McAfee
Together is power.

McAfee® Advanced Threat Defense

Services solutions for Managed Service Providers (MSPs)

Differentiate your services and protect customers against zero-day attacks with the industry's most comprehensive threat protection.

"81% of network security professionals say advanced malware is a major concern."

—Black Hat USA 2013 Survey

How to Help Your Customers Stay Ahead of Their Budgets and Advanced Malware Attacks

The opportunity for MSPs has never been better. IT organizations are focused on shifting budgets from capital expenditures (CAPEX) to operational expenditures (OPEX) in an environment that is driven by the bottom line, and where in-house investments can easily get outpaced by an increasingly sophisticated and prolific cybercrime ecosystem.

In fact, McAfee® Labs reports that new malware attacks more than doubled between 2012 and 2013. At the same time, the managed security services market is projected to grow at more than twice the rate of self-managed solutions. To capitalize on these trends and stay competitive, your company needs to offer flexible business models and services that stay ahead of new, evasive advanced malware and advanced persistent threats (APTs).

McAfee Advanced Threat Defense

Work with McAfee to offer your customers the industry's most comprehensive threat protection. As part of our Security Connected framework, McAfee Advanced Threat Defense detects today's stealthy, zero-day malware with an innovative, layered approach. It integrates with McAfee network security and real-time solutions to find advanced malware at the perimeter, freeze the threat in the network, and fix the breach at the endpoint.

Delivered in a compact, dedicated appliance, your customers will benefit from the strongest and highest performing advanced anti-malware technology available. And you'll extend your return on investment (ROI) and services with a solution that helps you:

- **Provide expertise using multitenant, application programming interface (API)-accessible management:** McAfee Advanced Threat Defense easily deploys and integrates with our multitenant, multidomain McAfee Network Security Manager and distributed McAfee Web Gateway products to ensure scalable, automated policy management and per-customer reporting. Or, access representational state transfer (REST)-based APIs to manage, report, and bill from your company's own centralized systems.

- **Differentiate services with advanced malware protection:** McAfee Advanced Threat Defense goes beyond traditional, signature-based defenses. It combines low-touch antivirus signatures, reputation, and real-time emulation with in-depth static code and dynamic malware analysis (sandboxing) to analyze the actual behavior of malware.

- **Deliver performance at scale:** One appliance can support up to 250,000 objects per day across multiple McAfee network security devices, customer domains, and services. This enables rapid service turn-up with scalable performance better than comparable solutions on the market.

Services

Managed On Premises and Managed Security Services
Install onsite and manage remotely, or provide remote monitoring and management services for customer-owned solutions.

Security-as-a-Service
Deploy, manage, and elastically scale and bill for solutions served from your site to your customers.
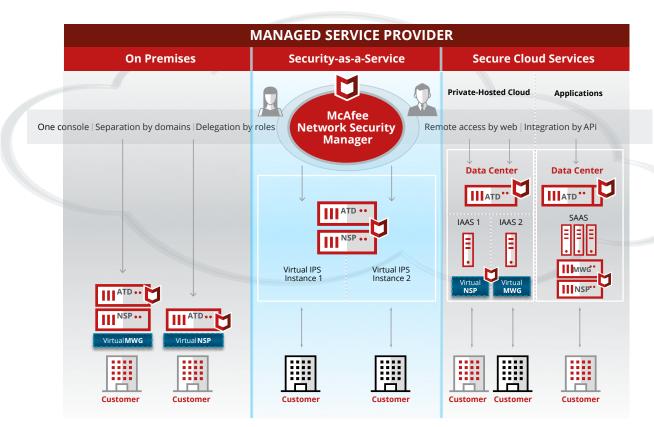
Secure Cloud Services
Integrate and advertise best-in-class security as part of your IaaS or SaaS solution.

- **Stay competitive with a consolidated and cost-effective delivery option:** One appliance can replace and consolidate services from several, disparate analysis solutions. You can offer competitive price points at better margins by scaling those consolidated services across multiple customers at lower operational cost and by using our month-to-month purchase option.

"If you are serious about catching advanced malware, something like this is absolutely necessary to add to your portfolio."

—451 Research

Features

Multitenant management
Separate customer data through McAfee Network Security Manager, McAfee Web Gateway, and REST-based APIs.

Advanced malware protection
Offer the strongest defense against advanced malware and signatureless attacks.

Performance and scale
Up to 250,000 objects per day across security devices, services, and customer domains

Consolidated, cost-effective delivery
Consolidate solutions and services to simplify architecture and reduce operational cost.

Industry reception
2014 US Finalist in SC Magazine's Award for Best Advanced Persistent Threat Protection

Figure 1. Service solution examples for MSPs.

Managed On Premises and Managed Security Services

Whether your company provides and manages customer premises equipment (CPE) onsite, or extends its expertise through remote monitoring and management services, your customers depend on your ability to guide and protect them against the leading edge of cybercrime and advanced malware attacks using innovative solutions they recognize and trust.

