

# HOW TO IMPROVE NETWORK SECURITY

## WITHOUT EXTRA STAFF OR BUSTING YOUR BUDGET

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## NETWORK SECURITY: THE “NO-WIN” SITUATION FOR MID-SIZED COMPANIES

The responsibilities of network administrators and security managers at mid-size companies today can seem like an “no-win” situation. They are accountable for securing their organization’s network technologies with limited budgets and even more limited staff resources. Meanwhile, their network technologies are constantly evolving just as new and more deadly threats emerge almost daily. They must also create and maintain security policies and ensure that these policies are carried out to demonstrate regulatory compliance and avoid liability risks for their companies

Finding solutions to help manage these challenges creates another dilemma for IT directors and managers. The sheer number and variety of network security products and services can be overwhelming—not to mention the cost and effort of implementing these vendor offerings.

As described by eWeek columnist Larry Seltzer: “Just imagine if you were actually to implement all the security products that you can’t, of course, do without,” he says. “There’d be no money left for lunch, let alone the actual applications to do work with. And all of them create some new administrative burden for which you probably don’t have bandwidth... How can you sleep at night knowing you’re exposed due to your dereliction in not implementing these critical security systems?” <sup>(1)</sup>

However, throwing up your hands in frustration and doing nothing is not an option because the internal network security risks is simply too great.

## YOU WILL GET STUNG

A recent Information Week survey indicated that even though most IT professionals believe they have their security situation under control, recent incidents counter that assumption. One in particular – the so-called Zotob worm – spread to companies not through widespread Internet infections but rather through localized “explosions” inside business IT environments.

As one expert noted, “Organizations have been secured behind their ‘impenetrable’ firewalls, filtering all e-mails and stripping all executable content. Businesses felt secure and confident that no attack could reach them. The blow from the inside [from Zotob] was all the worse for being totally unexpected.” <sup>(2)</sup>

The bottom-line: Although many companies have invested in firewalls, anti-virus and other perimeter defenses, they remain more vulnerable than ever to targeted inside threats that have become more costly. Yesterday’s “blended threats” have become the “borderless” threats of today and tomorrow. And while security breaches at smaller businesses don’t grab headlines like those on Fortune 500 companies do, it does not mean they are any less devastating. As one major research firm indicates:

- 40 percent of SMBs who manage their own network security and use the Internet for more than e-mail will experience an Internet attack.
- SMBs that fail to incorporate security throughout their network will experience both a financial loss and a loss of reputation

Given these odds, mid-size businesses must develop and implement a plan to deal with security issues—inside as well as outside their network perimeters.

## WHY EXISTING TECHNOLOGIES DON'T WORK FOR MOST SMBs

For example, firewalls fail to eliminate all threats because they cannot adequately detect all malicious traffic and miss attacks introduced by e-mail, roaming users or third-party connections. Traditional intrusion detection and prevention products fail to eliminate as many as 80 percent of network threats because they have to be “dialed down” to avoid generating too many false alarms. Finally, Security Event Management products, or SEMs, promise to eliminate false positives by correlating intrusion detection alarms with security log files, but they typically fail to include security knowledge that is built-in and constantly updated. This requires IT managers to develop their own rules when new threats emerge – a situation that no one has the resources to manage.

In reality, conventional network protection solutions are difficult to manage and costly to operate. They often come from different vendors (or from acquisitions by a single vendor) and prove incomplete and fragmented. Not only are these products time-consuming to install, but they also require IT personnel to monitor, fine tune and maintain them. Thus, the typical approach to network protection presents a cluttered and confused vendor landscape, offering scores of complex and fragmented products. These prove to be too costly and demand precious time, requiring a level of expertise that most small to mid-size companies simply cannot afford.

