

# McAfee Network Security Platform

Services solutions for Managed Service Providers (MSPs)



McAfee® Network Security Platform is uniquely intelligent and purpose-built to offer unmatched protection, performance, and multitenant scale for your intrusion prevention system (IPS) services.

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**“81% of network security professionals say advanced malware is a major concern.”**

—Black Hat USA 2013 Survey

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## Services

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### **Managed On Premises and Managed Security Services**

Install on site and manage remotely, or provide remote monitoring and management services for customer-owned solutions.

### **Security-as-a-Service**

Deploy, manage, and elastically scale and bill for solutions served from your site to your customers.

### **Secure Cloud Services**

Integrate and advertise best-in-class security as part of your IaaS or SaaS solution.

## SOLUTION BRIEF

### Help Your Customers Defend Against Advanced Malware

Advanced persistent threats (APTs) and other stealthy attacks are breaching businesses every day. As these attacks successfully pass through traditional, frontline security solutions configured with up-to-date malware signatures, IT security teams become the last line of defense. To identify and remediate the real threat, these teams need to have specialized skill sets to rapidly process, correlate, and act on the resulting flood of alerts before significant damage is done.

Unfortunately, few teams have the needed technology, skills, or instantaneous response capabilities. With attacks on the rise, IT budgets constrained, and experienced security personnel in short supply, businesses are looking to MSPs to help fill the gap.

### McAfee Network Security Platform

McAfee Network Security Platform is a purpose-built and intelligent next-generation intrusion prevent system (IPS) solution that inspects all network traffic to accurately and effectively block the advanced, targeted attacks that evade traditional IPS solutions. Delivered on a range of multitenant, virtualized, and hardware-based appliances, McAfee Network Security Platform offers unmatched protection, performance, and scale for your IPS services.

With eight consecutive “Leader” ratings in Gartner’s Intrusion Prevention Systems Magic Quadrant, and the recipient of NSS Lab’s highest rating of “recommended” in its 2013 Intrusion Prevention Systems Group Test, McAfee Network Security Platform is MSP-proven and ready to help your company:

- **Provide expertise using multitenant, API-accessible management:** McAfee Network Security Manager is a scalable, multitenant management platform that automates deployment and controls risk and compliance across multiple customers. Your team can customize policies, prioritize events based on severity and relevancy, and manage separate customer domains and sensors via easy-to-use dashboards. Or use APIs to manage from your own centralized systems.
- **Differentiate services with intelligent network security:** With its multiple, signature-less engines and real-time McAfee Global Threat Intelligence (McAfee GTI) feeds, McAfee Network Security Platform uses rich contextual data about users, devices, and applications to provide visibility and fast, accurate response to network-borne, signatureless attacks. McAfee Advanced Threat Defense and McAfee Network Threat Behavior Analysis seamlessly integrate to increase visibility and intelligence for the strongest protection against advanced malware and persistent threats.

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**“The device proved effective against all evasion techniques tested, with the McAfee NS9200 achieving a 100% score across the board in all related tests.”**

—NSS Labs

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### Features

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- **Multitenant management:** Domain and role-based management accessed by console, web, or APIs
- **Advanced malware protection:** Multiple signatureless malware defenses with advanced identification, data correlation, and analysis
- **Performance and scale:** Up to 40 Gbps of dedicated IPS capacity on a single appliance and native, active-active failover
- **Flexible, cost-effective deployment:** Compact, multitenant, or virtualized appliances deliver services when, where, and how you need them
- **Industry reception:** Recommended by NSS Labs, and eight consecutive Leader ratings in Gartner’s Magic Quadrant.

## SOLUTION BRIEF

- Deliver performance and scale:** McAfee Network Security Platform offers the industry's highest performance and reliability, with up to 40 Gbps on a single appliance, asymmetrical routing, full stateful analysis, and native active-active failover configuration to ensure that you and your customers meet high-availability SLAs and avoid the bottlenecks of slower performing appliances or over-burdened, multifunction solutions.
- Stay competitive with flexible, cost-effective delivery options and multitenant platforms:** Offering a broad portfolio of size, capacity, multitenancy up to 1,000 virtual IPS instances per appliance, VMware accreditation, and a monthly payment option, McAfee Network Security Platform allows you to choose the right combination of performance, scale, and cost to deliver services where, when, and how you need them.

## Partnership

- Flexible cost models:** Resell, purchase, or pay monthly
- Accelerated go-to-market:** Receive discount and marketing benefits by joining our McAfee MSP Program
- 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.