McAfee Advanced Threat Defense is deployed and works in conjunction with other McAfee products that are leaders in Gartner's Magic Quadrant—McAfee Network Security Platform and McAfee Web Gateway. These solutions offer remote, multitenant, and on-premises management tools and APIs and integrate with McAfee® ePolicy Orchestrator® (McAfee ePO™) software. You can choose from several deployment options that meet customer requirements and work within your established or expanding business models. For example, you can:

- Provide current customers who have already invested in on-premises McAfee solutions with McAfee Advanced Threat Defense. This will extend their current ROI with additional protection and add incremental service revenue for your company.

- Consult with your current McAfee Endpoint and McAfee ePO software customers about the importance of network security, and highlight the benefits of deploying an integrated solution from a single vendor. They will extend their endpoint protection with the McAfee find, freeze, and fix approach—preventing infiltration before it reaches the endpoint or automating remediation if it does.

- Approach new prospects by showing them the fully integrated, layered approach that your company can offer when deploying both endpoint and network security with McAfee Advanced Threat Defense. Your proposal can suggest either incremental or complete solutions, showcasing your flexibility and expertise and leading to a stronger relationship with more revenue opportunities.

Security-as-a-Service

Of all the managed services options, hosted and/or cloud-based delivery represents the fastest growing market segment and your best opportunity to offer scalable, high-margin services.

Deployed within your infrastructure, McAfee Advanced Threat Defense integrates with your hosted, dedicated McAfee Web Gateways and our multitenant McAfee Network Security Platforms to provide advanced malware protection across multiple services and customers.

By consolidating disparate analysis solutions and then scaling to support multiple devices and customers, a single investment can reduce costs, while allowing you to scale delivery and profitability per customer. When combined with our McAfee Managed Services Specialization month-to-month purchase option, you can deliver this service using an OPEX-based model, where we share the risk while you benefit from your success.

Partnership

Flexible cost models
Resell, purchase, or pay monthly.

Accelerated go-to-market
Become eligible for discount and marketing benefits by becoming a partner.

Reliable service and support
2013 TSIA STAR Award winner

Business partnership
2013 CRN "Top 25 Best Companies to Partner With"

Brand recognition
Your customers will feel secure with your solution. You'll feel confident in our relationship.

Secure Cloud Services

News stories about breaches of some of the industry's largest and most reputable cloud service providers seem to be published daily. When these breaches do occur, it challenges the confidence of customers who are already shopping for services across a vast marketplace of competing offers.

Differentiate your cloud services (IaaS, PaaS, SaaS) by securing them and then managing them efficiently. Your company and its customers will both benefit from protected data and identities, reduced costs, and avoidance of negative publicity. For example, you can:

- Add network security services as a value-added offer to IaaS solutions. Working in conjunction with virtual McAfee network security appliances, McAfee Advanced Threat Defense can span and secure communication across virtualized compute resources for multiple customers.

- Increase protection for customer assets traveling to and stored within private and public SaaS solutions. McAfee network security solutions combined with McAfee Advanced Threat Defense can be deployed within your data centers to catch malware attempting distributed denial-of-service (DDoS) attacks or intent on stealing valuable information.

And you can manage these solutions from within your own network or security operations centers (SOCs)

using our integrated management consoles or yours via APIs. You'll protect your business, your customers will have more confidence in your services, and they will appreciate your partnership with our trusted brand.

Portfolio

McAfee Advanced Threat Defense is offered in two models to allow you choose the form factor and performance needed, whether at your site or on premises with your customers. Both platforms support the same operating systems, file types, and integration with the McAfee Network Security Platform and Network Security Manager, the McAfee Web Gateway, and McAfee ePO software.

Product	Configurations
3000	▪ 150,000 objects per day. ▪ 1 RU.
6000	▪ 250,000 objects per day. ▪ 2 RU.

"McAfee Advanced Threat Defense is great; it's really the direction the market needs … customers can really benefit from it."

—Enterprise Strategy Group (ESG)

Our Partnership

With a rapidly changing security market, the ability to help our partners adapt and capitalize is foundational to our success. McAfee is deeply committed to delivering competitive value and differentiation for our partners. When our partners win new business and grow profitability, we succeed as well.

McAfee Partner Program with Managed Services Specialization

Help your customers reduce their capital investment, ease their IT headaches, and scale their businesses by becoming a McAfee Managed Services Specialization Certified Partner.

McAfee collaborates with the industry's most trusted partners to deliver managed security solutions. As part of our McAfee Partner Program ecosystem, our Managed Services Specialization Partners protect users throughout the world and work with McAfee authorized distributors.

McAfee Managed Services Specialization enables MSPs to scale and offer the best technologies with the Security Connected framework. Differentiate your portfolio with our innovative solutions—whether deployed on premises or through cloud-based management. Acquire solutions and offer services in a way that best matches your business model—resell, purchase, or join McAfee Managed Services Specialization to access a monthly, pay-per-use option. Your customers will trust a McAfee Managed Services Specialization Certified Partner to provide them with the IT security expertise needed to deliver the right service, at the right price, with the best security management the industry can offer.

Next Steps

Discover more about McAfee Advanced Threat Defense at our website, **www.mcafee.com/atd**.

If you are ready to take the next step, we're ready too. We'd like to partner with you to help your company enhance, build, and extend services. Contact a McAfee Sales and Professional Services representative at **MSP_Inquiry@mcafee.com** or visit **www.mcafee.com/msp** for more information.