

Fact Sheet: Managed Security Services

Reduce Costs, Increase Security.

Cost-effective, Comprehensive Security

Trustwave Managed Security Services (MSS) are the ideal solution to protect your organization's key information assets. Whether your business is a nation-wide retailer or a community bank, we can help lower the Total Cost of Ownership (TCO) associated with information security management, monitoring and support for any type of organization.

Traditional software or appliance security solutions typically involve an annual fee for a perpetual user license, together with annual support or database update costs. Other costs include servers to run the software application and to provide redundancy, as well as updates and backups.

Furthermore, staff will have to be hired, trained and provided continuous challenges to stay in an organization. Also, consider the time taken to plan, implement, manage and maintain the application or appliance; deploy, maintain and support the hardware; and handle unplanned downtime and disaster recovery. All together, these factors can add up to be twice the yearly cost of the initial license and third-party support.

The table below compares the components and costs for standard security offerings and managed services:

Component	Standard Software & Hardware Offering	Trustwave Managed Security Services
Hardware	\$	<i>Included in Service Fee</i>
Software	\$	
License	\$	
Facilities	\$	<i>Trustwave Network Operations Center</i>
Staffing (per annum)		
Analysts (4)	US \$240,000 (\$60,000/analyst)	<i>Included in Service Fee</i>
Engineer (1)	US \$90,000	
Senior Engineer/ Manager (1)	US \$112,500	
Training	Variable	<i>Unneeded</i>
Maintenance		
Hardware System Support		
Initial Setup Appliance	Staff Hours	<i>Included in Service Fee</i>
Maintenance	Staff Hours	
Software System Support		
Application Update	Staff Hours	<i>Included in Service Fee</i>
Application Administration	Staff Hours	
Application Management	Staff Hours	
Application Backups	Staff Hours	
Application DR Planning	Staff Hours	
Policy Management		
Policy Configuration	Staff Hours	<i>Included in Service Fee</i>
Policy Maintenance & Update	Staff Hours	

Tally the costs and the results are clear – Trustwave Managed Security Services deliver superior protection at a lower TCO than traditional hardware and software security solutions.



Trustwave Managed Security Services provide faster, deeper and more integrated functions than traditional security offerings.

Rapid Deployment

One of the fundamental advantages of a managed service compared to appliance-only offerings is the ability to rapidly activate service provision. Typically, a managed service can be activated in one day or less.

Scalability and Performance

Appropriately configured managed services using state-of-the-art data centers can provide dramatically greater scalability compared to appliance-only solutions. The result is the provision of a wide variety of threat protection services.

Real-Time Threat Protection

Managed services provide real-time threat protection by updating virus signatures and other threat protection systems concurrently. For example, an organization using a managed service receives complete protection from so-called 'zero-hour' threats because an appropriately configured managed service can detect a virus outbreak as it occurs. By eliminating problems in the content stream before they have a chance to enter the corporate network, more complete protection is provided.

Integrated Service Provision

The integration of various threat protection capabilities into a single offering permits an organization to have a view into its protection capabilities that disparate and individually managed solutions simply cannot provide.

About Trustwave

Trustwave is a global provider of information security and compliance management solutions to businesses in the Fortune 2000 and public sector.

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Meeting the Challenges Ahead: Self-Managed vs. Managed Security

Organizations of all kinds require flexible, responsive solutions to the challenges posed by persistent network security threats and increasingly rigorous industry compliance standards. How does the self-managed approach to data security compare with Trustwave Managed Security Services (MSS) in meeting the demands of today's evolving security environment?

Layered Security

Layered security provides the best defense for your network environment, but even the most robust self-managed security solutions may eventually run up against the realities of limited resources. Trustwave is able to leverage its industry-leading technologies, expert staff and thorough methodologies across a full range of network security services, implemented by our expert security staff and backed by 24x7 support services.

Compliance

Many industries have responded to increased network security threats by issuing security standards. Complying with these standards gives your network a high level of protection against threats, but as these requirements evolve to include more stringent access control requirements and expanded auditing and monitoring requirements, so too must self-managed solutions. Using proprietary research and development, Trustwave MSS stays out front of these changing requirements to provide flexible security solutions to meet all of your compliance needs.

The table below illustrates aspects of Trustwave MSS solutions that could be missed should you opt to perform the same services yourself.

Layered Security Features	Self-Managed	MSS
Unified Threat Management		
Integrated firewall, intrusion prevention, anti-virus and VPN	?	✓
PCI Compliance support for distributed environments, including expert analysis and robust reporting	?	✓
Ongoing firewall device configuration and policy management	?	✓
Network Security Monitoring		
24x7 expert monitoring	?	✓
Immediate event notification	?	✓
Intrusion Detection & Prevention		
24x7 expert monitoring to identify abnormal events, sift out false positives, and notify administrators	?	✓
Predictive protection modelling tailored to your network	?	✓
Real-time auto-tuning	?	✓
Security Log Monitoring		
Automated data collection	?	✓
24x7 reporting through secure portal	?	✓

Whether you need comprehensive layered security services or targeted solutions to fill gaps in your compliance status, Trustwave MSS offers your organization the best, most cost-effective opportunity to meet the challenges of today's changing network security environment.

