McAfee Next Generation Firewall

Services solutions for Managed Service Providers (MSPs)

McAfee® Next Generation Firewall offers the advanced security, flexibility, and multitenant control needed to protect businesses while growing yours.

**Improve Customer Security Posture. Expand Your Business.**
The market for Managed Security Services is growing at more than twice the rate of self-managed solutions. With threats from cyberattacks on the rise and access to advanced skill sets in short supply, your customers are looking to providers to outsource and fill the gap. When evaluating providers, customer requirements often focus on shifting costs from capital expenditures (CAPEX) to operational expenditures (OPEX), maintaining visibility, and improving their security posture in one of their most vulnerable locations—the network.

**McAfee Next Generation Firewall**
McAfee Next Generation Firewall can help you and your customers meet the outsourcing challenge. McAfee Next Generation Firewall can be deployed as a multifunction or dedicated appliance to fill any network security role: next-generation firewall/VPN, firewall/VPN, or layer 2 firewall. You can also configure it as a dedicated intrusion prevention system (IPS) or VPN concentrator. Its advanced security features, performance, broad portfolio, and robust, multitenant management system work with your existing models and requirements or help extend your business into new, high-growth services.

Rated as “Visionary” in Gartner’s 2012 Magic Quadrants for Enterprise Network Firewalls and Intrusion Prevention Systems (IPS) and recommended in the 2013 NSS Labs Network Firewall Group Test, McAfee Next Generation Firewall is MSP-proven and ready to help your company:

- **Provide expertise using multitenant, API-accessible management:** McAfee Security Management Center (McAfee SMC) allows you to customize the level of access and control your customers require: per domain, per user, per device, and per language. Your team can manage separate domains across customers, define role-based access and policies, run in-depth accounting and reporting, and perform remote, automated control over a unified, software-based design—from the console, web browser, or your security operations center (SOC) or network operations center (NOC) applications using APIs.

- **Differentiate services with advanced security:** Successfully tested against more than 800 million advanced evasion techniques (AETs), McAfee Next Generation Firewall and its IPS capabilities offer unique and thorough protection against the most determined attacks across all protocols and network layers.

“Cloud and CPE-managed security services forecast to hit $18 billion by 2016.”

—Infonetics Research
• **Deliver performance and scale**: Native, active clustering and McAfee Multi-Link features support the availability and throughput needed for high-traffic environments and processing-intensive applications, such as deep inspection and VPNs. It also ensures that you and your customers can meet service-level agreements (SLAs) at up to 99.999%.

• **Stay competitive with flexible, cost-effective delivery options and multitenant platforms**: With its adaptive architecture, broad portfolio, multitenancy, virtualization, and a monthly payment option, McAfee Next Generation Firewall enables you to choose the right combination of services with the right combination of service scale, configuration, and cost—whether you are hosting services or deploying them on premises.

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**Features**

- **Multitenant management**
  Software-based design controlled from an integrated web and API-accessible console and deployed using cloud-based, plug-and-play features.

- **Advanced security**
  Proven against more than 800 million AETs.

- **Performance and scale**
  Native clustering of up to 16 nodes, 120 Gbps capacity, and 99.999% uptime.

- **Flexible, cost-effective delivery**
  Adaptive, multifunction platform ready for small-to-large, hosted multitenancy and virtualized environments.

- **Industry recognition**
  Rated as “Visionary” by Gartner and recommended by NSS Labs.

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“Excellent capacity for correctly identifying traffic and did not fire IPS alerts on non-malicious content”
—NSS Labs

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**Managed On Premises and Managed Security Services**

According to Frost & Sullivan, the 2016 customer-premises equipment (CPE)-based Managed Security Services market opportunities for firewall and IPS/IDS will continue to be the largest at 30% and 18% respectively, in North America. Whether your company capitalizes on this opportunity by offering on-premises services and CPE, or remote management and monitoring for customer-owned equipment, the McAfee Next Generation Firewall portfolio offers a solution.

- **Deploy the 105, a compact, firewall/VPN appliance in multiple SMB customer sites.** Use our plug-and-play, cloud-based solution to support mass deployment with rapid and remote service turn-up in less than five minutes.

- **Provide professional services to a large enterprise to help them deploy and remotely manage high-performing next-generation firewall appliances, such as a 3202, at their perimeter.** Install multiple, virtual next-generation firewall appliances within their branch offices and virtualized data centers. You can then import their data from McAfee SMC into your SIEM solution, while offering granular reporting and role-based access to their IT organization’s network, virtualization, and security management teams.
Security-as-a-Service
Over the next few years, hosted and/or cloud-based delivery of security services will represent the most rapid market growth opportunity. As companies try to contain the CAPEX and OPEX costs of owning and self-managing solutions that keep pace with risk and regulation, they are also building confidence in providers and their services. If they haven’t already, these customers will soon be turning to your company for a workable solution.

When planning dedicated, hosted, or multitenancy-based services, consider using a scalable platform like the 5206. Its choice of services, 120 Gbps capacity, 250 virtual contexts, native clustering, and power redundancy allow you to increase customer confidence by consistently meeting SLAs. And your company can increase margins with every customer and service added. Through our MSP Program and its fixed monthly payment option, we share the risk, while you benefit from our OPEX-based model.

Secure Cloud Services
Demand for cloud services (SaaS, PaaS, and IaaS) is increasing from companies of all sizes. The trend is clear, but so is the proliferation of providers prepared to offer these services at competitive price points.

Differentiate your cloud services by securing them and then managing them efficiently. Your company and your customers will benefit from protected data and identities, while avoiding the costs and publicity resulting from high-profile breaches.

