

WEBROOT®

Webroot Helps 443 Networks Strengthen Brand and Network Security Platform

BACKGROUND

443 Networks is an Australia-based company that develops and delivers a software and hardware security platform designed for use by Managed Security Service Providers (MSSPs). Their scalable security platform includes next-gen firewall, web and email filtering, IDP, application control, anti-malware and anti-phishing protection. Customers can white label the 443 Networks solution and provide their end user customers with any or all of these security services, and the security platform can be deployed via a range of powerful custom hardware appliances or on the hypervisor of their choice. 443 Networks works with MSSPs across Australia, Hong Kong, Malaysia, South Korea and the UK.

THE CHALLENGE

Built from the ground up with a focus on scalability, 443 Networks security platforms have been designed to deliver the tools required to run a managed security business, including the management of multiple security appliances across multiple customers and locations. As a result, 443 Networks had relationships with a number of existing OEM partners but they still felt that there was a need to improve and enhance the capabilities of the platform. Given the dynamic nature of the internet, plus the ever-increasing risk of security threats, they realized they needed a cloud-based security solution that would allow them to draw on real-time intelligence to augment their other technologies. Namely, they wanted to improve the coverage and accuracy of their URL categorization services, enhance their capabilities in analyzing the reputation and content of websites visited by end users, and use real-time IP reputation data to make more informed decisions about traffic risk.



AT A GLANCE

Vertical » MSSP/MSP/VAR

End Users » 250k+

Devices » Security Appliances

CEO » Keith Glennan

“We believe that high-profile incidents over recent times (such as the Target and Home Depot breaches) highlight the importance of making a determination about the risk of communicating with any endpoint outside the organization and, as such, reputation services are going to be crucial.”

Keith Glennan, CEO of 443 Networks

443 Networks customers had recommended Webroot as a strong brand they trusted, which led 443 Networks to include Webroot BrightCloud® Security Services in their selection process.

THE SOLUTION

After evaluating several other services to complement their existing portfolio, 443 Networks chose to use a combination of their own cloud platform and Webroot cloud-based security solutions with collective threat intelligence to provide a highly distributed and highly cooperative learning system. They embedded three Webroot threat intelligence services into their offering to allow for early identification of infected and compromised sites: BrightCloud Web Classification, Web Reputation and IP Reputation.

“We ran side-by-side tests on live data over an extended period to compare Webroot’s performance with that of other vendors. In particular, we were impressed with Webroot’s URL database coverage and the quality of the reputation information that was available to us. Certainly, the cloud-based nature of Webroot’s services factored into our choice of vendor.”

- Keith Glennan, CEO of 443 Networks

443 Networks integrated the BrightCloud Web Reputation Service to protect customers through rich web filtering policies, allowing them to finely tune their security settings and proactively prevent attacks by limiting the risk of end user exposure to inappropriate or malicious web content. Adding BrightCloud Web Classification Service functionality enabled 443 Networks to safeguard their customers against the security threats found within many website content categories. Further, rather than using static, rapidly out-of-date public blacklists, the BrightCloud IP Reputation Service delivers dynamic IP Reputation data in near real time to network devices. 443 Networks chose Webroot based on the superior product performance, as well as the professionalism and quality of the technical staff.

About Webroot

Webroot provides intelligent cybersecurity for endpoints that harnesses collective threat intelligence to protect the Internet of Everything. We protect consumers, businesses and technology providers from malware and other cyberattacks using a cloud-based threat intelligence network. Computers, tablets, smartphones and the Internet of Things can be protected by our award-winning suite of SecureAnywhere® products. Webroot protects over 30 million devices and is trusted by market-leading technology companies, including: Cisco, F5 Networks, HP, Microsoft, Palo Alto Networks, and RSA. Webroot is headquartered in Colorado and operates globally across North America, Europe and the Asia Pacific region. Discover Smarter Cybersecurity at www.Webroot.com and www.BrightCloud.com.

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RESULTS

Using a sophisticated combination of global threat sensors, machine learning algorithms and human classification, Webroot constantly maintains and expands its knowledge of website classifications. This intelligent cybersecurity keeps 443 Networks customers protected against the latest web threats.

“Our capabilities in the area of real-time reputation have been greatly enhanced by our partnership with Webroot and we anticipate this will be invaluable to our end customers. We have experienced a lot of positive feedback as we deploy the new functionality.”

Keith Glennan, CEO of 443 Networks

Partnering with Webroot has increased customer confidence for 443 Networks. Additionally, including Webroot BrightCloud Security Services has helped to strengthen their brand and their complete network security infrastructure platform. 443 Networks believes that it is important to continue evaluating the best technologies to embed into their products and their customers expect that they will make the best informed choices on their behalf.