

McAfee Acquires NitroSecurity

McAfee announced that it has closed the acquisition of privately owned NitroSecurity.

1. Who is NitroSecurity? What do they do?

NitroSecurity develops high-performance security information and event management (SIEM) solutions that provide complete visibility and situational awareness to protect critical information and infrastructure.

Additional facts on NitroSecurity:

- A privately held company that serves more than 500 organizations in the energy, healthcare, education, financial services, government, retail, hospitality, and managed services industries
- Headquartered in New Hampshire, with a large development center in Idaho with approximately 100 employees
- Leader in the 2011 Gartner Magic Quadrant for SIEM
- Included on the Inc. 5000 List Of Fastest-Growing Companies, 2010
- Highest rated SIEM and log management products by *SC Magazine* and *InfoWorld*
- McAfee® Security Innovation Alliance partner for three years

2. What is SIEM?

Security information and event management (SIEM) technology provides real-time analysis of security alerts generated by network hardware, system events, and applications. SIEM solutions come as software, appliances, or managed services and are also used to log security data and generate reports for compliance purposes. SIEM describes the product capabilities of gathering, analyzing, and presenting information from network and security devices; identity and access management applications; vulnerability management and policy compliance tools; operating system, database, and application logs; and external threat data. A key focus is to monitor and help manage user and service privileges, directory services, and other system configuration changes, as well as providing log auditing and review, and incident response.

3. Why is McAfee making this acquisition?

The McAfee vision is clear: to be the fastest-growing dedicated security company in the world and to be recognized as the leader in proactive security and risk management solutions. McAfee has taken another significant step toward this goal through the acquisition of NitroSecurity, an enterprise-class security software vendor that is a leader in SIEM management. According to IDC estimates, the SIEM market was \$1.03 billion in 2010 and is growing at 22 percent compound annual growth rate (*IDC Market Analysis: Worldwide Security and Vulnerability Management Market Analysis, December 2010*), providing a significant market opportunity. We believe NitroSecurity's technology will provide McAfee customers with the highest level of security and compliance across their IT environments to meet the demanding compliance and protection needs of our joint customers.



This transaction will bring together industry-leading technologies:

- NitroSecurity's leadership position in the SIEM market will help McAfee significantly expand its Risk and Compliance, and Global Threat Intelligence capabilities
- NitroSecurity's SIEM management, which has already passed integration testing with McAfee® ePolicy Orchestrator® (McAfee ePO™) software, gives customers a single security platform for event analysis and management across the enterprise. The integration expands the capability of the McAfee ePO platform to view events, activity and logs created by networks, databases, and applications.
- The McAfee ePO platform can leverage the extended SIEM capabilities to more rapidly institute a range of monitoring and mitigation actions, such as issuing new configurations, implementing new policies, and deploying software updates

4. What are the primary problems/issues driving the need for this acquisition?

- Businesses of all sizes are looking for SIEM solutions that are easy to deploy and use
- There is an increasing need for large enterprises to quickly analyze large data sets of forensic logs and event data to identify or remediate threats through SIEM
- There is a growing demand for SIEM in Asia Pacific and Europe, driven by a combination of compliance and threat management requirements
- Enterprises have an expanded need to monitor security events and logs in cloud environments
- Customers are demanding true "situational awareness" into how they manage security and risk to gain deeper visibility into their dynamic security posture and respond appropriately

5. What does NitroSecurity's technology include?

- *NitroView Enterprise Security Manager*—An enterprise-class security information and event management system that identifies, correlates, and remediates threats faster than any other SIEM on the market to provide true situational awareness across an organization's security and risk posture.
- *NitroView Enterprise Log Manager*—Automates the log management and analysis for all log types, including Microsoft Windows event logs, database logs, application logs, and syslogs. Logs are signed and validated, ensuring authenticity and integrity—a necessity for regulatory compliance. Out-of-the-box, compliance rule sets and reports ensure that it is simple to prove to the organization that compliance policies are being enforced.
- *NitroView Application Data Monitor*—This is the first and only product of its kind, a simple and easy-to-use appliance that takes security and compliance beyond the limits of log management. It monitors all the way to the application layer and provides full inspection of application contents for the deepest possible visibility into how networks are being used.
- *NitroView Database Monitor*—The NitroView DBM is a database protection solution that delivers non-intrusive, detailed security logging of databases and applications by monitoring all access to sensitive corporate and customer data. NitroView DBM's predefined rules and reports and privacy-friendly logging features make it easy to comply with compliance regulations such as PCI-DSS, HIPAA, NERC-CIP, FISMA, GLBA, SOX, and others, while strengthening your overall security profile. These capabilities will be integrated with existing McAfee database security offerings in the future.



