

Why We Win

- HP ArcSight has sophisticated correlation rules, but is extremely slow to index and query. McAfee Enterprise Security Manager (ESM) has equally sophisticated logic, but is much faster to query and index.
- ArcSight is a complex product that requires multiple FTEs to realize the full value. McAfee ESM is much simpler to manage and operate.
- ArcSight can't handle extremely large traffic volumes. The product will start to turn off features if the volume exceeds licensed rates. McAfee never drops events and is much more scalable in large environments.

Battle Talks

What ArcSight Reps Are Telling Customers	How You Should Respond
"ArcSight is as fast as McAfee. The CORR engine is 300% – 500% faster than ArcSight on Oracle."	<ul style="list-style-type: none"> ■ It's true that ArcSight improved performance with the CORR engine, but it's gone from horrible to just bad. ■ With ArcSight, a report that took 9 hours to complete on Oracle takes 1.5 hours on the CORR engine. With McAfee, we return results in seconds.
"As an HP product, we have the managed and professional services to make you successful."	<ul style="list-style-type: none"> ■ McAfee doesn't have as much of a services focus as HP — but rather than build a services company, McAfee focuses on building market-leading products and strong partnerships to make our customers successful. ■ At McAfee, services aren't provided to cover up product deficiencies; they are there to make customers successful.
"ArcSight is the market-share leader."	<ul style="list-style-type: none"> ■ It's true that ArcSight is the market-share leader — but that's because it got an early start. Its customer base is largely frustrated from being "nickel-and-dimed" and not having a solution they can grow with. ■ McAfee ESM was built to serve the needs of today and tomorrow, and we are actively displacing ArcSight in many accounts.
"ArcSight can address the most sophisticated use cases." (typically given with an industry-related complex correlation rule example)	<ul style="list-style-type: none"> ■ ArcSight has put a lot of effort into developing esoteric rules for its system, but has neglected to address the large TCO of the solution. With McAfee, you get a sophisticated SIEM at a far lower operational cost. ■ Let's focus on your core needs and getting a system you can manage and use. Rest assured that we have all the flexibility you need to evolve and optimize your SIEM implementation as it matures. ■ True SIEM sophistication occurs when the product isn't passively operating in a silo. With McAfee, our SIEM isn't a standalone event monitoring tool — it's the active nerve center of a Security Connected deployment.