

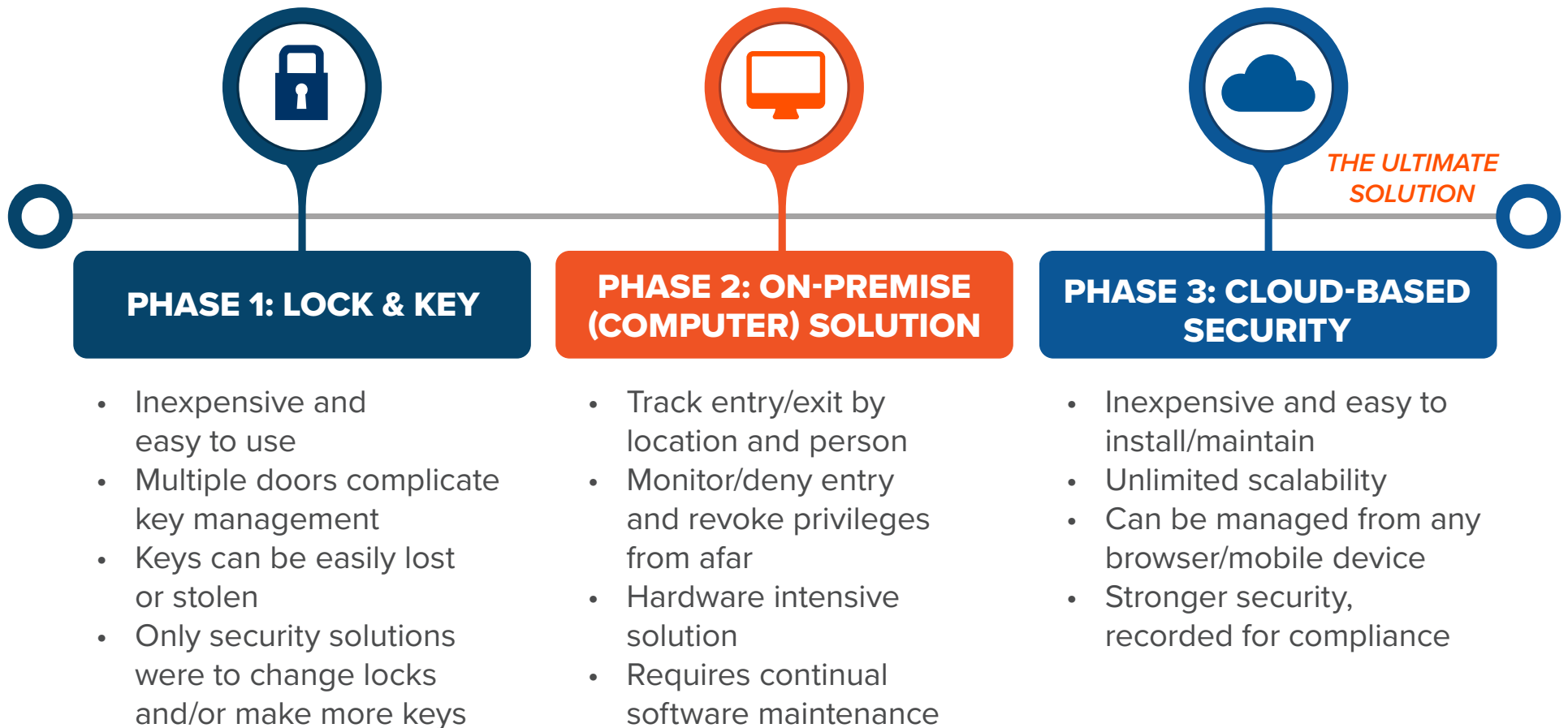


SECURITY IN THE CLOUD

The Key Considerations and ROI Opportunities
of Hosted and Managed Security Solutions

OVERVIEW

The Evolving Landscape of Security



SECURITY IN THE CLOUD

What does Security in the Cloud Really Mean?



The Cloud:

A communications network that's usually a datacenter with configurable servers, networks, storage infrastructure, applications and/or services that are connected to the Internet.



Cloud Computing:

On-demand, subscription-based or pay-per-service software and services that are accessed via desktops, laptops or other mobile devices.



Security in the cloud means keeping the people, property and data that are connected through the cloud secure — by staying vigilant and using best security practices.

A January 2016 CSA survey showed that 65% of respondents were confident that cloud security was equal to, or greater than, that of internal IT systems. They also believed that the level of security program maturity on the parts of cloud providers could be impacted by the number of years the companies had been in business, the types of industries that they served, regulatory requirements, and customer advocacy of security best practices. — [Cloud Security Alliance](#)

TWO WAYS TO STAY SECURE

Hosted Security Solutions vs. Managed Security Solutions



HOSTED:

Customers control their security in real-time remotely, through a browser/mobile app

BENEFITS:

- + Intuitive web interface
- + Continually updated at no cost
- + Backed up and redundant for security
 - + Decreases IT staffing costs
- + Eliminates PC and software costs



MANAGED:

The Managed Service Provider (MSP) oversees all security. The customer doesn't incur additional IT staffing and certain expensive infrastructure costs, such as servers, software and OS requirements.

