



NFX FOR MSP SOLUTION GUIDE

nFX One™ for Managed Service Providers

With netForensics MSP suite of solutions, you can quickly and effectively ramp up customer security offerings and increase your bottom line revenue with confidence. MSPs both large and small have trusted netForensics security products for over a decade to protect valuable data and brand integrity. We not only supply the most sophisticated solutions in the industry, but we also understand the unique challenges that MSPs face in growing their cloud security businesses. Best of all, our proven approach to Security-as-a-Service is far easier to implement, maintain, and manage than systems that cost far more yet deliver less.

The Opportunities are Vast, But So Are the Challenges

As businesses of all types and sizes seek to reduce costs, minimize risks and address compliance, they are turning to Managed Service Providers (MSP) for answers. While MSPs are faced with vast new opportunities to service this increasing demand, they face daunting challenges in finding technology that can scale to effectively manage huge volumes of data that needs to be segmented and properly secured. And with SLAs for service availability hovering around 99.9%, you need to deliver consistent, reliable services and advanced threat detection capabilities to protect your customers' brand and valuable assets. To stay competitive, MSPs seek to differentiate their product suite and rapidly deliver new products with pricing models that allow an easy entry for end users of all sizes. To address these diverse requirements, a cloud-ready security management platform needs to be secure yet flexible, and can effectively scale to support all types of customers, without customizing the platform each time. Historically, the investment required to implement such a solution was significant, making entry into the security services market cost prohibitive.

How Will You Grow Your Managed Security Services Business?

As an MSP, your most critical measure of success is the ability to grow your top line service revenue. You need a realistic business model that gives you the ability to rapidly and profitably deliver marketable services without making too many costly up-front investments.

As you know, cloud security requires scalability to address the unique challenges of cloud applications and to quickly accommodate rapid customer growth. Because cloud operations must centralize security monitoring to tie together multiple customer data sets, a myriad of cloud-based products, and diverse event types, it's often difficult to operate efficiently without the added costs of more staff for the coordination of multiple operating consoles and networks. What you need to deliver superior service is a real-time, single pane of glass view, with end-to-end visibility across all your customer networks.

But technology is only part of the solution. You'll also need a security solution vendor with a track record of successfully generating revenue for MSPs as well.