- *NitroGuard Intrusion Prevention System*—The NitroGuard IPS is an intrusion prevention appliance that actively detects, analyzes, and protects the network from an array of security attacks, including viruses, worms, spyware, denial-of-service (DoS) attacks, and other forms of malware, as well as unknown, or zero-day attacks. Harnessing the power of our patented relational data management engine, NitroGuard identifies and neutralizes threats and detects anomalies in real time, before they disrupt the network and impact the business.

6. Has McAfee acquired all of NitroSecurity’s technology?

Yes

7. Is there some overlap between McAfee database security products and NitroSecurity’s Database Activity Monitoring and IPS? Do these products complement each other?

There are complementary features between McAfee database security products and NitroSecurity’s database activity monitoring and IPS solutions. McAfee will talk more about its strategy with these products as it starts integration efforts.

8. How will NitroSecurity be positioned/packaged/sold within the McAfee portfolio?

NitroSecurity technology is included under the McAfee Risk and Compliance product portfolio

9. How will NitroSecurity products complement the existing McAfee product portfolio?

NitroSecurity has been a McAfee Security Innovation Alliance partner for the past three years and is already compatible with the McAfee security management platform, McAfee ePO software. Combined with McAfee Security Management capabilities, organizations will now have complete visibility—via a single management console—into their enterprise endpoint assets, underlying network infrastructure, specific security threats and risks, and system vulnerabilities across their entire IT environment. Senior executives, business managers, and IT managers can leverage this information to more rapidly assess their risk profile and security posture and analyze and institute a range of corrective actions, such as issuing new configurations, implementing new policies, and deploying more recent software updates.

Since NitroSecurity technology supports a broad range of information sources, including network security devices, firewalls, operating system and application logs, vulnerability assessment scans, identity and access management systems, and privacy systems. It will complement a range of technology under the McAfee security portfolio and provide greater visibility for mitigating risks.



10. How will this acquisition benefit customers?

The integration of NitroSecurity with McAfee will provide substantial benefits to customers.

NitroSecurity customers

NitroSecurity customers will benefit from a wide range of comprehensive security solutions and resources from the world's largest dedicated global security company, including:

- McAfee Labs™ research, reports, and software technologies
- Award-winning McAfee global technical support
- Continued support of their investments in NitroSecurity solutions
- Localization of NitroSecurity products
- Further integration of NitroSecurity products with McAfee solutions, including McAfee ePO software

McAfee customers

McAfee customers will have access to a robust security information and event management solution. Adding NitroSecurity products will enable McAfee to provide the following benefits to customers:

- NitroSecurity provides the fastest performing SIEM solution available for mid-sized to Fortune 500 companies. NitroSecurity's solutions are capable of collecting, analyzing, benchmarking, and reporting larger amounts of security information than any other vendor.
- An integrated solution that enables the most visibility and the most advanced correlation capabilities
- A highly scalable, patented database engine with increased overall data management speed and performance; proprietary data collection, storage, and management capabilities; and simultaneous query and insert capabilities

11. Why did McAfee acquire NitroSecurity over other SIEM vendors?

- McAfee did a thorough evaluation of the companies in the SIEM space and are confident that with our acquisition of NitroSecurity we are acquiring a great company, a great team, and a great product portfolio which complements McAfee current solutions.
- The addition of NitroSecurity's patented technology that enables highly scalable and fast event analysis and correlation to our existing security management capabilities, positions McAfee to be a leader in security intelligence and management.
- NitroSecurity brings a content analysis (over the wire) capability with their deep packet inspection technology that delivers value beyond other players, which solely rely on rule based engine operating on security events.

12. How does this transaction affect the strategic landscape of the security business?

This transaction brings core SIEM capabilities into the overall McAfee security management architecture, enabling McAfee to offer the most comprehensive and robust security management solution in the market today.



McAfee ePO software is an industry-leading security management console that houses valuable security data. With the addition of strong analytical capabilities from NitroSecurity's SIEM solution, McAfee is positioned to be a leader in security intelligence and management.

This transaction provides truly situational-aware security, risk and compliance management capabilities in a single platform that delivers deep risk analytics, real-time proactive monitoring, and automated compliance reporting capabilities.

13. In what languages are the NitroSecurity products available?

All NitroSecurity products are currently only available in English.

14. When did the acquisition close?

The acquisition closed on November 30, 2011

McAfee and the McAfee logo are registered trademarks or trademarks of McAfee, Inc. or its subsidiaries in the United States and other countries. Other marks and brands may be claimed as the property of others. The product plans, specifications and descriptions herein are provided for information only and subject to change without notice, and are provided without warranty of any kind, express or implied. Copyright © 2011 McAfee, Inc.