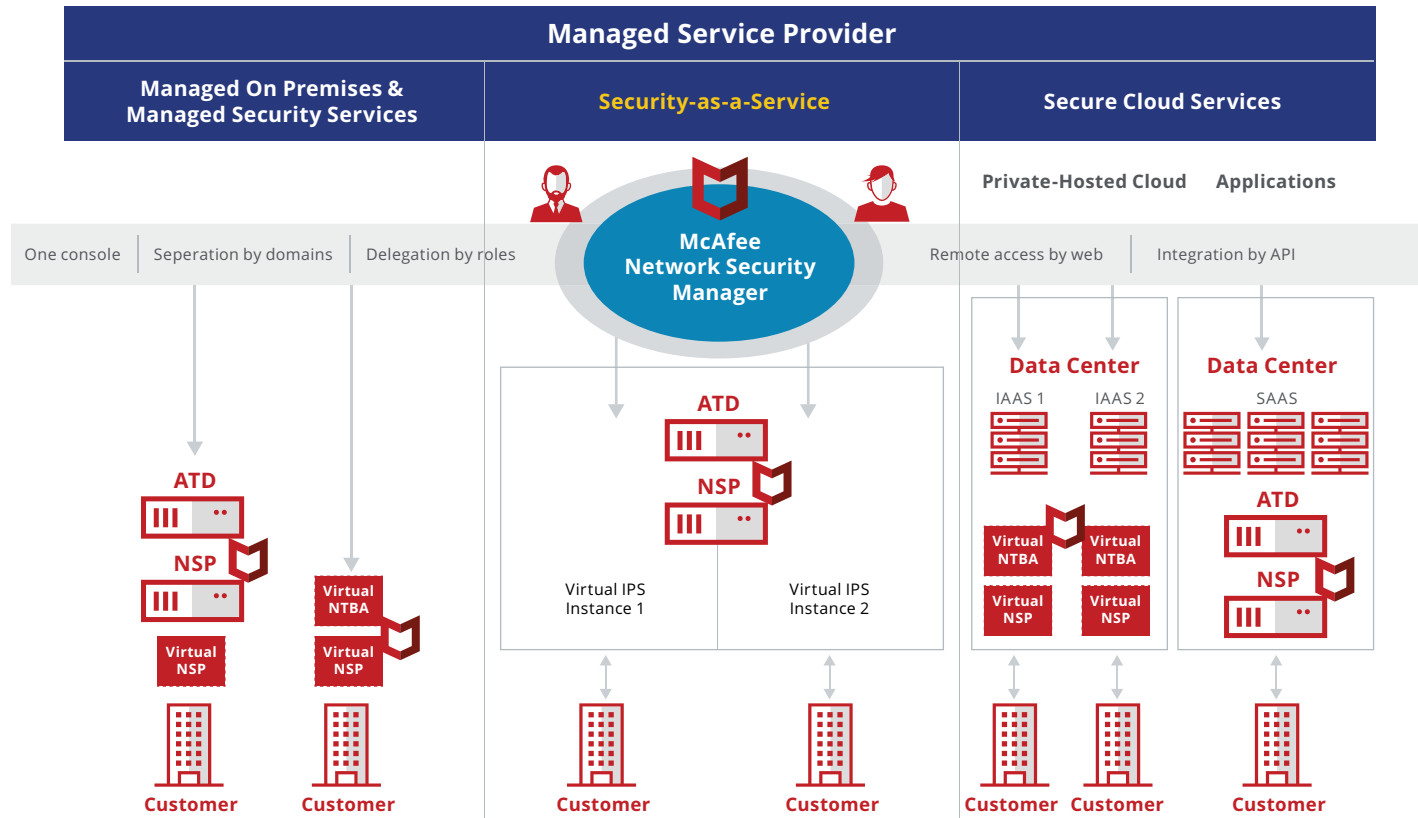


Figure 1. Service solution examples for MSPs.

## SOLUTION BRIEF

### Managed On Premises and Managed Security Services

As the managed security services (MSS) market continues to evolve and expand to embrace new delivery methods and security solutions, onsite deployment and management of dedicated intrusion prevention system (IPS)/intrusion detection system (IDS) solutions continues to be a proven, highly robust approach that customers trust—especially in highly regulated environments. And market research shows it. According to Frost & Sullivan, customer premises equipment (CPE)-based IPS services will still be one of the largest opportunities at 18% of the overall North American MSS market.

McAfee Network Security Platform has garnered both industry recognition and customer trust and is successfully deployed by MSPs today. Its range of deployment choices and scalable, distributed, multitenant management capabilities make it a perfect fit for a variety of customer environments, business models, and requirements.

For example:

- Offer on-premises IPS services for small-to-medium-size business (SMB) customers with the compact 1450 appliance. Use McAfee Network Security Manager to automate and remotely deploy and manage policies. Then use McAfee Network Security Manager application programming interfaces (APIs) to pull information into your accounting, reporting, and billing systems.
- Deploy the 6050 appliance at the headquarters location of a large enterprise. Install a 2850 or power-redundant 2950 appliance at each of its regional branch offices. Then use McAfee Network Security Manager from your site to remotely monitor and manage policies to help scale the skills and time of the company's own internal IT security team.
- Install dedicated virtual McAfee Network Security Platform appliances within virtualized data centers to efficiently protect east-west traffic for business-critical applications that are co-resident on the same physical host. Extend protection and services by adding McAfee Advanced Threat Defense or McAfee Network Threat Behavior Analysis and offering remote management using McAfee Network Security Manager.

### Security-as-a-Service

As businesses move from self-managed to outsourced security services, they are also looking to shift their budgets from capital expenditures (CAPEX) to operational expenditures (OPEX) to improve finances.