The nFX Edge

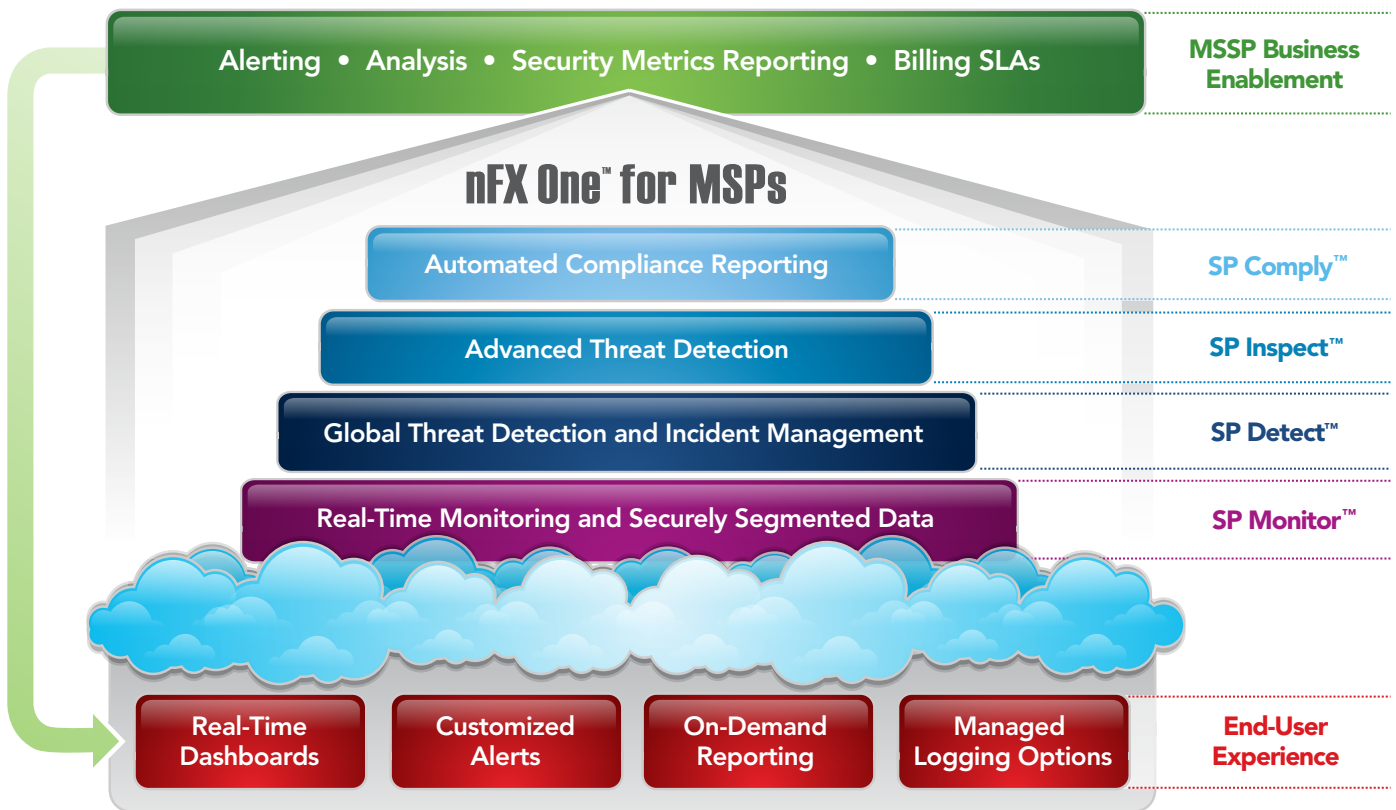
- Deliver on-demand security with little up-front cost
- Accelerate time-to-market and time-to-profit
- Pay-as-you-go makes customer upgrades painless
- Support more customers with fewer resources
- Unique Global Threat Detection technology
- Easy metric reports to document SLAs
- Low cost of entry for new customers
- Addresses regulatory compliance requirements
- Add advanced options as you grow
- Automated billing and human resource analysis

netForensics nFX One – the MSP Cloud Security Platform of Choice

By combining technology, expertise and best practices that have been time-tested with MSPs throughout the world, we've earned the reputation as the cloud security platform of choice. netForensics has a proven methodology and powerful security management platform that can help you grow a successful, profitable security-as-a-service business. By powering your services with nFX technology, you can deliver security intelligence that protects your customers' brand and critical data. Unlike other offerings on the market, netForensics understands the unique needs of your MSP team of in-house experts. With nFX they get the information they need to make rapid, informed decisions and ensure adherence to your service level agreements.

The Modular Approach to a Profitable Security-as-a-Service Portfolio

Building a profitable, fully functional security service business is not as easy as merely dropping in a kit of hardware and software and flipping a switch. Years of experience in building security services for MSPs has proved to netForensics that the key to success is a phased, step-by-step approach. You need to build a strong foundation of event monitoring, and then expand your line of services with more sophisticated security offerings when you are ready. This ensures your infrastructure, team and operational processes will effectively scale along with any additional service offerings. Only then can you guarantee your systems will work at an optimal level and ensure the most rapid time-to-value.



nFX One SP Solution Suite for MSPs: The Growth Path To Success

By starting with our base security event monitoring solution, SP Monitor, then adding advanced threat detection and compliance reporting modules, you are well positioned to meet customer demands at every stage, and your infrastructure and team are prepared and confident every step of the way. To clear your path to success, all SP modules include on-site design and implementation services as well as hands-on training for your entire team. Every module includes a pre-defined set of reports drawn from our extensive resource base of information gathered from our global customer base. You get the best-of-the best right out of the box, and can easily make changes as your services evolve.

