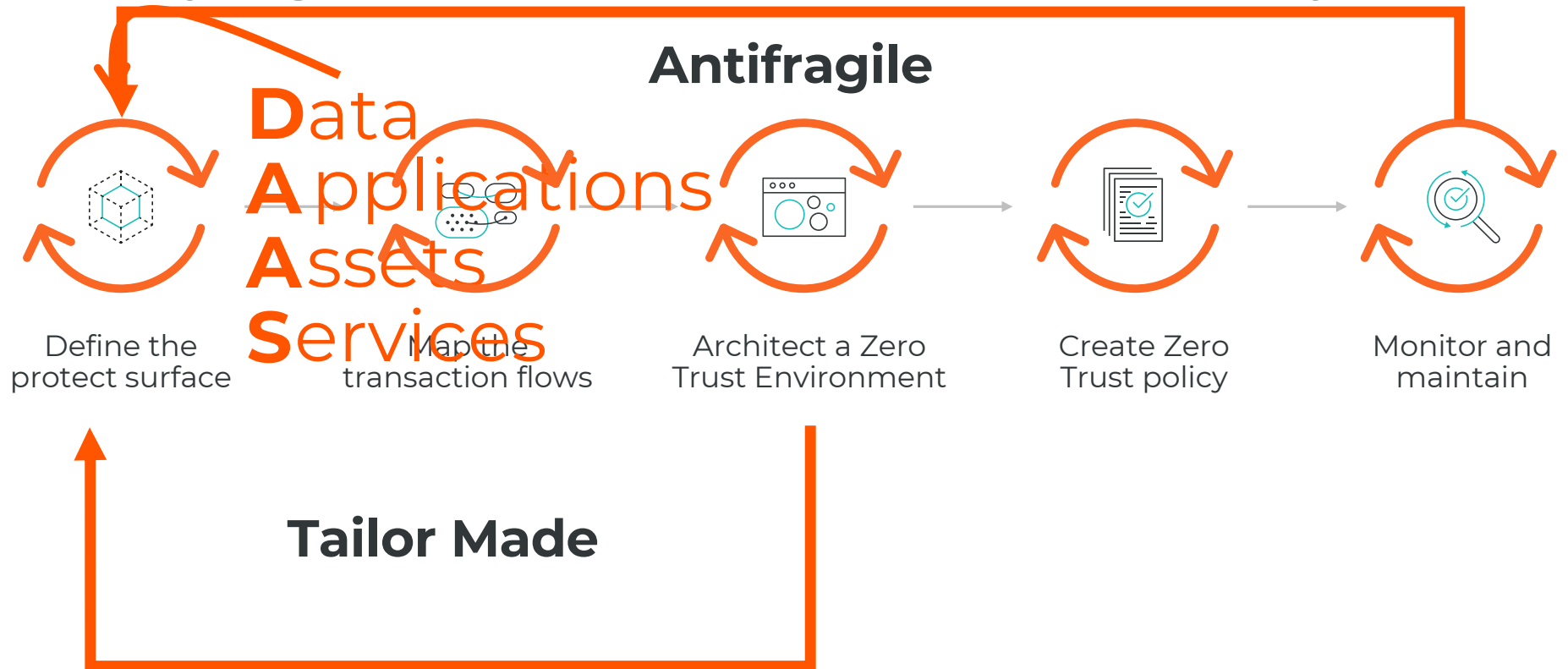
"Military Instructions to His Generals," 1747



