SonicWALL Capture Advanced Protection Service

Opportunity

- Explosion of unknown, zero-day threats that signature based security solutions can't detect leaves organizations vulnerable to breaches
- Today's advanced threats are designed to evade 1st generation sandbox analysis and detection
- Threats are target not just to windows environments but also mobile and connected devices
- Hide in encrypted and unencrypted traffic
- Hide in more file types, file sizes

Customer challenges/pain points

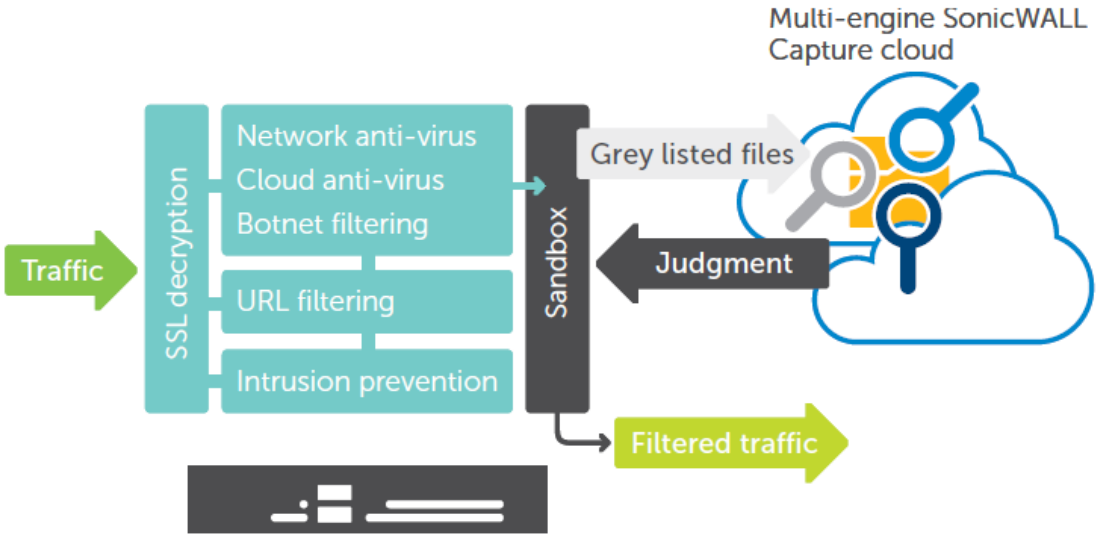
- Prevent unknown, zero-day threats from infecting networks
- Rapidly deploy signatures for newly discovered malware
- Increasing complexity and cost associated with advanced threat analysis technology

Relevant audience

• Stakeholders: IT administrators, CIOs, CISOs, CSOs, security managers, compliance managers, finance managers, business owners and employees
• Segments: SMB & Mid-to-large enterprises that aren't restricted from using cloud services for threat analysis.

SonicWall Advantage – Why SonicWall?

- **Multi-engine sandbox analysis** detects more threats, resists evasion, more than single-engine sandbox solutions
- Scans **encrypted and unencrypted** traffic and extracts suspicious code for analysis
- Detects and can **block/block until verdict** APT threats at the gateway for HTTP/S traffic
- Global infrastructure to **rapidly deploy remediation signatures** to all SonicWall Network security appliances preventing further infiltration of the identified malware/threat.
- **Cost effective and easy to deploy** solution



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Qualifying Questions

1. How are you preventing advanced threats from infecting your networks?
2. How are you preventing android advanced threats from entering your network?
3. If a host or client on your network is found to be infected how do you remediate and protect from follow on attacks?
4. If an advanced threat is hidden in a large file, how do you detect it?
5. If an advanced threat is hidden in encrypted traffic, how do you detect it?

Competition

PAN Wildfire

- First mover in the firewall market, cloud service and on-prem appliance.
- Strong firewall attach rate

Response

- SonicWALL Capture multi-engine advanced threat analysis detects more threats, is more difficult for threats to evade than PAN's single engine virtual sandbox.
- SonicWALL Capture block till verdict for HTTP/S prevents infection, PAN only blocks known malware, can't block till verdict suspicious files, prevent infection, requires manual remediation post infection.

Fortinet

- Forti-sandbox appliance, VM and cloud deployment. Suspicious files, objects fed from Fortigate, Fortimail etc..
- Virtual sandbox, windows OS only
- Integrated with Forti guard threat cloud for signature remediation
- Host/endpoint quarantine post infection

Response

- SonicWALL Capture multi-engine advanced threat analysis detects more threats and is more difficult for threats to evade than Fortinet's single-engine, virtual sandbox.
- SonicWALL Capture can analyze files not just for windows environments but also for android environments
- SonicWALL Capture block till verdict for HTTP/S prevents suspicious files from entering the network and infecting systems. Fortinet quarantines host/client post infection, can't block till verdict to prevent infection

FireEye

• Market leader, thought leader, expensive. Strong in Fortune 500, 2000 accounts
• NSS labs rated FireEye poorly in both their 2015 and 2014 breach detection report.
• FireEye cloud delivery platform is still in its infancy, strength is standalone appliance

Response

- SonicWALL Capture multi-engine advanced threat analysis detects more threats, is more difficult to for threats to evade than single engine analysis,
- SonicWALL Capture block till verdict for HTTP/S and global signature deployment prevents infection and follow on attacks
- SonicWALL Capture firewall integrated cloud service is easier to deploy, manage, reduces TCO

Features	Description
Multi-engine advanced threat analysis	Virtual sandbox analysis, full system emulation and hypervisor-level analysis
Broad file type analysis	PE, MS Office, PDF, archives, JAR, APK, Windows, Android
Can block until verdict for HTTP/S	To prevent potentially malicious files from entering the network, files sent to the cloud for analysis can be held at the gateway until a verdict is determined.
Rapid deployment of signatures to prevent follow-on attacks	When a file is identified as malicious, a signature is immediately deployed for firewalls with SonicWALL Capture subscriptions to prevent follow-on attacks.
Monitoring and reports	SonicWALL Capture provides an at-a-glance dashboard and reports that detail the analysis results for files sent to the service,
Seamless firewall integration, scalable, affordable cloud service	Add on service reduces total cost of ownership