SP Solution Suite



Phased Approach to Building a Security-as-a-Service Portfolio

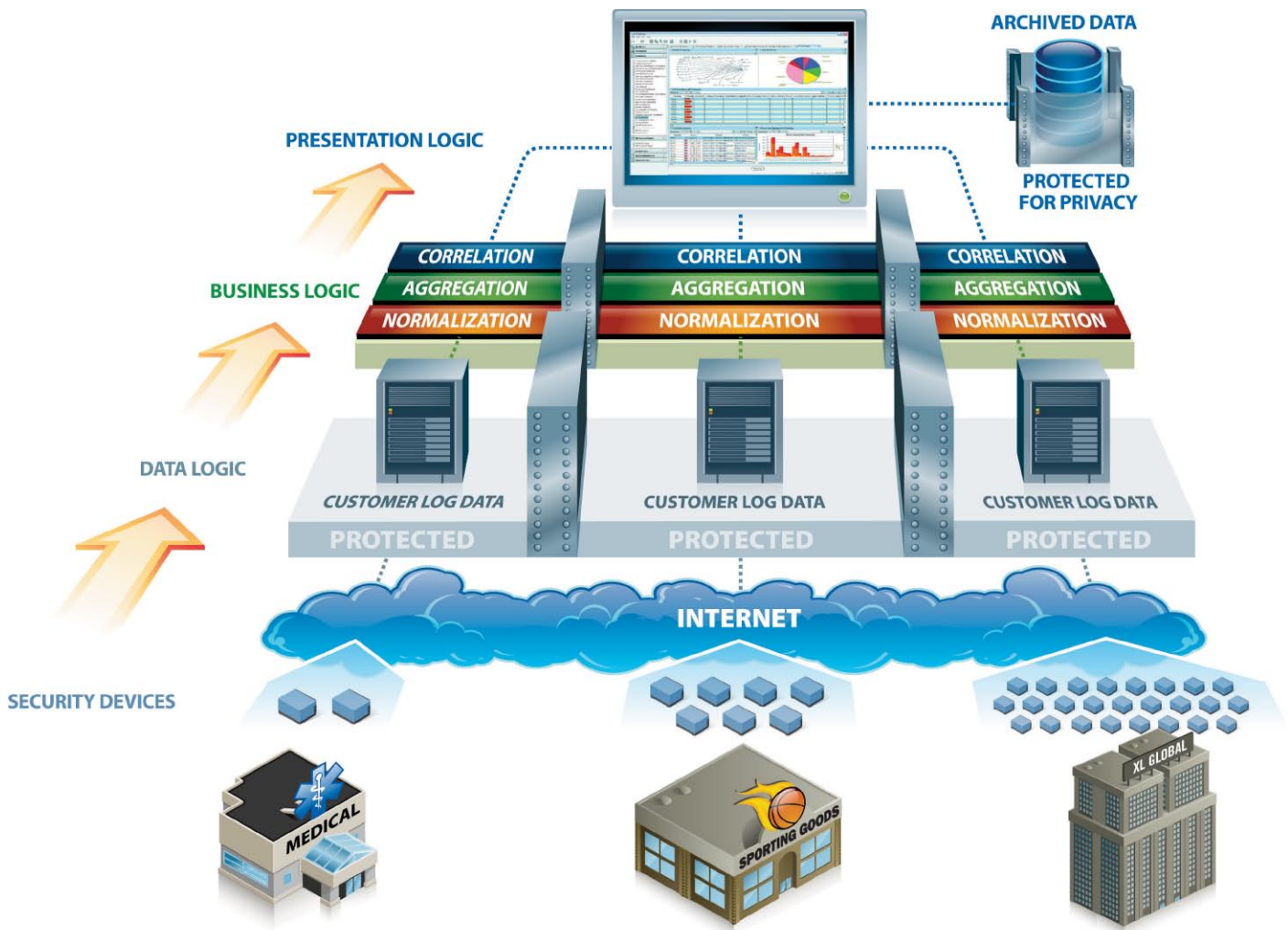
The nFX One phased approach to building a security service portfolio brings together a complete, integrated platform of solutions that address a wide range of your customers' requirements.

