

Device Management

Security devices are increasingly deployed throughout enterprise networks, rather than just at the perimeter. It's more than a full-time job for the security team of any enterprise to map organizational security policies to the detailed configuration of those devices, in addition to ensuring that the configurations remain constant while needs evolve.

Counterpane customers who subscribe to our Managed Security Monitoring have the option of outsourcing all aspects of IDS, IPS, and firewall management to us. Counterpane's Device Management service allows your limited staff resources more time to focus on defining and executing strategic vision without getting caught in myriad technical details of a particular vendor's product.

Key Benefits

Counterpane's Device Management, a value-added service for Managed Security Monitoring, benefits customers in four ways:

AWARENESS of what's really on your network: Assures the correct configuration of the managed device for maximum surveillance and defensive capabilities; ensures the availability of a full record of network activity for incident detection and remediation.

INSURANCE against unnecessary risks: Eliminates the risk of device lagging behind the latest revisions from vendors and the latest thinking on industry best practices.

DEFENSE against malicious attacks: Ensures protection of customer's network by the managed device against the latest threats, whether or not that threat has been observed on the customer network.

COMPREHENSIVE views of security activity across your enterprise: Accommodates local policy and operational requirements of different subnets and assets in the managed device's configuration for minimizing false alarms and maximizing the device's functionality.

Core Services

Device Management is about implementing configurations in the best interests of the customer, proactively, so that devices are always providing maximum protection and surveillance. That's why Counterpane's SLA offers unlimited changes to devices when they are initiated by Counterpane directly. This includes new signatures and updates from the vendor, and configuration changes Counterpane recommends based on observations from hundreds of networks and thousands of devices around the world.

FLEXIBILITY TO CHOOSE ANY MAJOR APPLIANCE VENDOR

Counterpane offers Device Management for every major security appliance vendor, providing you with the flexibility and confidence to choose, or replace, major vendors anytime. Should you decide to replace one vendor with another, we can easily help you with the transition. Please check with us for updates on the supported vendors and devices. We review them frequently due to new players generating market traction and/or customer requesting device additions.

DEVICE MANAGEMENT OPTIONS TAILORED TO YOUR NEEDS

Counterpane offers two general types of Device Management contracts. The *Basic Option* provides you with management specifications of a device you already own.

"Security and compliance requires specialized expertise, and it makes more sense to outsource that so my staff can stay focused on the core business objectives... Counterpane can survey all the potential threats worldwide. They can provide a much wider, more current view of the threats. That's something we can't do as efficiently, given our current staff levels."

-John Lambeth, CISSP, CISA
VP Information Technology
Blackboard, Inc.

"Because Counterpane gives us only the information we need when we need it, we can concentrate on the attacks that matter. The value of that kind of service is enormous."

-David MacLeod, Ph.D., CISSP
CISO
The Regence Group

"By outsourcing monitoring and management of established security systems to managed security service providers, most enterprises can increase security while reducing operational costs, and free up internal security resources to deal with changing business needs and new threats."

-John Pescatore
VP Distinguished Analyst
Gartner, Inc.

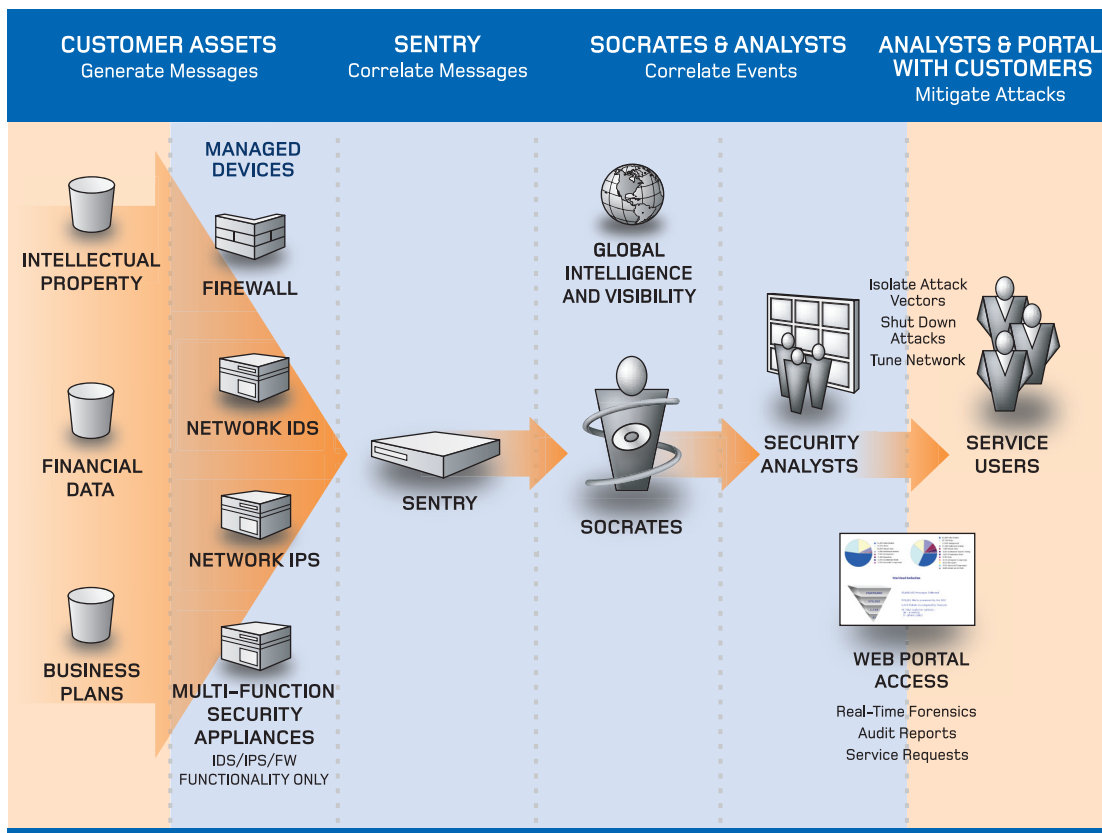
Contact Us
sales@counterpane.com

US: 888-710-8175
EMEA: +31 70 5170 419
Japan: +81 80 5421 8311

1090A La Avenida
Mountain View, CA 94043

www.counterpane.com

The *Comprehensive Option* is designed for customers who want all the benefits described in the *Basic Option*, but do not yet own the device type in question, or have the in-house system administration cycles to maintain it. Counterpane's complete turnkey service provides you with the device and any necessary support or maintenance contracts, so you need not record any capital expenditure associated with the device. Counterpane will maintain the underlying operating system, patches, and periodic updates. You will also have the luxury of exchanging devices of similar type and function, but from different vendors, at every renewal period, if it becomes apparent that another product would better suit your requirements.



The Counterpane Advantages

Counterpane Device Management delivers all the benefits of an optimized security device without any of the training and overhead time required to stay ahead of all the detailed configuration changes. Key advantages include:

- Security guidance from Counterpane's team of seasoned experts
- Latest signatures and updates always applied
- Configuration and tuning for proactive defense against potential threats
- Adjustments in response to observed attacks
- Minimal customer staff overhead required
- No burdensome ongoing training programs required for device expertise
- Accounting flexibility available via Comprehensive or Basic service options



Counterpane™
Internet Security

© 2006 Counterpane Internet Security, Inc. All rights reserved.