Given this frustrating dilemma, network administrators and security managers are seeking an additional layer of network protection that:

- Deals with threats from inside their networks
- Is designed to compliment perimeter defenses
- Leverages network security best practices, i.e. they don't have to reinvent the wheel
- Delivers proven technology that not only detects threats and exposures but also protects the network by shutting down threats quickly and effectively
- Offers a solution that is simple and affordable to deploy and maintain – without requiring extra staff or breaking their IT budgets

## THE MID-MARKET SOLUTION: NETWORK PROTECTION ON DEMAND

Based on these needs, Alert Logic, based in Houston, Texas, has introduced an innovative network security solution that leverages a Software-as-a-Service (SaaS) platform to deliver on-demand protection to mid-sized companies. The Alert Logic solution is priced as a subscription service, eliminating the high cost and complexity of deploying and managing disparate network security point products.

Alert Logic's unique SaaS platform delivers solutions on-demand – featuring rapid deployment, zero maintenance and no hardware or software costs. Our solution provides intrusion protection, vulnerability management and IT compliance automation that enables businesses to detect and contain network threats, discover and correct vulnerabilities and helps ensure compliance with policies and regulations. As a result, Alert Logic customers benefit from easy, effective and affordable network protection.

## NETWORK SECURITY AND COMPLIANCE MADE EASY

In developing these solutions, Alert Logic has responded to the needs of mid-sized businesses, such as GSI Commerce in King of Prussia, Pennsylvania. Overseeing hundreds of servers across their two datacenters, GSI enables retailers, branded manufacturers, entertainment companies and sports organizations to operate e-commerce businesses.

Wyman Lewis, Director of Information Security for GSI, points out that Alert Logic's on-demand solution provides a critical component in demonstrating compliance with the PCI Data Security Standard. Supported by major credit card issuers, including VISA, MasterCard, American Express and Discover, PCI-DSS provides guidelines and requirements for safeguarding sensitive customer and transaction data.

"Compliance with PCI-DSS is an absolute must for our business," Lewis emphasized. "Part of our IT systems audit includes a requirement that we have security controls in place for our intrusion defense systems and that we can demonstrate that we monitor these systems around the clock," he said. "Using Alert Logic's managed threat defense solution in conjunction with our other security measures helped us to demonstrate compliance with PCI and pass our audit."

## SAAS APPROACH CHANGING THE FACE OF IT

According to the IT research firm Gartner, the emergence of Software-as-a-Service solutions is an important evolutionary step forward in IT application architectures. “The dysfunction of the client/server era is driving alternative approaches to IT. SaaS is the most apparent alternative. There is now a widespread consensus among the movers and shakers of the IT industry that SaaS is an important and meaningful issue.” <sup>(3)</sup>

For example, the Philharmonic Center for the Arts in Naples, Florida, is a non-profit, donation-driven organization. But they knew that any security incident would be extremely detrimental to the center’s image and livelihood. “People who donate their money expect a certain amount of discretion. A security incident would look very bad,” said Anthony Garmont, the Philharmonic Center’s network administrator.

Because of limited personnel resources, Garmont required a solution that was easy to deploy and manage. Alert Logic’s SaaS-based model offered a unique combination of low cost and low management overhead. “We didn’t have the resources to deploy the solution and keep it running. We required a hosted solution and a threat monitoring service,” he said.

Another customer, the Harris County Hospital District in Houston, Texas, spends about \$600,000 to \$700,000 annually on their IT security staff, roughly double what it spent five years ago, according to CIO Tim Tindle. The sophistication and expense of their technology has increased as well, and Tindle has been working hard to find ways to save the district money. At his direction, Harris County began outsourcing its intrusion-detection needs to Alert Logic rather than manage them in-house. By relying on Alert Logic’s Network Protection On-Demand, Tindle estimates that his organization has saved up to \$900,000 per year. <sup>(4)</sup>