**Gary's Favorite
Weapon is...**



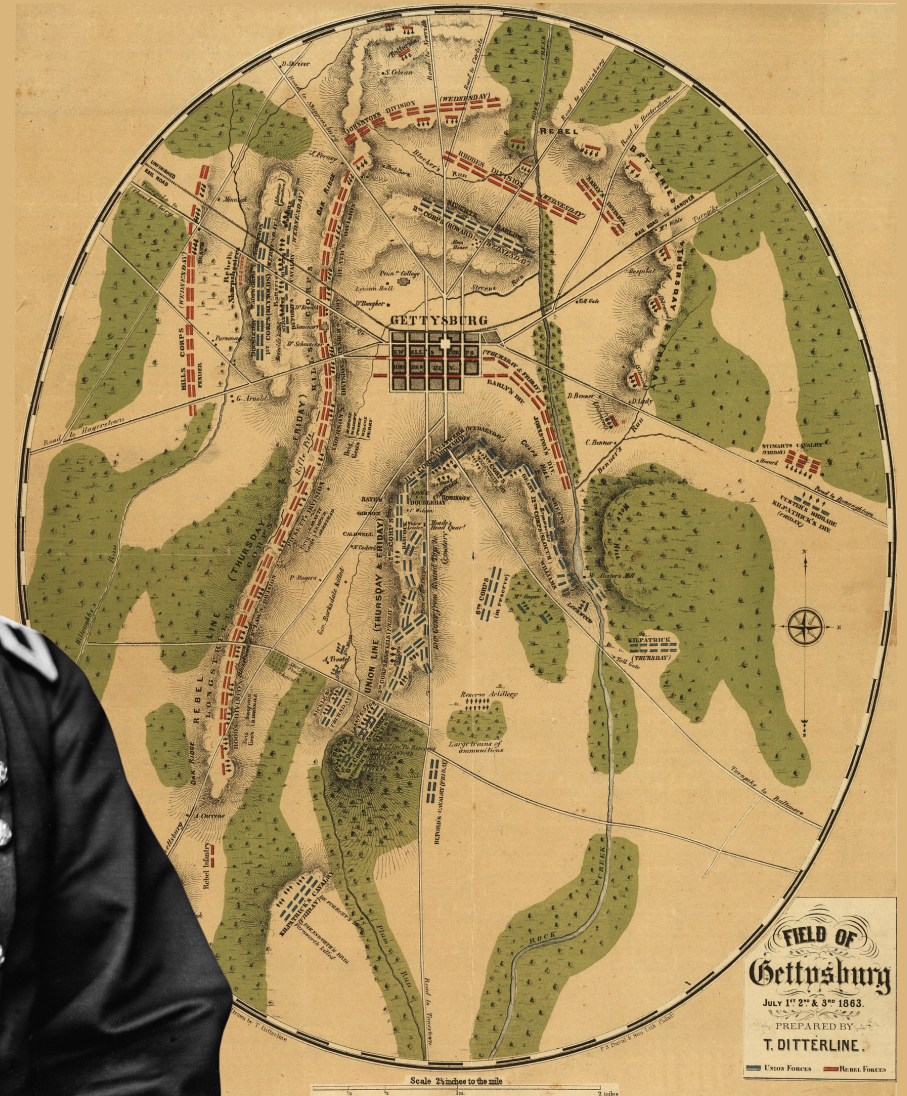
The 5-Step Methodology for Deploying Zero Trust Guides Your Journey



