CORERO NETWORK SECURITY

MSSP / MSP Program Overview

Corero's program is designed to help MSSP's deploy best of breed, cutting edge DDoS protection technology by selling packaged DDoS solutions or services, enhancing SOC competency, and developing new profitable revenue streams.

Benefits Your Business Will Receive

» Incrementing your DDoS service offerings

» Enhancing your managed service portfolio

» Broadening SOC skills and provide support in your own language

» Providing your customers (and their downstream customers) with true immediate insights, visibility and reporting

MSSP / MSPs
Keep your customer's applications and services online with a simple to offer value-add DDoS service

Corero MSSP Program

Features

» Partner sells own brand DDoS Managed Security Service to the customer

» Corero prices multi-year service contract to partners

» Partner quotes customer monthly/quarterly DDoS fee (or adds to existing managed service fee)

» Customer does not own the asset (Corero retains title to asset)

» Partner provides L1/L2 support and retains interface to customers

» Partner has option to provide further advanced services

Ransomware is the main concern for 73% of organisations, and 42% of them expect to increase their budget for managed security services in 2021

Requirements

» MSSP commits to train agents

» MSSP SOC to provide L1 support at latest end of Year 1

» Certification of 2 SOC agents (and continuous education / recertification)

» Ongoing best practice discussion with MSSP and tailor to specific requirements where possible

SmartWall® Benefits

Accuracy
Automatic, real-time, always-on protection, keeps applications and services online, with zero downtime

Simplicity
Automatic, plug and play appliances, or software, for lowest TCO

Flexibility
Multiple deployment options: on-premises, hybrid and cloud protection

Scalability
Modular and distributed, pay as you grow protection

Visibility
Accurate, forensic-level, attack and traffic visibility with SecureWatch®

Support
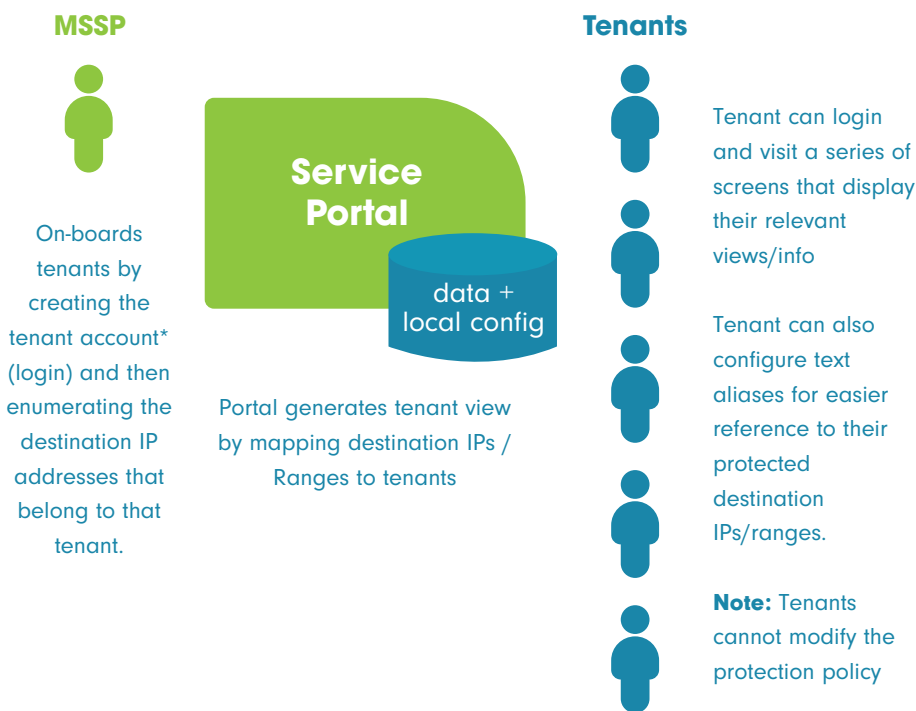World-Class 24x7x365 SOC support with SecureWatch Managed Service

corero

Corero's Offering for MSSPs

» Multi-dimensional DDoS defence supported by a World Class SOC (L3 support, 24x7x365)
» Access and training on the Corero's Smartwall Platform for your technical and support team
» Business and marketing support including access to Corero market insights to help you grow your customer adoption
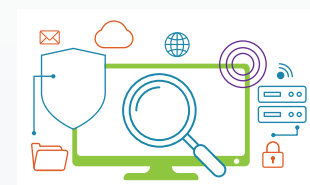» Deal registration

Smartwall Multi-Tenant Service Portal

Tool for delivering SmartWall DDoS Protection as-a-service, and enabling your business to sell protection to your tenants

MSSP

On-boards tenants by creating the tenant account* (login) and then enumerating the destination IP addresses that belong to that tenant.

Service Portal

data + local config

Portal generates tenant view by mapping destination IPs / Ranges to tenants

Tenants

Tenant can login and visit a series of screens that display their relevant views/info

Tenant can also configure text aliases for easier reference to their protected destination IPs/ranges.

Note: Tenants cannot modify the protection policy
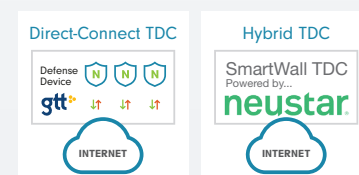
SWA

» Traffic & Attack Analysis
» Trend, Alerting, Reporting

SecureWatch

» World-Class SOC Service
» 24x7x365 Support

SSP

» Multi-Tenant DDPaaS
» Simple Reports & Visibility

Direct-Connect TDC

Defense Device
gtt
INTERNET

Hybrid TDC

SmartWall TDC
Powered by...
neustar
INTERNET

TDC w/Neustar & GTT

» Saturation protection
» Solve enterprise objection

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