- An enterprise IT organization may need to deploy hybrid cloud solutions to scale resources and shift costs. It may be interested in adding the protection of a cost-effective, virtual next-generation firewall appliance to secure communication with and between their computing resources as part of your IaaS solution. You can offer this protection to differentiate your service, and/or gain incremental service revenue at the same time.

- SMB customers may be looking for off-the-shelf SaaS applications to help them stay focused and invested in their core business, but they are concerned with security and compliance. You can deploy one of our scalable, hardware-based appliances, like the 3206, to secure large numbers of subscriber connections to your SaaS-based applications and data centers. Then advertise that your solution offers better protection than your competitors.

Best of all, you can manage these solutions from a comprehensive platform that provides the depth and automation required to contain your own costs and improve margins. You’ll protect your business, your customers will have more confidence in your services, and they will recognize your partnership with our trusted brand.

“... the tools to reduce the cost of delivery and even add new services. We've yet to see another vendor that can provide such an MSSP-friendly solution.”
—Carolyn Keane, CEO, Perket

Partnership
Flexible cost models
Resell, purchase, or pay monthly.

Accelerated go-to-market
Become eligible for discount and marketing benefits by becoming a partner.

Reliable service and support
2013 TSIA STAR Award winner.

Business partnership
2013 CRN “Top 25 Best Companies to Partner With.”

Brand recognition
Your customers will feel secure with your solution. You’ll feel confident in our relationship.
Solution Brief

Portfolio

<table>
<thead>
<tr>
<th>Product</th>
<th>Configurations</th>
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<tbody>
<tr>
<td>McAfee Firewall/VPN Appliance 105 or 315</td>
<td>• 100 Mbps to 1 Gbps at 1 RU.</td>
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<td></td>
<td>• Firewall/VPN mode only.</td>
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<td>• On premises for SMB and commercial.</td>
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<tr>
<td>McAfee Next Generation Firewall Appliance 1035 or 1065</td>
<td>• 10 Gbps to 20 Gbps at 1 RU.</td>
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<td>• Supports all service modes.</td>
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<td></td>
<td>• On premises for enterprise.</td>
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<tr>
<td>McAfee Next Generation Firewall Appliance 1402, 3202, or 3206</td>
<td>• 40 Gbps to 60 Gbps at 1 RU to 2 RU.</td>
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<td>• Supports all service modes.</td>
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<td></td>
<td>• Multitenancy at 10 to 250 virtual contexts.</td>
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<td></td>
<td>• Redundant power.</td>
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<tr>
<td></td>
<td>• On premises for enterprise or hosted.</td>
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<tr>
<td>McAfee Next Generation Firewall Appliance 5206</td>
<td>• 120 Gbps at 3 RU.</td>
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<td>• Supports all service modes.</td>
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<td></td>
<td>• Multitenancy at 10 to 250 virtual contexts.</td>
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<td>• Redundant power.</td>
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<td>• On premises or hosted for large enterprises.</td>
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<td>McAfee Next Generation Firewall Software</td>
<td>• 1 to 32 CPUs, x86-compatible.</td>
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<td></td>
<td>• Supports all service modes.</td>
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<td>• Multitenancy at 5 to 250 virtual contexts.</td>
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<td>• On premises or hosted.</td>
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<tr>
<td>McAfee Next Generation Firewall Virtual Appliances</td>
<td>• 1 to 8 CPUs, VMware accredited.</td>
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<td></td>
<td>• Supports all service modes.</td>
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<td>• On premises or in dedicated, hosted environments.</td>
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<td>McAfee Security Management Center</td>
<td>• Software install on physical or virtual systems.</td>
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<td>• Up to 2,000 elements and 200 domains per server.</td>
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<td>• REST-based APIs.</td>
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Our Partnership

With a rapidly changing security market, the ability to help our partners adapt and capitalize is foundational to our success. Intel Security is deeply committed to delivering competitive value and differentiation for our partners. When our partners win new business and grow profitability, we succeed as well.

Intel Security Partner Programs with Managed Services Specialization

Help your customers reduce their capital investment, ease their IT headaches, and scale their businesses by becoming an Intel Security Partner and joining our Managed Services Specialization.

Intel Security collaborates with the industry’s most trusted partners to deliver managed security solutions. As part of our Intel Security Partner ecosystem, our MSP partners protect users throughout the world and work with Intel Security-authorized distributors.

Intel Security Managed Services Specialization enables MSPs to scale and offer the best technologies with the Security Connected framework. Differentiate your portfolio with our innovative solutions—whether deployed on premises or through cloud-based management. Acquire solutions and offer services in a way that best matches your business model: resell, purchase, or join our Managed Services Specialization to access a monthly, pay-per-use option. Your customers will trust an Intel Security-certified MSP to provide them with the IT security expertise needed to deliver the right service, at the right price, with the best security management the industry can offer.
Next Steps

Discover more about the McAfee Next Generation Firewall at our website, [www.mcafee.com/ngfw](http://www.mcafee.com/ngfw).

Download a product trial and our McAfee Evader tool ([www.mcafee.com/evader](http://www.mcafee.com/evader)). Using the McAfee Evader tool, you can test a network to determine if currently deployed solutions are delivering the protection needed and promised. Then install our product and compare results.

If you are ready to take the next step, we’re ready too. We’d like to partner with you to help your company enhance, build, and extend services. Contact our sales and professional services representatives at [MSP_Inquiry@mcafee.com](mailto:MSP_Inquiry@mcafee.com) or visit [www.mcafee.com/msp](http://www.mcafee.com/msp) for more information.