Monitor. Detect. Inspect. Comply.

The full set of nFX One SP solutions for MSPs act as an integrated platform to give you and your customers a full range of security and compliance options. Implement only the modules you need. Add functionality as you grow. Every module is time-tested in data centers and SOCs around the world. Now you can offer top-tier security services with confidence and expand your service business with little up-front cost or extensive training.

nFX Technology Overview

Engineered for the unique challenges of cloud service providers, netForensics’ platform for Security Information and Event Management (SIEM), nFX One, gives your operations team the agility to quickly identify and respond to security threats. nFX One is the only cloud-ready platform designed to handle the complexity of collecting, correlating and processing security events across multi-tenant environments. The end result is understandable, actionable security intelligence for both you and your customers. Built on a robust, multi-tier architecture that can scale to deliver continuous security information management, nFX One meets critical compliance, risk management and business continuity challenges at a low total cost of ownership. The nFX One architecture also guarantees access to comprehensive, integrated SIEM functionality, including sophisticated correlation, dynamic threat visualization, reporting, analytics and integrated incident resolution workflow.



nFX One is the only security management platform that can segregate your customer data into secure silos. This prevents data exposure across management workstations, and is a critical requirement for addressing PCI and other regulatory and industry standards.

nFX Core Technologies

Actionable Security Intelligence

Our patented correlation technology provides unparalleled visibility across all customer environments, identifying the most stealth and sophisticated external and internal threats. MSPs can view events across all customers and clearly see the true value of correlated data –identifying hidden threats, suspicious trends and anomalous behavior. nFX One also automatically filters out volumes of false security noise, so you can focus on true threats. Real-time dashboard and reporting across all customers lets you proactively manage your entire customer base. And when incidents do occur, your team can rapidly find the cause and remove it before your customer’s valuable assets and brand are damaged.



nFX One provides a deep, intuitive range of visualization and reporting tools to enhance security monitoring and compliance.

Comprehensive Security and Compliance Reporting

Whether you’re augmenting a customer’s existing security framework or adding additional security and compliance capabilities, nFX can be seamlessly integrated into any network environment. Customers get a clear view of their end-to-end security posture at any point in time. They can see what assets are at risk, the source and nature of both internal and external threats, and how long it takes to resolve incidents. Customers will turn to you for comprehensive reporting on all security related service levels, including firewalls, IDS and anti-virus, and across different vendor technologies, to see how these point products are performing across the entire network. With audit-ready compliance reports, customers can more easily assemble and complete required PCI, Sarbanes-Oxley, HIPPA, and internal audits.

nFXpert Services: Accelerating Time-to-Value

All MSP solution packages include implementation and training services. But our nFX experts work side-by-side with your team to design, implement and test your nFX One platform before it sees its first customer. Designed to accelerate your new service offerings, we get you up-and-running and delivering security and reporting to your customers fast. Our nFX Bootcamp and training accelerates the learning curve for your staff. Using our best proactive methodologies and expertise, we help you achieve service efficiencies and make sure you have all the tools in place to easily on-board new customers, add additional devices and lay the groundwork for adding even more security offerings.



About netForensics

For over a decade, netForensics security solutions have helped managed service providers, enterprises, and government agencies around the world to manage risk, protect critical assets, and maintain compliant operations. netForensics' nFX One solution suite has been designed to address the unique needs of MSPs by providing flexible, on-demand delivery models that automate threat detection and incident management in high volume, multi-tenant environments. Many of the world's leading service providers rely on netForensics to grow their security business and reduce the cost of providing security-as-a-service.

For more information on netForensics and the suite of nFX One solutions for MSPs, please call us at **732-393-6000** or e-mail info@netforensics.com



netForensics, Inc. | 200 Metroplex Drive • Edison, NJ 08817 | T 732.393.6000 F 732.393.6090 | info@netforensics.com

netForensics, the netForensics logo, nFX, nFX SIM One and nFX Data One are trademarks of netForensics, Inc. Other third-party trademarks are the property of their respective owners.
© 2008 netForensics, Inc. All Rights Reserved.