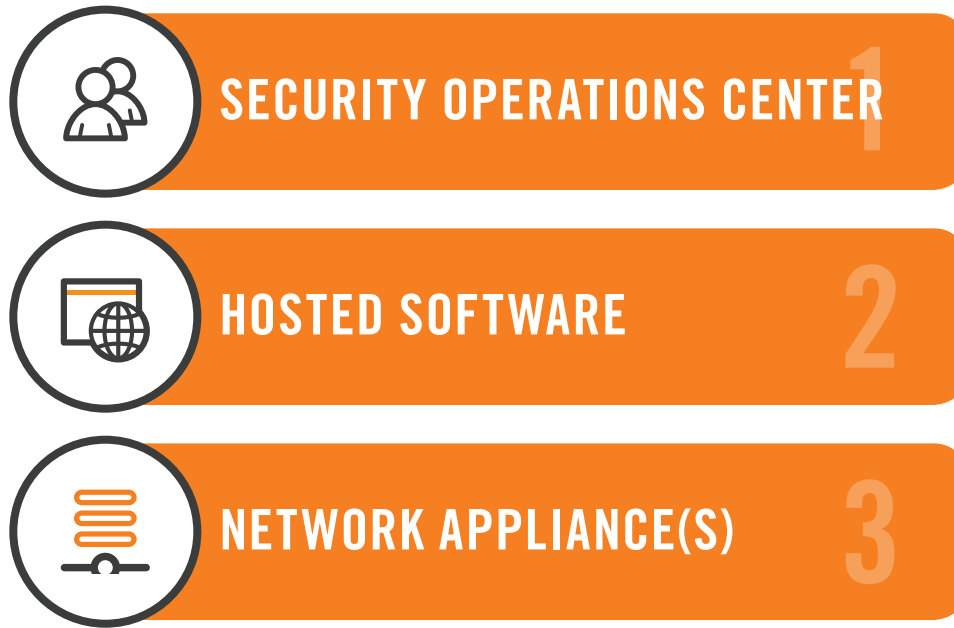
With the introduction of Alert Logic’s SaaS platform for network security, there is no reason to incur the cost and hassle of hardware and software to gain the extra internal security that mid-size businesses need to protect their networks. Alert Logic’s SaaS platform is designed for rapid deployment, zero maintenance and maximum ease of use for our customers and partners.

Alert Logic customers simply deploy an appliance that plugs into a network switch – no agents to deploy on desktops, servers, or endpoints of any type. In addition to the appliance, all other Alert Logic solution components, such as the management portal, reporting engine, historical data repository and configuration data, all reside in the Alert Logic data center, not on the customer network. All you need to access the application is a web browser. As a result, virtually no customer time is spent deploying, configuring, maintaining or upgrading our solution.

- The network appliance is responsible for monitoring network traffic for suspicious behavior, scanning network assets for vulnerabilities, passing threat and vulnerability related data to our data center for further analysis and initiating defensive actions to block or contain confirmed threats.
- The hosted software in our data center analyzes, correlates and archives threat and vulnerability information from all appliances across all Alert Logic customers around the globe. It supplies all real-time and historical trending and reporting via the customer web portal that is accessible from any browser.

- The Security Operations Center is staffed by certified security experts who can provide optional professional services to extend the value of our solutions. Optional services include 24x7 network threat monitoring where our security analysts monitor your network for security threats, notify you when incidents occur and help you take prompt, effective defensive actions.

## 3 LAYERS OF ON-DEMAND PROTECTION



## ABOUT ALERT LOGIC

Alert Logic, the leader in security and compliance solutions for the cloud, provides Security-as-a-Service for on-premises, cloud, and hybrid infrastructures, delivering deep security insight and continuous protection for customers at a lower cost than traditional security solutions. Fully managed by a team of experts, the Alert Logic Security-as-a-Service solution provides network, system and web application protection immediately, wherever your IT infrastructure resides. Alert Logic partners with the leading cloud platforms and hosting providers to protect over 3,500 organizations worldwide. Built for cloud scale, our patented platform stores petabytes of data, analyses over 400 million events and identifies over 50,000 security incidents each month, which are managed by our 24x7 Security Operations Center. Alert Logic, founded in 2002, is headquartered in Houston, Texas, with offices in Seattle, Dallas, Cardiff, Belfast and London. For more information, please visit [www.alertlogic.com](http://www.alertlogic.com).

(1) Larry Seltzer, eWeek Security Center Editor

(2) "The Threats Get Nastier: Information Security Survey" InformationWeek, August 29, 2005

(3) Gartner SMB Spending Report, 2005

(4) Healthcare IT News, "Outsourcing Security Saves Texas Hospital \$1 Million", June 1, 2006