Over the next few years, hosted and/or cloud-based delivery of security services will represent the most rapidly growing market opportunity. Customers gaining confidence in cloud technologies, and providers are also increasing scrutiny on operational costs, such as real estate, power, and cooling, making SaaS a more attractive option. McAfee Network Security Platform can help you respond to this growing opportunity now.

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**“Not only does the McAfee Network Security Platform possess this multitenancy capability innately, but it also has the scalability necessary to go with it.”**

—Windsteam, formerly PAETEC

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## SOLUTION BRIEF

Examples include:

- For customers interested in reducing operational costs but concerned about compliance or the performance and security of shared resources, consider deploying a dedicated 2950 or virtual McAfee Network Security Platform appliance at your site. Include management services, or provide your customer with remote access into McAfee Network Security Manager. Whether you offer your team's skills or they stay in control, you'll provide a fully separated, dedicated solution with high performance and security at lower operational cost.
- To maximize your investment and scale services rapidly to large numbers of customers ready to embrace cloud-based delivery, consider one of our highly scalable, multitenant platforms like the 9300. Its 40 Gbps real-world throughput, up to 1,000 virtual IPS instances, native active-active failover configuration, and power redundancy allow you to instantly turn up service, manage it, and reliably deliver on SLAs.

Using McAfee Network Security Platform multitenant appliances, multitenant management console, and monthly payment options, your company can scale business and increase margins with every customer added. We share the risk while your company profits.

### Secure Cloud Services

The benefits of adopting cloud services such SaaS, PaaS, and IaaS are clear—immediate access to scalable, elastic, and cost-effective resources. However, businesses are still reluctant to adopt cloud services due to security concerns and frequent headlines publicizing security breaches.

While your core business might not be focused on offering security solutions, your company can differentiate its cloud services by securing them and reducing operational costs through efficient security management. Both you and your customers will benefit from protected data and identities and avoid the costs and publicity resulting from high-profile breaches. For example:

- Offer to add a cost-effective virtual McAfee Network Security Platform appliance to protect the traffic to and between the virtualized servers of a medium-sized business using your IaaS solution.
- When offering off-the-shelf SaaS applications to SMBs, consider deploying the 9100 in your data center to help secure high volumes of subscriber connections to your service. You'll have the confidence that your customers' data is protected, and your customers will entrust you with more recurring business.

### Portfolio

Product	Configurations
<b>1450 or 2850</b>	<ul style="list-style-type: none"><li>▪ 200 to 600 Mbps at 1RU or 2RU</li><li>▪ Multitenancy up to 100 virtual IPS instances</li><li>▪ On premises for SMB to commercial</li></ul>
<b>2950, 3050, 4050, or 6050</b>	<ul style="list-style-type: none"><li>▪ 1 to 5 Gbps at 2RU</li><li>▪ Multitenancy up to 1,000 virtual IPS instances</li><li>▪ Redundant power supply</li><li>▪ On premises through enterprise or hosted</li></ul>

## SOLUTION BRIEF

Product	Configurations
<b>9100, 9200, or 9300</b>	<ul style="list-style-type: none"><li>▪ 10 to 20 Gbps at 2RU or 40 Gbps with two 2RU units</li><li>▪ Multitenancy up to 1,000 virtual IPS instances</li><li>▪ Redundant power supply</li><li>▪ On premises through large enterprise or hosted</li></ul>
<b>Virtual Appliances</b>	<ul style="list-style-type: none"><li>▪ 50 Mbps to 1.5 Gbps in 4 models</li><li>▪ VMware accredited</li><li>▪ Multitenancy with virtual IPS instances</li><li>▪ On premises or hosted</li></ul>
<b>McAfee Network Security Manager</b>	<ul style="list-style-type: none"><li>▪ 50 Mbps to 1.5 Gbps in 4 models</li><li>▪ VMware accredited</li><li>▪ Multitenancy with virtual IPS instances</li><li>▪ On premises or hosted</li></ul>

### Our Partnership

With a rapidly changing security market, the ability to help our partners adapt and capitalize is foundational to our success. McAfee 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.

### McAfee Partner Program with Managed Services Specialization

Help your customers reduce their capital investment, ease their IT headaches, and scale their businesses by becoming a McAfee Managed Services Specialization Certified Partner.

McAfee collaborates with the industry's most trusted partners to deliver managed security solutions. As part of our McAfee Partner Program, our Managed Services Specialization Partners protect users throughout the world and work with McAfee-authorized distributors.

McAfee Managed Services Specialization enables MSPs to scale and offer the best technologies with the connected security 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 a McAfee Managed Services Specialization Certified Partner 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 Network Security Platform at our website, [www.mcafee.com/nsp](http://www.mcafee.com/nsp). If you are ready to take the next step, we're ready too. We'd like to partner with you and help your company enhance, build, and extend its services. Contact McAfee Sales and Professional Services representative at [MSP\\_Inquiry@mcafee.com](mailto:MSP_Inquiry@mcafee.com) or visit [www.mcafee.com/msp](http://www.mcafee.com/msp).



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