

Arbor CloudSM—DDoS Protection Service for MSSPs

Turnkey, in-cloud and on-premises, DDoS attack protection solution to enable or augment services

Customer

Managed Security Service Provider (MSSP)

Industry

DDoS Attack Protection

The Challenge

- Deliver new DDoS attack protection services.
- Maintain and enhance existing DDoS attack protection services.
- Train and retain experienced DDoS attack security personnel.

The Solution

Arbor Cloud—DDoS Protection Services for:

- Excess mitigation capacity.
- Resell of a turnkey, carrier agnostic in-cloud and on-premises DDoS attack protection service.

The Result

Enable new or augment existing DDoS attack protection services in less time and with lower costs.

For years, Managed Security Service Providers (MSSPs) have trusted Arbor Networks® products, industry leading DDoS attack research and expertise to help them design and operate their DDoS attack protection services. As MSSPs face ever increasing challenges due to modern day DDoS attacks, they continue to rely upon Arbor Networks to thwart these targeted attacks. In response, Arbor Networks has moved beyond offering industry leading DDoS mitigation products and research and is now offering a turnkey, carrier agnostic, in-cloud and on-premises DDoS attack protection service: *Arbor Cloud—DDoS Protection*. MSSPs can leverage the Arbor Cloud—DDoS Protection Service to enable new or augment their existing DDoS services, potentially reduce costs and bring services to market in less time.

DDoS Attacks Continue to Raise the Bar for MSSPs

There's little doubt that DDoS attacks continue to rise in size, frequency and complexity. This trend is putting tremendous pressure on Managed Security Service Providers who are challenged with:

- Risk of not having enough capacity to manage very large attacks.
- Staying abreast of latest DDoS attack trends, attack vectors, attackers, attack tools and targets.
- The constant requirement of training network security personnel and operations staff.
- Retaining experienced, coveted staff that is constantly lured by stiff competition.
- Maintaining and enhancing their DDoS attack protection infrastructure such as circuits, data centers, customer portals and attack mitigation products.

The Need for a Layered DDoS Attack Protection Solution

For over a decade Arbor Networks has been researching and delivering products designed to stop DDoS attacks. To stop modern day DDoS attacks that are commonly a combination of large, volumetric attacks and stealthy, application-layer attacks, Arbor has recommended and is delivering a layered DDoS protection solution:

- **In-Cloud:** Arbor's Peakflow® SP and Peakflow® Threat Management System products offer in-cloud protection for volumetric attacks.
- **On-Premises:** Arbor's Pravail® Availability Protection System (APS) is designed to stop application-layer attacks on the customer premises or datacenter.
- **Intelligent Communication:** Arbor's Cloud Signaling™ technology provides an integrated means of communicating between in-cloud and on-premise solutions to streamline operational transition between the two.



The powerful combination of Arbor's Peakflow, Pravail and Cloud Signaling—all backed by the industry leading expertise of Arbor's Security Engineering and Response Team (ASERT)—is arguably the most comprehensive DDoS attack protection solution in the industry today.

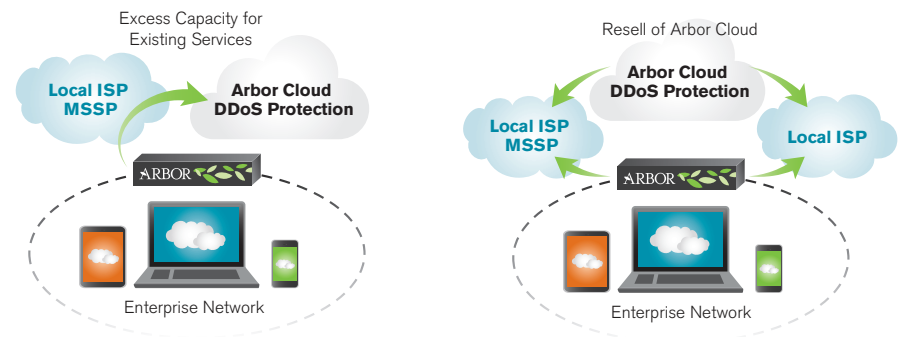
“Verizon has utilized Arbor Networks hardware for a number of years in the provision of Verizon’s DOS Defense service, protecting Verizon IP customers globally. Arbor Networks’ expansion with Arbor Cloud DDoS Protection Service will permit customers to retain their best-practice dual-carrier environments while leveraging tried and tested technology for both Verizon and their alternate carrier Internet circuits.”

Bart Vansenant, Executive Director, Security Solutions with Verizon Enterprise Solutions

A Turnkey DDoS Attack Protection Service for MSSPs

For years, MSSPs have relied on Arbor Networks to help stop DDoS attacks for their customers. But even the best MSSP is challenged to stay abreast of modern day DDoS attacks and maintain sufficient capacity to deal with the growth of their services or growing attack sizes. In response, Arbor Networks has moved beyond offering industry leading DDoS attack products and research and is now offering a turnkey, carrier agnostic, in-cloud and on-premises DDoS attack protection service: *Arbor Cloud- DDoS Protection Service*. The Arbor Cloud- DDoS Protection Service is based 100% upon Arbor’s industry leading products and security experts.

Arbor offers two different Arbor Cloud- DDoS Protection services for MSSPs.



Excess Capacity Service

Resale of Arbor Cloud- DDoS Protection Service

1. **Excess Capacity Service:** Mitigation capacity is not infinite. This service is for existing DDoS Protection MSSPs who may need additional mitigation capacity. This service may be MSSP branded (white labeled), custom designed and has pricing based upon the amount of total mitigation capacity required, attack mitigations and other BGP options.

2. **Resale of Arbor Cloud- DDoS Protection Service:** Bringing new DDoS attack protection services to market or enhancing existing services is difficult. ISPs, Cloud Providers, Hosting companies or MSSPs who do not have DDoS protection services can quickly bring a new service to market by reselling the Arbor Cloud- DDoS Protection Service. ISPs/MSSPs who have existing DDoS protection services can easily augment their services for scenarios such as:

- Multi-homed customers looking for a single MSSP to offer all their DDoS attack protection services.
- International customers where the MSSP may not have a geographic presence for DDoS attack protection.

This service is Arbor branded and has pricing based upon the amount of clean customer traffic, attack mitigations and other BGP or DNS options.

Bottom Line

MSSPs can leverage The Arbor Cloud- DDoS Protection Service to enable new services or augment existing services in potentially less time and with lower costs.



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