

Nominee: NSFOCUS

Nomination title: **Intelligent Hybrid DDOS Defence**

What are your company's key distinguishing features and/or USP?

Since the dawn of the Internet, organisations have felt the effects of cybercrime. Every business connected to the Internet has dealt with this criminal element, spending endless amounts of money trying to protect themselves from it. The reported DDoS outages and breach statistics are astounding, yet organisations continue to deploy point solutions designed to only solve one specific problem at a time. Organisations need to ask themselves why all the recommended technologies they've deployed still haven't solved the problem. A new strategy is needed to protect today's online enterprises.

NSFOCUS takes the unique approach of using both cloud and on-premises security platforms, built on a foundation of real-time global threat intelligence to provide unified, multi-layer protection from advanced cyber threats. No more silos, no more segmented views.

The NSFOCUS Intelligent Hybrid DDOS Defence is a new strategy designed to solve customers' cybersecurity problems to ensure they always remain online.

What tangible impact has your company had on the market and your customers?

NSFOCUS is publically traded on the Chinese stock exchange, and has over 8000 customers and protects over 817 million end-users. With over 16 years of experience, offices in Silicon Valley, California and Beijing, as well as over 2000 global employees NSFOCUS is an active member of the global security community with a 100% growth rate, year on year.

NSFOCUS is championing the adoption of an Intelligent Hybrid DDOS Defence fabric. To this end, both existing and new customers are benefiting from this vision. As NSFOCUS establishes its brand beyond Asia, more enterprises are beginning to evaluate an Intelligent Hybrid DDOS Defence service.

NSFOCUS is expecting CAGR of 11.9% for all security services by 2020.

One particular event where NSFOCUS was found to be incredibly useful was the G20 Summit 2016 which was held in China over three days in September. Across the three days of the summit, NSFOCUS mitigated more than two million web attacks including 133,254 attacks specifically targeting the G20 network, an additional 1.9 million attacks targeting organisations who provided other services to the G20 summit, and defended against 1,984 DDoS attacks targeting the G20 network, protecting against 41.2 TB of malicious traffic. NSFOCUS also guarded against 169,919 web attacks on G20 and G20-affiliated networks, and discovered 611,356 vulnerabilities, of which 190 were high-risk, prior to the summit.

What levels of customer service differentiate you from your competitors

NSFOCUS is able to actively use its products to strengthen its customer business on a daily basis through its Intelligent Hybrid Security Platform.

NSFOCUS is highly committed to its customers and delivers best in class global technical support and service offerings, meeting the needs of all customers, from small enterprises to Fortune 500 organisations. Our team of experienced support and services professionals is committed to ensuring successful implementation of NSFOCUS solutions, so they can quickly achieve their business continuity and availability goals. The NSFOCUS Support Portal offers customers access to product documentation and articles. There are also three levels of Technical Support and Services for customers varying business and security needs. Silver level provides support to end customers through email and phone support. The Gold level offering helps customers with more proactive notifications, as well as more self-service, hands-on-tools. Platinum level is the most comprehensive offering and is ideal for the critical security and business needs of the enterprise, including a dedicated Technical Account Manager to work with customers on a proactive basis.

NSFOCUS' TCO model is helped by centralised management and automatic updates. This greatly reduces the amount of interaction required from the operators. As the solutions have been deployed in some of the largest companies on the planet, NSFOCUS have an extensive pedigree in delivering fully scalable systems.

Full API availability enables larger customers with SIEM deployments to integrate the NSFOCUS Intelligent Hybrid DDOS Defence portfolio into their estate with ease.

The solution itself can be commercially delivered as OPEX or CAPEX to suit the business drivers of the organisation.

What are the major differentiators between your company and your primary competitors?

NSFOCUS labs has extensive experience in delivering comprehensive security intelligence to the community and also to its customers. This can manifest itself as CVE posts, identified C2 servers or malicious URLs. All of this data can be consumed in a variety of ways that suits the customer – i.e. tactically as dynamic feeds of misbehaving IPs or strategically as providing post attack forensics and detailed analysis of known botnets.

This intelligence is delivered as regular updates (several times per day) to the appliances, virtual machines and cloud platform that make up the core of the Intelligent Hybrid DDoS Defence platform.

NSFOCUS is strengthening the Intelligent Hybrid DDoS Defence service by ensuring it delivers a new generation, intelligent ecosystem of threat-aware security technologies, combining them into a single defensive approach. It includes cloud defences that consume the latest threat intelligence in real-time and incorporates on-premises defences that are integrated with the cloud to ensure networks are always available and operational. It operates in a closed-loop system of intelligence feedback, encompassing threat research, threat analysis, threat knowledge, threat distribution and threat consumption.

Why nominee should win

- Hybrid (cloud and on-premise) DDoS defence means networks are always available and operational
- Over 8000 customers and protects over 817 million end-users
- 100% growth rate, year on year
- NSFOCUS labs – best of breed security intelligence
- Fully scalable