BENEFITS:

- + Professionally managed, worry-free service
 - + Training not necessary
 - + Decreases IT staffing costs
- + Eliminates PC and software costs

WHY DO HOSTED OR MANAGED SECURITY SOLUTIONS MAKE GOOD BUSINESS SENSE?

Eliminate the Major Issues

HOSTED

- + Cuts software maintenance inefficiencies
- + Cuts infrastructure costs, such as PC/Servers, software and OS requirements

MANAGED

- + Cuts software maintenance inefficiencies
- + Cuts infrastructure costs, such as PC/Servers, software and OS requirements
- + **Cuts knowledge gap through professional assistance**
- + **Cuts manpower expenses associated with administration of the security system**

Both hosted and managed security solutions cut software maintenance inefficiencies, as well as infrastructure costs. With managed security solutions, you're also eliminating the knowledge gap and costly manpower expenses. We'll take a closer look at each issue over the next few pages.

WHY DO HOSTED OR MANAGED SECURITY SOLUTIONS MAKE GOOD BUSINESS SENSE?

Eliminate Software Maintenance Inefficiencies

Is your security system performing at peak efficiency? Without a team trained in IT security best practices, security breaches and inefficiencies can undermine the system.

- You need to hire and train an expert IT team to correctly implement and maintain your system.
- You need to invest in constant software upgrades.

A HOSTED OR MANAGED SOLUTION HELPS YOU:

- Leverage an extended IT team that expertly handles all aspects of security using best practices, without incurring the expense of keeping them on staff.
- Get upgrade-free and worry-free service.



WHY DO HOSTED OR MANAGED SECURITY SOLUTIONS MAKE GOOD BUSINESS SENSE?

Eliminate Costly Infrastructure

Is the cost of keeping your system current eating into your bottom line? Servers/PCs, software and OS updates are expensive.

- You must purchase new equipment regularly to leverage the latest technology and ensure your security.
- You need to invest in IT staff to maintain this equipment.

A MANAGED SOLUTION HELPS YOU:

- Eliminate the need to maintain dedicated equipment.
- Reduce operating expenditures since in-house IT teams manage security.



WHY DO HOSTED OR MANAGED SECURITY SOLUTIONS MAKE GOOD BUSINESS SENSE?

Eliminate The Knowledge Gap

Is keeping staff continuously trained a drain on your business? Getting new and experienced users up to speed on the latest solutions is time consuming and expensive.

- You must continually provide training to new and existing users.
- Security can be shaky as this knowledge gap is filled; poorly trained users can even compromise the system's performance and reliability.

A MANAGED SOLUTION HELPS YOU:

- Eliminate the knowledge gap with professional assistance and an easy web interface for simple security.
- Maintain security and stability.



WHY DO HOSTED OR MANAGED SECURITY SOLUTIONS MAKE GOOD BUSINESS SENSE?

Eliminate Manpower Expenses

Are you struggling to staff your security system with qualified people?

- A dedicated full-time IT security employee is expensive.
- Adding more responsibilities to a current workload can lead to maintenance inefficiencies, and worse, security breaches.

A HOSTED OR MANAGED SOLUTION HELPS YOU:

- Take on security challenges with a full staff dedicated to your needs.
- Provide efficiencies and the utmost security and stability.



WHAT TYPE OF SECURITY SOLUTION IS RIGHT FOR YOUR ORGANIZATION?

How do you determine whether your organization needs a Self-Managed or Managed Solution?

| QUESTION | YES | NO |
|---|--------------|---------|
| Am I willing to continually train new and existing users? | Self-Managed | Managed |
| Can I trust these users to keep the system secure? | Self-Managed | Managed |
| Can I afford an IT team that safely implements, maintains, and troubleshoots? | Self-Managed | Managed |
| Can my IT team keep my systems secure and breach-free? | Self-Managed | Managed |

HOW DO I FIND THE RIGHT PROVIDER?

Use this checklist to find the best provider for your specific needs:

- Services:** Do they align with your company's needs now and in the future?
- Cultural Fit:** Are your priorities their priorities, too?
- Third-Party Verified:** SSAE16 and ISO-certified data centers help you achieve compliance for HIPAA, SOX and PCI DSS.
- Employee Certifications:** Certifications show dedication to excellence.
- Employee Trustworthiness:** How do they screen their employees?
- Manufacturer Relationships:** Check partner status, certifications and direct access to manufacturers' level 3 engineers. Well-connected providers can resolve issues faster.
- Datacenter Security:** Do they have biometric authentication, 24/7 in-person and video monitoring and user records? How about full redundancy and disaster recovery systems?
- Daily Relationship:** Do they have a portal for daily security updates, service level reports and troubleshooting requests, plus communication hubs for feedback and best practices?

SUMMARY

Security in the Cloud can be a game-changer for your organization—with the right hosted and/or managed security solution and provider.

ELIMINATE



Software maintenance headaches



Manpower management



The dreaded knowledge gap



Infrastructure costs

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