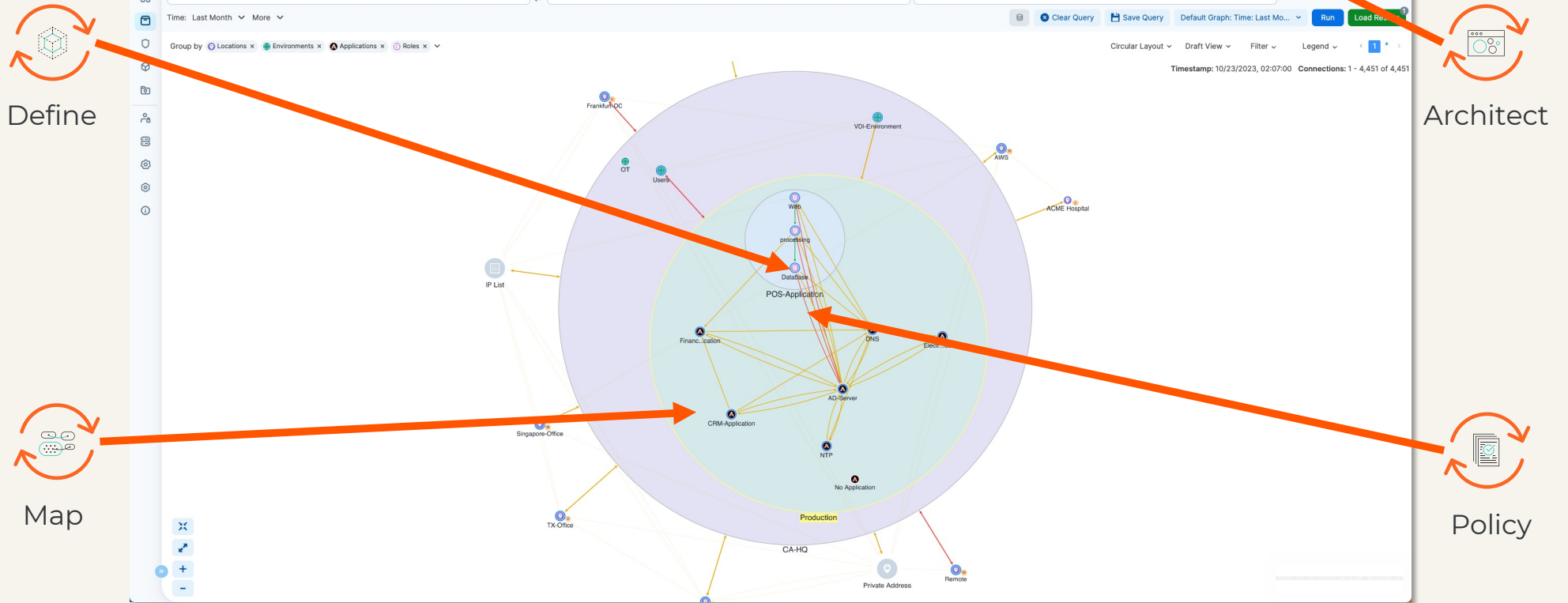
Battle of Gettysburg

Joshua Lawrence Chamberlain

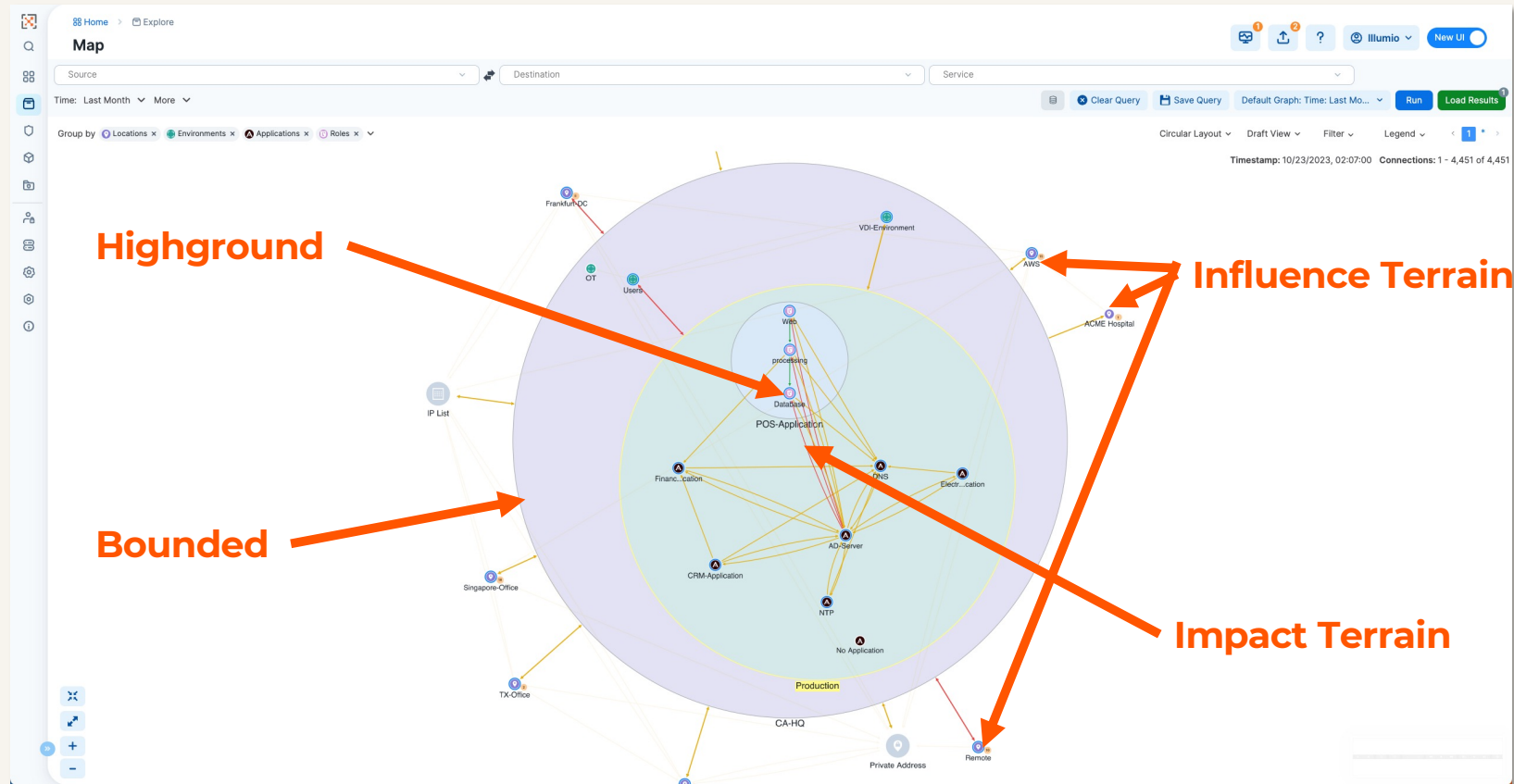
20th Maine Volunteers



Cybersecurity Cartography



Terrain



Velocity to Threat → Speed to Bad



Time to Deploy Ransomware

CrowdStrike 2025 Global Threat Report



Time to Move Laterally

Huntress 2025 Cyber Threat Report



Fastest Breakout Time

CrowdStrike 2025 Global Threat Report



The HighGroundHQ Foundation





Thank you!

