

## EdgeWave Solutions Can Help Increase Your ISP and MSP Revenue

Internet Service Providers (ISPs) and Managed Service Providers (MSP) are at the frontline when it comes to email and Web-based threat vulnerability. In addition to contending with a growing onslaught of these threats, you may be dealing with the daily frustration and anger of your customers. When spam overwhelms a mail server or a network goes down, you are the one they call. What if you could offer a platform of on-demand, hosted security services that would strengthen their loyalty, while helping augment your revenue stream?

EdgeWave Secure Content Management Solutions includes next-generation security solutions that will not only grow your service offering, but help to differentiate you in the marketplace by enabling you to deliver more value to your customers and prospects. EdgeWave services include the comprehensive Messaging Security Suite and a Hosted Web Security solution.

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### The EdgeWave Solutions Advantage for ISP and MSPs

**Increase average revenue per user (ARPU)** – Finding ways to increase ARPU and deliver tangible benefits to your subscriber base is always a challenge. By offering EdgeWave security solutions you can add revenues of up to 20% per subscriber with gross margins of 15 – 50%

**Increase customer loyalty** – Adding EdgeWave security solutions to the Internet services you offer will increase your value to your subscribers by delivering comprehensive protection from emerging threats while maintaining superior Internet and email performance and accessibility.

**Maintenance-free service with low TCO** – As fully managed, cloud-based services, EdgeWave security solutions have minimal deployment requirements and zero maintenance. Our robust feature sets and infinite scalability help you fulfill the requirements of all your subscribers whether commercial or residential. Our low TCO prevents margin erosion and allows you to deliver more value to your customers.

**Enhance your corporate image** – Offering comprehensive security services that help commercial subscribers protect their bottom lines, while protecting families and children from Internet and email-based threats, sets you apart as a responsible, business-savvy, full-service provider.

**Best-in-Class Technical Support** - Our best-in-class technical support includes the EdgeWave ProCare Elite program, designed to deliver 24/7 access to a Technical Account Manager assigned to your company.

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## Services Designed for Simplicity, Performance and Value

### EdgeWave Messaging Security Suite

EdgeWave's award-winning Messaging Security Suite delivers next-generation services that protect your subscribers and customers with comprehensive end-to-end solutions. Our cloud-based email security services defend against internal and external threats, assure continuous mail stream flow, protect against data loss and help fulfill regulatory compliance, while assuring the fast, accurate delivery of business-critical email. EdgeWave solutions deliver industry-leading performance, simplicity and value and the lowest TCO on the market.

### EdgeWave Email Security – safeguard the network

EdgeWave Email Security solutions deliver superior email protection that insures the accurate, safe delivery of business-critical email, while protecting users and networks from spam, malware and other email-borne threats. EdgeWave delivery options include managed network appliances, hosted in-the-cloud services or a hybrid solution with VX technology for redundant, fault-tolerant protection.

Features:

- **Zero Maintenance** - Nothing to install and zero maintenance — the ultimate in a no-touch solution that conserves your resources.
- **Global Redundant Data Centers** — Our global data centers provide redundancy and failsafe capabilities so you don't have to worry about losing data you might need for legal evidence or regulatory compliance.
- **160 Hour Email Spooling** — Fully redundant system backed up with multiple data centers and email spooling for up to 160 hours, so your email is never lost, in the event of any network problems.
- **Zero-Minute Defense** — This feature assures that as soon as an emerging threat is identified, our engineers deploy a specific rule to block it. No other solution has it.
- **TLS Encryption** — This unique encryption method assures that all emails sent or received by your organization are secured and private.
- **Bandwidth Savings** — Eliminating the volume of spam hitting your servers increases your available bandwidth for other internet-based applications.



### Data Loss Protection – protect sensitive data

EdgeWave DLP is a content analysis and policy engine that uses proprietary technology to protect private information transmitted via outgoing email. EdgeWave DLP delivers the powerful tools required to comply with government regulations, such as HIPAA and GLBA, and prevents the outbound communication of all types of sensitive or objectionable material, including social security and credit card numbers, patient healthcare and finance information and profanity.

### Email Archive – secure, centralized email storage

EdgeWave Email Archive offers secure email archiving that is scalable to fit the requirements of any size organization. Our affordable archiving retains your email in an unalterable state to help you meet requirements for regulatory compliance, litigation issues, storage management needs, or to fulfill business best practices guidelines. EdgeWave Archiving Services are in-the-cloud, so scalability is assured. And our secure data collection technology provides comprehensive interoperability with all messaging systems.

### Email Continuity – rapid failover for high availability

EdgeWave Email Continuity is a service that enables continuous web-based email access, management, and use during planned or unplanned mail server outages. In case of an outage, end users access the Web 2.0 email client allowing them to manage their email as if no outage had occurred. They can read, compose, reply to, forward and delete messages. Sent messages in limbo are not lost and can be synchronized to be delivered as soon as service is restored.

### Encryption – policy-driven, secure delivery

Encryption services support regulatory and AUP compliance with an optional park-and-pull encryption for individual communications. End users can choose to encrypt the email they send or administrators can establish rules to automatically encrypt messages per policy. This service is also an optional disposition choice for messages when DLP is enabled. Working in tandem with automatic, server-to-server TLS encryption, part of our email security services, users are assured comprehensive protection.

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## EdgeWave Internet Security

EdgeWave Hosted Internet Security allows commercial organizations to optimize their network bandwidth by managing Internet traffic through filtering and bandwidth shaping. At the same time, residential subscribers receive a low-cost way to protect their families from unwanted and inappropriate content.

### EdgeWave Internet Security Features

- **Granular Policy Enforcement** — Organizations can set policies for file types and application protocols, including email, file transfer, social networks, remote access, streaming media, instant messaging (IM), and peer-to-peer (P2P) protocols.
- **Easy to Deploy and Manage** — Flexible implementation at the Internet gateway, across the network, on the desktop and on mobile devices. Easy-to-use centralized management console allows enterprise-wide policy management and reporting.
- **Comprehensive Reporting and Real-Time Monitoring** — Delivers comprehensive on-demand and scheduled reporting and instant, real-time visibility into Web traffic.
- **Automatic Updates** — Global automatic updates are propagated in real time - no internal resources are required to update devices
- **Protection from Web-based Threats** — Monitors, filters and blocks your users' Web access, protecting their networks from Web-based threats such as spyware, phishing, malware and inappropriate content
- **Optional Remote Filtering** — for laptop and other off-premises users

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## About EdgeWave

The EdgeWave portfolio of Web, Email and Data Protection Technologies deliver comprehensive secure content management to 6,500 customers worldwide. Our award-winning iPrism Web Security and EdgeWave Email Security products are now complemented by Email Archiving and Data Protection Solutions, delivered as hosted, on-premises, and hybrid services. EdgeWave solutions protect your organization's bottom line with unrivalled ease of deployment and the lowest TCO on the market.

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